

DECEMBER 2016

SHARE



RECOGNIZING YOUR UPLINE

CELEBRATING YOUR TEAM

HARMONIZE:
HELPING OTHERS SUCCEED





Give The Gift Of Sweet Indulgence For **The Holidays**

It's a time for thanks.

It's a time for giving.

It's the perfect time to share a Mocha.

What better gift to give than a cup of wealth and wellness this season? Be sure to enjoy a cup of GanoCafé's rich and subtly sweet Mocha with your friends and family this holiday season.

Visit GanoExcel.us for Gano Excel's full line of enriched products.



 gano excel



CEO MESSAGE



As we close on another successful year at Gano Excel, I would like to thank all of our Affiliates and customers who have evolved with Gano Excel this past year. This year Gano Excel has seen a tremendous evolution of not only the design and trainings of the company but also its Affiliates.

Here at Gano Excel, we understand that not only do our great products represent Gano Excel, but each and every one of our Affiliates and customers as well. Along with the re-design of Gano Excel's websites, packaging and marketing materials, Gano Excel also invested time helping our Affiliates evolve into the true business leaders they are.

This year we launched GoExpo — our dedicated training event aimed at helping our Affiliates not only develop the business skills to be successful, but the mindset to reach for success. We also invited renowned speakers and trainers to our Super Saturday events throughout the year to help our Affiliates develop the mental ability to be successful in this business. Finally, we started Primeros Pasos — our live weekly training program to make sure that all of our Affiliates have the opportunity to succeed here at Gano Excel.

We want to thank all of our Affiliates who supported our events, shows and all of our programs. Without each and every one of you, we wouldn't be in the position we are today — spreading health and wealth throughout the world.

I look forward to experiencing the continued evolution of Gano Excel with all of you.

Sincerely,

Mr. Ooi Chin Aik,
Chief Executive Officer, Gano Excel | North America



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Sat: 10 a.m. - 3 p.m.

GanoExcel.us



RECOGNIZING YOUR UPLINE

We try to send a thank you to our customers as much as possible, it's a great habit to get into. However, we often neglect to say thank you to our biggest resource and the reason we are here, our upline team. Remember the day you heard about the Gano Excel opportunity for the first time? We all do! Recognizing the leaders that have provided the support you needed for success is called edification, and it plays a huge role in helping everyone succeed.

It's obvious how edification benefits your upline, the key is to find the qualities and attributes to their leadership that you find admirable and helpful. How does it benefit you? Not only does it help you adopt an attitude of confidence in your team, but it helps prospective enrollees and customers have faith in you too! Prospects are most often afraid of trying something new, and hearing your respect for the great leaders who have come before you and taught you their own secrets to success will help to ease their worries.

Some simple ways are:

- Bring it up as part of the opportunity, let them know it's an opportunity to be a part of an amazing team of people, and go ahead and brag a little bit about your upline.
- Share credit for your success, recognize those who have helped you achieve a new rank or personal goals for your business. Do this whenever possible, it will make your business not just a fluke success, but part of a well-managed organization that others can see themselves a part of as well.
- Thank your upline on social media! Tag leaders in posts and pictures recognizing them or qualities that they embody.

Another great practice is to get some one-on-one time with your Gano Excel mentor. Take them to lunch to say thank you and get to know them better. It will also give you an opportunity to pick their brain about things they have learned along the way.



CELEBRATING *YOUR TEAM*

Can you think back to one year ago? Where were you? Had you started your business? Think about all you have accomplished! The end of the year is the perfect time to gather your team together and celebrate what you have achieved together.

Here are some great ways to celebrate your team:



2. You can encourage them about how you have seen them grow in the past year and write it in a formal letter. Hearing encouragement helps to balance out any doubts they may have.

Maybe there are people on your team who haven't had the best results. Maybe that person is you. Don't be discouraged! Let us suggest that celebrating with your team is a great way to remind each other about why you started your business and what is possible. **Get ready, because next year is going to be even better!**



1.

Give small thank you gifts. No need to go over the top, something even as simple as free product will leave a meaningful mark.



3.

