



ENAGIC GLOBAL E-FRIENDS

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Enagic®



A MILLION Reasons To Celebrate!

*Enagic has just hit a MAJOR milestone accomplishment
by surpassing 1,000,000 total units sold!!*

CONGRATULATIONS ENAGIC!

*“Each, solitary person
is a valued and honored
part of OUR combined
success to reach one
million families.”*

Message from Mr. Ohshiro

Growing up as a young boy, the number “one-million” was always HUGE. It always boggled my mind!

When Enagic was still in its infancy, I recall actually prepaying commissions to my distributors, praying the entire time that they would close their sales and come back with a huge smile. They never disappointed me, cheated me or let me down. I knew “from one, many would blossom.” During the years that we were expanding, each person-to-person encounter was so vital. This face-to-face way of communication was the lifeblood of Enagic’s mission.

It’s taken the combined effort of so many people to make this dream come true. Whose life have YOU changed? How many people within your community now enjoy True Health because YOU saw the mission of Enagic? We really all are heroes in the Enagic mission.

Now, as I look back over the decades and stand in awe of reaching one million families worldwide, I’m reminded of all those people who were instrumental in making this dream come true. Each “one” adds up to a million. None is missed. Each, solitary person is a valued and honored part of OUR combined success to reach one million families. **Everyone, WE DID IT!**

With Sincere Appreciation,

Hironari Ohshiro



Distributor Profile

Richard Cheng, 6A2-3

Toronto, Canada

Richard is one of the newest distributors to achieve the rank of 6A2-3. He started with Enagic on a part-time basis back in 2009, but it took almost 3 years for him to really start working his Enagic business. “In October of 2012 I decided to take the Enagic business seriously and committed myself to achieve three objectives.

First, I would completely commit to the concept of “BYOB” (Build Your Own Business). Enagic would allow me to build a legitimate global business without having a “boss” and I would be able to pursue freedom from the typical 9 – 5 cubical life and stop living for the weekend. The success of my business was up to me and I decided I would work hard to not just build a business, but a legacy. I would build something that I could someday pass on to my children. I wasn’t going to let anything hold me back, the sky was my limit!”

The second thing that Richard wanted was to be able to stay in Toronto and establish roots. He would be able to build his business locally, but he could also take his business efforts anywhere in the world. “It is rare to find an opportunity that will really allow you to develop a worldwide business. Enagic empowers their distributors with the ability to develop business partners and procure sales all over the world. It’s amazing to think that I am able to travel around the globe to build my team without having to deal with any of the headaches and difficulties normally associated with conducting International business.”

His third objective was to leave a positive mark on the world and to make a positive impact on the lives of the people around him, something that most people would like to do, but that very few people actually accomplish. “I wanted to do something important; I wanted to help people and do something that actually mattered. I knew that Enagic and Kangen Water would be the perfect vehicle to allow me to achieve this important goal.”



When asked if he experienced any difficulties while building his business, Richard had this to say, “The most difficult challenge I faced was to learn and master the unfamiliar sales process of direct sales and organizational development. I received my MBA in 2008 and they don’t teach this business model in business school. For the first 4 years of my involvement I primarily focused on “sales” and paid very little attention to helping other develop their own sales organization. Without previous network marketing experience and guidance, we were slow in our growth and had lacked an overall vision. I got through this difficulty by learning from other successful distributors, opening myself to improving my methods and embracing Enagic’s mission of sharing True Health.”

In stark contrast to his first few years with Enagic, Richard is now on a mission to serve and empower others with compassion and hope. “My style has always been to be the best in whatever I do by working hard, challenging myself, learning from my mistakes and leading by example. When I first started with Enagic I applied all these strategies, but

I was just trying to make sales. It wasn’t until I decided to make a difference that my business really started to take off.”

Richard is excited about the future of his team and looks forward to ending 2017 strong and making 2018 his best year ever. “My target is to end 2017 by helping more of my team members to establish and achieve their immediate goals and help them stay on track to achieve their long-term goals. I always encourage my team members to set an achievable long-term goal, but to make it BIG! Then we figure out what short-term goals they will need to meet in order to eventually end up achieving their big goal!”

When asked for closing remarks, Richard added, “My vision in business for the near future is for Kangen Water and Enagic to continue to become a worldwide brand and to dominate the industry as the Gold Standard. I would also like to say a special word of thanks to my beautiful wife, Paris, my parents, Adam and Young Cheng, my sister, Sharon Cheng and Ali Ghafour. We are changing the world by spreading True Health and Kangen Water!”



Branch News

Germany

The Enagic Growth Continues

NEW Germany Office Grand Opening Ceremony!

Nine years ago Enagic opened a small office in Düsseldorf, Germany and started developing the European Union marketplace. The office was headed by Tomo Takabayashi, a former manager in the U.S. headquarters in Los Angeles, CA. Tomo relocated his family to Germany and has been instrumental in the growth and development of the E.U. market. The success of the Germany office has led to the opening of offices in other European countries and the continued spread of Enagic and Kangen Water throughout Europe.

The outstanding results of the German distributors and staff of the Germany office have forced them to outgrow their original office space and made it necessary to find a new, more accommodating space in which to conduct business. A new office has been found and recently there was a grand opening celebration to usher in a new era of growth for the entire European Union. Mr. Ohshiro praised the location of the new office, which he spotted when he was visiting Düsseldorf for the CEO Seminar last July. He was very pleased with how it turned out and how welcoming it is to distributors and guests. He said it is now a model for other European offices.

The grand opening event was a huge success, with over 80 people in attendance. Nearly twenty-five percent of the attendees were new prospects or guests of existing distributors, so lots of new people were able to enjoy the grand opening celebration.

The event was held at the Nikko Hotel and was hosted by 6A3-2 Padraig O'Hara from Ireland. Other European leaders, such as Sebastian Popa (6A3-4, Romania), John Hughes (6A4-2, Ireland), Jim Thompson (6A4-2, UK), Roland Hege (6A8-3, France), Rochelle Alilio (6A2, Italy) were also in attendance and each gave short speeches. The grand opening celebration took an exciting unexpected turn with a surprise appearance of Mr. & Mrs. Ohshiro. The European distributors are always happy to welcome Mr. and Mrs. Ohshiro. They greatly appreciate his willingness to travel all the way from Japan in order to spend time with them and know how important it is for Mr. Ohshiro to take a personal interest in the market development of the E.U. They especially enjoy listening to Mr. Ohshiro speak. His message of True Health, hope



and the possibilities that the Enagic business can create for anyone are always warmly received and appreciated.

This ceremony was different than any before, as the purchaser of the 40,000th sale in Europe was recognized and congratulated. Davido Livestro, a young and motivated distributor from Italy now living in the Netherlands was the lucky buyer. Reaching 40,000 sales was a big target

for the E.U. and now our sights are set on reaching 50.000 sales! Not only are we looking forward to continued growth throughout Europe, but we are also gearing up to boost sales and welcome more German distributors as we prepare for the 10 year anniversary of Enagic Germany next year! We hope everyone is able to join us next year as we celebrate a decade of success in Germany and the E.U.







Branch News

Singapore

The Enagic Global Recognition Ceremony Singapore

Those who truly understand Enagic know that the Kangen Water business is not just about selling machines; it is about realizing True Health, which is comprised of physical health, mental / spiritual health and financial health. In order to achieve this, the foundation of the business is built on two vital components: teamwork and trust.

This was the main message conveyed at the recent Global Recognition Ceremony held in Singapore. Over the course of two days distributors and guests were provided with insight about the business and products from global leaders and from Mr. Ohshiro himself.

The event started with a leadership meeting of the 6A2-4's and above who were in attendance. Mr. Ohshiro discussed business strategies and his hopes for the future of Enagic. During this exclusive, private meeting the leaders were encouraged to focus on the development of their distributor teams in their own local regions and were reminded that success in the Enagic business hinges on the ability to build and support your distributor team.

During the meeting Mr. Ohshiro provided the leaders with his insight and suggestions, "What are you focused on? Where are you spending your energy? Do you worry about what the distributors above you are doing or are not doing? Perhaps you are focused on what the company is doing or

what different branch managers are up to. If this is the case for you, then you are wasting your time! In Enagic ultimate success will come to those who realize that their main focus should be on their team members. They are the lifeblood of a thriving Enagic business and should be the priority of any true leader."

Those who were lucky enough to attend this leadership meeting have expanded their knowledge and understanding of the Enagic business and will now become the bridge to connect the ideas and mindset of how the Enagic "Human Based Marketing" should be conducted within their own groups.



The second day started with a 6A2-3 and above meeting, where even more Enagic leaders were presented with incredible insight from Mr. Ohshiro. He again stressed the importance of focusing efforts on supporting and assisting each person on the distributor team. "Leaders throughout Asia have developed a habit of providing excellent support to their sales organizations. In our industry it is vital to stay focused on your team, as they are the ones whose successes will help you succeed."