You can also plan a small private party to say thank you. Go ahead, you deserve to have some fun after all your hard work!



gano **BINGO**

Gano Bingo

Gano Bingo is back for round two! We are giving away cash bonuses to everyone who wins!

Visit bingo.ganoexcel.us to get your free square and learn about the ways to win! Don't miss out on the fun — or the rewards!



Night of the Stars

Night of the Stars

Are you ready to walk the red carpet? Come be our celebrity on Saturday, December 10 for our Night of the Stars — an evening filled with awards, dining and music by La Sonora Dinamita. Buy your ticket today!

Hilton Long Beach

(701 W Ocean Blvd, Long Beach, CA 90831)

Registration begins at 5 p.m., Dinner served at 6 p.m.

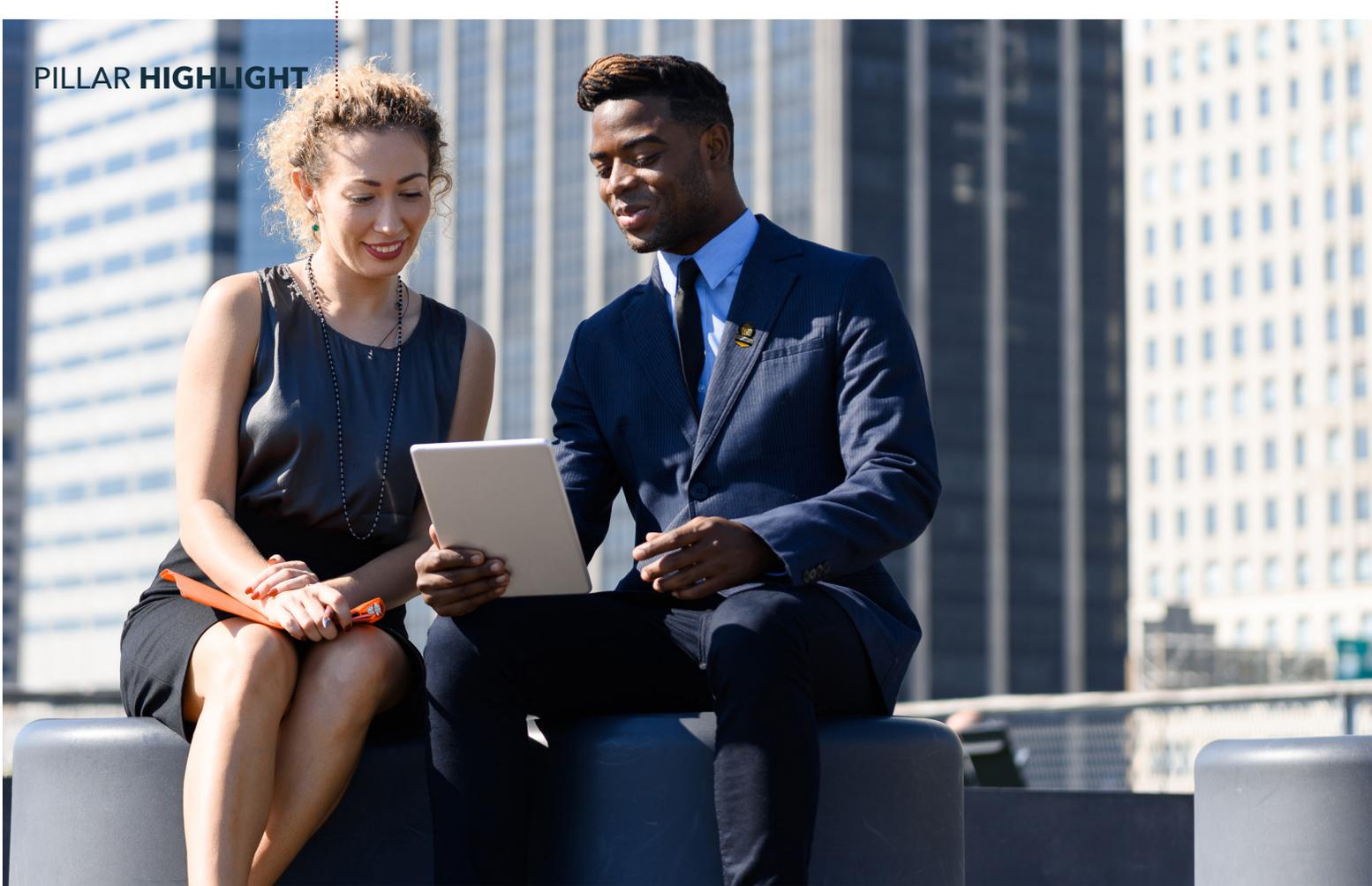
Ticket price is \$65 for pre-sale, and \$75 at the door.

We can't wait to celebrate you!

Visit stars.ganoexcel.us to reserve your spot.

"People often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily."

- Zig Ziglar



HARMONIZE

HELPING OTHERS SUCCEED

Part of the magic of Gano Excel's design for its business is the commitment to harmony. Our goal is to spread health and wealth to every family, not just our own. We believe part of humankind is built to get satisfaction from knowing we have helped someone else. As we approach the end of the year, now is the perfect time to look at what we can do to share our success with others.

What are some ways you can personally help others achieve health and wealth this season? Here are some ways we came up with that allow you to help others succeed:

- Share the Gano Excel opportunity. Talk to others about why Gano Excel has been a good business decision for you, and invite them to an 1-on-1 or your local Open. Simply sharing your story helps to open others' eyes to what is possible.
- Share what you know with your team. Everyone brings unique insights to the table. You may connect well with certain prospects, or discover you are great at closing, or great at getting people to a coffee break. Whatever your talents or skills, your team can benefit and succeed together.
- Share in achieving your goals. It is said that expectations unsaid go unmet. Communicate with your team about how you can help one another succeed in achieving the next rank or personal milestone. Be there for each other through communication and commitment. Totally worth it!

These are just a few of our ideas - let us know what yours are! Share your favorite ways to help others succeed on social media using hashtags #Sharingsuccess #GanoExcelUSA. Together, we can make a huge impact on the lives of others.

Cheers!



FLOURLESS CHOCOLATE CAKE



Get a taste of this delicious dessert that is sure to impress your guests these holidays. The smooth decadence of a GanoCafé Mocha in a rich flourless cake that is simply to die for, with the benefits of Ganoderma lucidum!

CHOCOLATE CAKE

Ingredients:

- | | |
|---|-------------------------------|
| 8 | oz. bittersweet chocolate |
| 1 | stick (½ cup) unsalted butter |
| 6 | sachets of GanoCafé Mocha |
| 3 | large eggs |

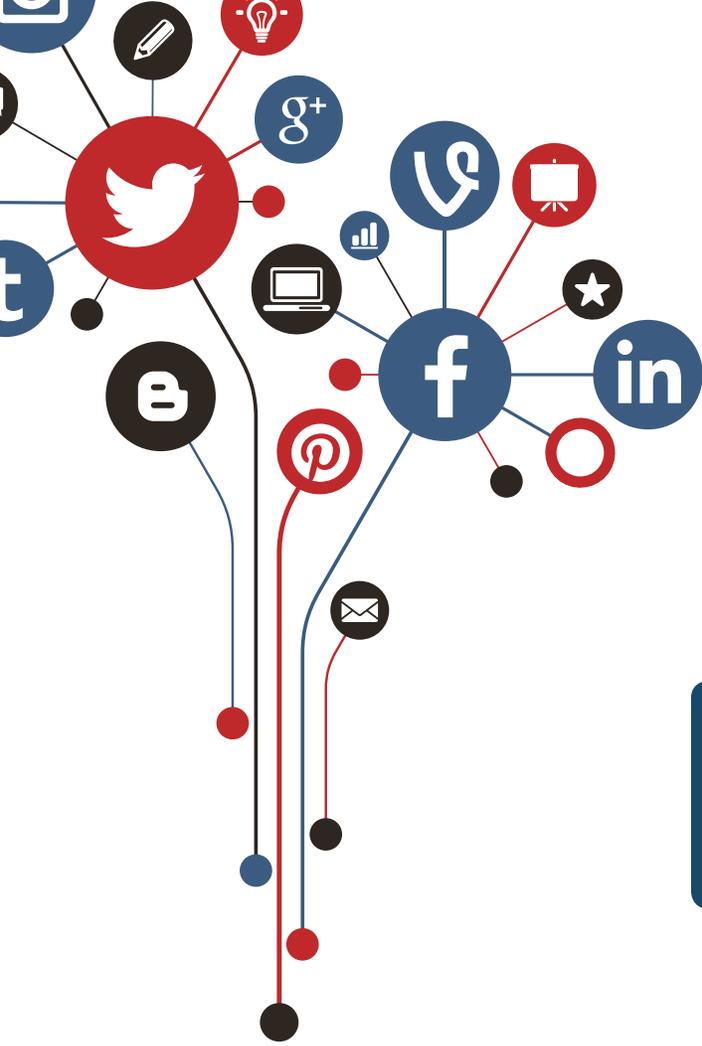
Directions:

1. Preheat oven to 375 degrees F and butter an 8-inch round baking pan. Line bottom with a round of wax paper.
2. Chop chocolate into small pieces and place with butter into metal bowl.
3. Place the metal bowl over a saucepan of simmering water to melt chocolate with butter, stirring until smooth.
4. Remove from heat and whisk 6 sachets of GanoCafé Mocha into chocolate mixture.
5. Add eggs and whisk well.
6. Pour batter into pan and bake in oven for 25 minutes.
7. Cool cake in pan on a rack 5 minutes before serving.



NUTRITIONAL FACT:

Cocoa powder and Ganoderma lucidum have both been found to lower blood pressure, making the GanoCafé Mocha a great choice for friends and family to stay calm during the holidays!



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Alejandro Muro, Zenon Cruz and Blanca Solorio!

Congratulations and thank you, Alejandro, Zenon and Blanca for using social media as an important tool to leverage your Gano Excel business!



Instagram: Alejandro Muro (@alejandromuro17)

"Last Saturday in Fresno, CA! Thank you @ganoexcelusa for the opportunity, once again!" #GanoExcel

#GanoExcelUSA #GanoExcelFresno #MoreThanPink #SuperSaturday #PublicSpeaking #AllergicToAverage #Pink #Blessed #Focused #DoubleTree #Fresno



Do you want to be next month's Social Media Star?

Make sure to use [#ganoexcelusa](#) and [#ganoexcelnorthamerica](#) and tag us in all of your Facebook, Instagram and Twitter posts!



Instagram: Zenon Cruz (@mrcruzganocafe101)

"I'm working full-time on my job and part time on my fortune. But it won't be long before I'm working full-time on my fortune. . . can

you imagine what my life will look like?" #lovemycoffee #shareit #opportunity #ganocafe101 #mrcruzcafeone #ganoexcelusa #evolutionofcoffee #enrichedcoffee #ganodermalucidum #destinedforgreatness #healthandwellness #enricheproducts #lifestyle #active #goexpo #TheEvolutionofCoffee #earnresidual #phytonutrients #antioxidants #residualincome #entrepreneurs #businessopportunity #spirulina #coffee #coffebreaks #shareit #drinkit #business #training #motivation



Facebook: Blanca Solorio

"Thanks to all who made this Mega event possible .. it was phenomenal."



CUSTOMER SERVICE CORNER

Backdating Bonus Date

Did you know that if you missed a rank last cycle by a few points in your Group Commissionable Volume (GCV), you can backdate the Bonus Date in your order created in the current cycle, to the previous cycle? The Bonus Date can be backdated as far back as the Monday from the previous cycle. Remember, the last day to backdate Bonus Date to the previous cycle is Friday of the current cycle. For more details, please call our great Customer Service team at (626) 338-8081.





LUCY CRUZ

GOLD



Lucy Cruz was born in Leon, Guanajuato and currently lives in Tulare, California. What attracted her to the business are the health benefits of the Gano Excel products. What inspires her are her four children, to help them to get ahead in life. She knows that in a traditional job she wouldn't be able to have the time she has to offer her kids now, if it wouldn't be for the network marketing industry.

The most important quality she sees in a leader is to support your team. A leader helps them reach their goals and set the example with simplicity, humility and being there through the good and the bad. She also values being authentic with who you are.