After this final private leadership meeting attendees began arriving and started checking in at registration. From the beginning everyone knew this was going to be a special event, as there was excitement and energy in the air! Over 600 people attended the event, which included a training workshop, recognition ceremony, entertainment and dinner. The workshop was conducted by some of the top distributors in the world and also included a speech by Mr. Ohshiro.





Mr. Ohshiro



Bernard Chan, Singapore: 6A3-5



Peter Libertus, Indonesia: 6A2-5



Jayvee Pacifico, USA: 6A9-6



Cynthia Briganti, USA: 6A9-6



Kenneth Wong, Hong Kong: 6A2-6



Sebastian Popa, Romania: 6A3-4



Judy Fleming, Singapore: 6A4-4

After the workshop everyone exited the room so it could be prepared for the recognition ceremony and dinner. Attendees were treated to an unexpected surprise as Mr. Ohshiro autographed copies of his book for about an hour before the second half of the event started.



Once the room was ready the doors were opened and the attendees poured into the room. They were greeted with live music provided by the "Ride Band" as they entered the room.



Mr. Ohshiro started the second half of the event by welcoming everyone and giving a short speech. This was followed by the presentation of a few surprise gifts for Mr. and Mrs. Ohshiro, including an original portrait poster from the Singapore branch and its distributors, a custom golf club from Mrs. Tasi Chao from Taiwan and an special framed message from Mr. and Mrs. Libertus of Indonesia.





This special presentation of gifts was immediately followed by the recognition ceremony, where new 6A's and above were honored and recognized for their outstanding achievement.

After the recognition ceremony 6A9-4 Joko Cahyadi from Indonesia, 6A2 Irene Tan from Singapore and 6A Sharon from Malaysia took to the stage to sing for their beloved CEO, Mr. Ohshiro.



The event was a huge success, but the highlight of the night was when Mr. Ohshiro made a very special announcement. "It is with great honor and pride that I inform each distributor here tonight of an incredible achievement. It is an accomplishment that each of you has contributed to make happen! Enagic has just registered our one millionth product sale! I am pleased you could join me to celebrate this amazing milestone! This is where the new future of Enagic begins!" With this announcement the crowd went wild with applause and cheers.



Singapore Special Report

During the Singapore Global Recognition Ceremony there were many uplifting stories told by many distributors, but one story in particular stood out from the rest. It is a story of hope and determination. A story of overcoming obstacles and not letting adversity hold you back. It is the story of distributors Raymond and Wendy.



"Good evening Mr. & Mrs. Ohshiro, International distributors from around the world, Singapore distributors and the Enagic staff. I would like to thank Mr. & Mrs. Ohshiro for bringing Kangen Water to the world so we may enjoy the benefits of True Health. When Miss Angeline Song, our branch manager, approached me in September to share on the compassion side of Enagic, I eagerly said YES! I felt this would give me the opportunity to personally thank Mr. & Mrs. Ohshiro for their kindness towards my family.

Please allow me to begin by explaining Raymond's career path. He was a successful top life insurance agent for more than 10 years. Every single year he qualified for the million dollar round table association, which was a big honor. Even though he was successful, something was bothering him. He told me that his insurance company did not have an agency system, whereby top agents with years of experience can eventually be promoted to become agency managers. These managers then recruit agents and are entitled to an override of their sales commissions. He said that he would probably have to carry his briefcase for the rest of his life, meaning that he would always be a salesman, selling individual insurance policies.

Then, in 1999, a friend introduced Raymond to our first direct selling company. There he experienced the power of leverage, which was even more rewarding than the agency system. At the start, the company looked promising. Distributors were buying items of intrinsic value and the product was therapeutic. But after a few years, the company started to change its strategy. They coerced Raymond and other leaders to look for potential investors to buy up position in the company. Obviously, there would be no actual sales of products and the investors would not only lose their money, but also be stuck with a large amount of inventory. Out of pressure from the company, he resigned.

The second direct selling company he joined claimed was for the "little people". The income wasn't as good, and there were monthly maintenance and auto ship policy issues. There were too many products to represent and there were many customer complaints. The final straw came after the company revised their compensation plan, our income dropped by a huge margin. The management was not opened to resolve our issues. Disheartened, Raymond left the company.