Training is the most important thing in networking marketing to Lucy, because you will not advance in the industry without it. She thinks it's a huge factor to build a career. She trains twice a week with her team in a leadership workshop and also trains by using the business opportunity presentation. She utilizes the 1-on-1s at a 50%, and the Coffee Breaks at a 30%. She hasn't missed one regional event and makes a great effort in attending all of our events. She also watches Primeros Pasos weekly with her team.

Her goal this year was to reach Gold, which she has accomplished and also to have her team advance in rank just as she has. Great qualities in a leader are to always train in self-development and guide those around them, constantly learning and growing as an individual. She believes those qualities can be taught. Her best teacher in life has been her mother who has taught her that a person that is flexible and easily teachable will succeed in all they do; and to share with others, and always be willing to help. She believes that a leader can be identified on the spot; by their professional demeanor.



SILVIA SANCHEZ

DENVER, CO



Silvia Sanchez currently resides in Denver, Colorado, and has been with Gano Excel for one year. Her goals for next year are to continue working with the same dedication in order to accomplish her dream, which is one day to have the ability to travel, purchase her own home and be able to pay for her children's school tuition. As a leader, she trains her team by motivating them to work together. They have goals as a team and take action together. They get together once a week by learning how to duplicate and using the Napkin Presentation. She considers Veronica Carbajal her mentor, because she is persistent and is always positive. One lesson she takes from her is her perseverance. To her, that's an act of a warrior (a warrior doesn't give up). What attracted her to the business were the health benefits, but most of all, she tried the product and loved it. She believes Gano Excel's products are great and that the company is here to stay for years to come.

ROBERTO LOPEZ

TULARE, CA



Roberto Lopez currently resides in Tulare, California and has been with Gano Excel since March 2016. His goal is to advance in rank to Diamond by this time next year. He trains and teaches by going to personal-development trainings and utilizing the company's tools. He attends Blanca and Miguel's weekly trainings and has a weekly conference call with team. His mentor has been Miguel Navarro. Two lessons he's learned from him are to be consistent and to always be prepared in every aspect to be able to guide those around him. He watches Primeros Pasos weekly on his own time. What attracted Roberto to the business is that everyone drinks coffee and that by simply sharing the product you can potentially get paid. He also loves that he can gain a percentage by people he doesn't know personally.



ANA MARTINEZ

FEDERAL HEIGHTS, CO



Ana Martinez currently resides in Federal Heights, Colorado and has been with Gano Excel since March 2016. Her goals for next year are to reach Diamond. As a leader she trains every Monday via conference call with Marivel Santoyo and she attends "Executive Breakfast" on Tuesdays. Fridays they have the Opportunity Presentation at the Denver location. Her mentor is Marivel Santoyo. She has learned that no matter where you come from or what level of education you have, that when you are determined and make a decision, you are able to reach it with determination. She believes it is not about how many times you fall that counts, but that you get back up with confidence to keep going. What attracted her to the business was the product and peoples testimonies of the health benefits. She sees Gano Excel next year in every country with no barriers or limitations.



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

Gano Excel Affiliates can be exhausted, because all week they start out early, work late, run to their next Coffee Break, do the 1-on-1s in unexpected places with unexpected people, calling in their orders, are in constant communication with their Upline and Downline, making it on time to the Open....yes, we are talking about putting in some serious hours. However, they are proud because they know they've done everything that's been asked of them and more. They've dealt calmly and competently with every pressure and situation that has been thrown at them.

At Gano Excel, we know you've been really pushed and want to say "Well done." You've done a great job – thank you!

We know the importance of acknowledging and applauding success and we are so very proud to share and celebrate your achievement.

We are so very proud to announce the following Affiliates for their rank advancement as follows:

GOLD



Felix Rivera
Rank: Gold



Jacobo Cortez
Rank: Gold



Marta Roman
Rank: Gold



Nathalie Nevarez
Rank: Gold

SILVER



Arturo Monje
Rank: Silver



Leticia Gonzalez
Rank: Silver



Misael Rangel
Rank: Silver



Seida Rangel
Rank: Silver

BRONZE



Mayra Cortez
Rank: Bronze



Veronica Gutierrez
Rank: Bronze



Winston Gonzalez
Rank: Bronze