Since Raymond joined Enagic in August 2011, he was working really hard and achieved 6A2-3 in November 2014. He loves Enagic and Kangen Water and was travelling extensively around the region, promoting Kangen Water and conducting training. Unfortunately, in March 2015, he was struck by a car in Kuala Lumpur. Two major brain surgeries followed. He was in the ICU for 5 days and remained in the hospital for a total of 16 days. When we finally returned to Singapore, he was admitted to a local hospital and stayed for another two-and-a-half months.

Because of Enagic unique business model, for the past two-and-a-half years, I have been able to stay closely by Raymond's side. And, not only were we able to afford a full time care giver for Raymond, we were also able to hire a domestic helper. We purchased

various home equipment necessary for Raymond's day-to-day use, as well as buy good supplements. Without Enagic we wouldn't have been able to afford any of this and I can only imagine how difficult life would have been.

This has all been made possible because of Mr. Ohshiro's generosity and compassion. Not only does Enagic provide generous compensation for our efforts, they also pay very promptly, something that we have been able to count on every month. I believe Mr. Ohshiro understands the needs of some distributors who require immediate income for their daily expenses and, also to carry on their business, and in order to spur distributors on, he pays us daily. Enagic is so unlike any other direct selling company, where they usually pay monthly, if at all. With Enagic, there is no sign-up fee, no monthly maintenance, no auto ship, and certainly no stocking of inventory.

But the most amazing part of this business is, even though Raymond has been out of action for the last two-and-a-half years, because of our unique business model and his team consistently producing, in September he advanced to the rank of 6A2-4. This would NEVER happen in any other direct selling companies!

As for me, I have personally experienced Mr. Ohshiro's kindness on three separate occasions:

The first time was during Raymond's hospital stay in Kuala Lumpur. Ms. Akemi, then branch manager, flew in to Kuala Lumpur for about a week, to lend support to my family. Every morning, while we were having breakfast, without fail, Mr. Ohshiro would telephone her from Japan to enquire after Raymond's condition.

Ms. Akemi would tell me after the phone call that Mr. Ohshiro was very concerned for Raymond and was unable to visit due to his hectic schedule. I was so touched and comforted by our CEO words and action. After Raymond was transferred back to Singapore, from time to time, Ms. Akemi, Mr. Shiroma, Mr. Matsushashi and Kent would visit our home messages from Mr. Ohshiro asking about Raymond's progress. It is such a blessing to be part of the Enagic family.

The second occasion was last year on December 23. Our Singapore office organized a dinner & recognition night for advancements from 6A and above. Mr. Ohshiro on learning of our celebration, diverted his flight. He was in Hong Kong and was to return to Japan. Instead, he made a detour to Singapore and gave us a surprised visit. Mr. & Mrs. Ohshiro entered the room, dressed in Santa Claus outfit, ringing a bell. We were all so delighted, surprised and deeply honored to see them. He gave a speech and said that he had not forgotten tiny Singapore and that he would hold a convention in Singapore the following year. And so, today, he kept his promise. Thank you Mr. Ohshiro.

The third occasion was recently, on October 14, at the Enagic Malaysia 5th Anniversary celebration, when John & Jun were receiving their 6A2-4 and 6A2-5 awards. On stage, John mentioned that I was in Kuala Lumpur to support them. On hearing

that, Mr. Ohshiro requested that I go on stage to take a group photo together with them. I am full of admiration and have utmost respect for Mr. Ohshiro. As our CEO, he is supportive and caring, but as a person he is modest, compassionate and righteous. He gives equal respect to all, regardless of our rank or stature. Once again, thank you Mr. & Mrs. Ohshiro for making this world a better place for us to live and for the blessing you have bestowed on me, Raymond and our family.

Finally, I would like to give thanks to my Lord Jesus Christ, for all the blessings that Kagen has brought to my family and healing Raymond this far. When the surgeon first saw Raymond, he only gave him a 1 percent chance of surviving the operation. But survive he did! I believe one day, through the grace of God, Raymond will stand and speak again. To God be the glory."



Industry Insight

Restaurants

Kangen Water is Making Waves In 5-Star Restaurants

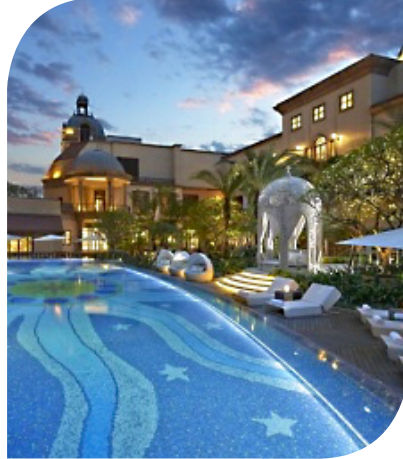


The Enagic technology and Kangen Water have been in the Japanese marketplace for many years and are used for both commercial and consumer application. Just like any great product, given enough time, it will spread beyond its local borders and will make its way to other cities, regions and countries. As more and more people learn about Kangen Water, it has started showing up in more and more places all around the globe, including some of the best restaurants in the world. As the highest quality product of its kind in the market, the Enagic technology has garnered a reputation of providing outstanding craftsmanship, dependability and performance to produce different grades of waters, which offer a variety of different uses and benefits. It is with great pride that we announce that the Enagic technology and Kangen Water are being used in the restaurants of the 5-Star Mandarin Oriental Taipei Hotel in Taipei, Taiwan.

Mr. Sukasem M.C. Lin, the owner of the hotel, is a man of both traditional and modern appreciation worldwide. His grandparents operated a hotel in his youth, something which deeply influenced his decision to enter into the hospitality industry. In 2014 Mr. Lin realized his goal of the complete renovation of the Mandarin Oriental Taipei. He insisted on only the highest quality products for the hotel and dedicated a total of 10 years to complete the renovation. Beautiful decorative stones for different parts of the hotel were imported from Europe and every part of the hotel was designed by top designers from around the world. This hotel is full of Mr. Lin's passion, dedication, style and uncompromising dedication to quality. In a candid interview Mr. Lin explained why he chose Enagic technology and Kangen Water to be used in all the restaurants of his hotel.

"I was introduced to Kangen Water by a friend of mine in Singapore. I started drinking Kangen Water and came to realize its various benefits. In order to serve healthy, clean and tasty dishes, we decided to install the Enagic technology in all the restaurants of the hotel. Almost everyone drinks water in some way during meals, including in soup and tea. I did consider several water ionizer brands, but the Enagic technology came out on top because it solved all the concerns we had for cooking, including making sure the device had necessary testing and certifications to be used in a commercial kitchen. The device also had to be able to take the rigorous and demanding use by our kitchen staff, something that the Enagic technology was more than equipped to handle. Although it took using the technology and trying Kangen Water to convince the staff of the benefits of the water, they recognized the need for the water and have embraced the use of the device. Now they take advantage of the Enagic technology and Kangen Water in all aspects of cooking, including washing fresh fruits and vegetables, making tea and soup and chemical free cleaning of the kitchen."

Tajimaya Honkan, the Shabu-Shabu restaurant in the hotel, is so popular that there is a three month waiting list to get a reservation. Patrons enjoy a variety of delicious dishes which have used Kangen Water during preparation and as an ingredient. At the end of meal they add Kangen Water to the soup and make porridge out of it. Then the staff explains to the customers why they use Kangen Water for cooking. Mr. Lin explained, "Once you buy a good product and master its use, you will be able to share the value and benefits with others. I am sure that less than 1% of people in Taiwan have ever heard about the Enagic technology and Kangen Water. We hope to help inform them of the advantages of the water by allowing our patrons to experience the unique difference this water can make." He added, "I consider myself a forward thinking person and I think this technology will become an important part of every commercial and consumer kitchen. From now on, food will need to be more than just delicious; it will also need to benefit your health in as many ways as possible. I believe that this is the beginning of a trend in health and cuisine which will eventually dominate the culinary world."





ENAGIC® 8 PROSPERITY ASSOCIATION

Gathering To Celebrate Success & True Health!



The French Connection

It was two years in the making, but according to the attendees, it was worth the wait! Recently forty distributors from France visited the beautiful E8PA Resort in Okinawa, Japan. It was an activity filled trip, with visitors touring the Enagic Ukon Farm, Mr. Ohshiro's childhood home and the amazing beaches surrounding Mr. Ohshiro's hometown.

Some of the distributors decided to try their hand at a game of golf on the E8PA golf course. They started by warming up on the driving range and then headed out to play this unique course. Mr. Ohshiro is an avid golfer and he insisted that the E8PA resort offered a challenging and beautiful course. To help ensure that the course would meet his expectations, he took a personal role in the design of all 18 holes. The beautifully designed course features numerous water hazards, including a spectacular fountain tucked away in the winding hills, which serves as an attractive water feature and a challenging water hazard. The many sand traps found throughout the course are maintained so well that they appear more like a Zen garden than a hazard.

Each hole is nestled in the winding hills of an amazing tropical rain forest. The views are spectacular, with almost every one of them including the crashing waves of the nearby ocean. There is even a traditional Japanese tea house halfway through the course so golfers can take a moment and relax with a hot cup of tea, while enjoying the simply amazing views. Golfers can tee off surrounded by beautiful vegetation or with a few of the ocean or even from the top of one of the many hills, overlooking the lush rain forest canopy. Novice and pros alike will fall in love with this challenging course and will want to play it over and over.

Those who chose not to take a few swings of the golf club decided instead to take a tour of the lush landscape of the course in a fleet of Enagic golf carts. They soaked in the amazing views as they traveled through the rolling hills of the course. After the rounds of golf and the course tour the group enjoyed a delicious meal at the E8PA on-site restaurant. In addition to a spectacular lunch, they were surprised by a surprise visit by Mr. Ohshiro. He took to the stage and gave a heartfelt welcome speech to all those in attendance. It was an awesome surprise and a great ending to an incredible day. All of the French distributors are looking forward to their next visit to the E8PA Resort.





ENAGIC® 8 PROSPERITY ASSOCIATION

*Gathering To
Celebrate Success
& True Health!*



The Indonesian Kangen Amazing Team (K.A.T.) E8PA Invasion

One of the best indications that a person is a true leader is that other people follow their lead. Andhyka Sedyawan is one of the top Enagic Distributors and true leaders in Indonesia and his collective team, Kangen Amazing Team (KAT), is one of the most productive teams in the world! One of the key components that set Andhyka apart from other leaders is his willingness to coordinate huge team events and reinvest earnings into the development and growth of his team. His leadership style is one of leading by example and building a solid team spirit through team building activities and events. His latest idea was to coordinate a special team convention at the E8PA Resort.

The E8PA Resort was always intended to be more than just a get away location, it was meant to be a destination location, offering not only a tranquil retreat for Enagic distributors, but a place where they can gather together to celebrate success and build their business! Recently Andhyka and over 160 distributors from Indonesia invaded

the E8PA in Okinawa for a team convention. In most cases an “invasion” is something negative, but when these Indonesian distributors invaded the resort, it was with a focus on the “Five E’s”: Excitement, Enthusiasm, Energy, Empowerment and, of course, ENAGIC!

While the event was held at the E8PA Resort, it was sponsored by the Kangen Amazing Team and organized primarily by Andhyka and his core team leaders. The team convention included a True Health seminar, success stories by K.A.T. leaders and recognition of their new team members who have achieved 6A and above. Those who had recently ranked up were invited on the stage to receive their certificate and achievement bonus and to say a few words to the attendees. This included new 6A2-3’s, Taufiq Hidayat and Roni & Giana! Congratulations!

This successful event has prompted Mr. Ohshiro to encourage other global leaders to consider using the E8PA facilities for their own special events. He hopes that the E8PA will

become the preferred location for team events and that, in addition to the many company sponsored events, eventually teams from all over the world will sponsor their own events and conventions at the resort. Andhyka was also very impressed with the success of the gathering and plans to sponsor another one next year. However, next year he plans on coming back with an even bigger group so the Kangen Amazing Team distributors can help even more people to succeed. It is the desire to help others that is driving Andhyka and his team to become one of the most productive distributor groups in the world. His leadership style and commitment to team development is definitely something other distributors and leaders should

strive to emulate. Congratulations on an incredibly successful event! Those who chose not to take a few swings of the golf club decided instead to take a tour of the lush landscape of the course in a fleet of Enagic golf carts. They soaked in the amazing views as they traveled through the rolling hills of the course. After the rounds of golf and the course tour the group enjoyed a delicious meal at the E8PA on-site restaurant. In addition to a spectacular lunch, they were surprised by a surprise visit by Mr. Ohshiro. He took to the stage and gave a heartfelt welcome speech to all those in attendance. It was an awesome surprise and a great ending to an incredible day. All of the French distributors are looking forward to their next visit to the E8PA Resort.



Road to 6A

A Million & Beyond...What It Means To You

Enagic is very fortunate to have distributor leaders with extensive experience in direct sales and the network industry. These people have taken it upon themselves to share their knowledge with their fellow distributors. This article was created from input of a few of these outstanding leaders.

Very few companies will ever achieve one of the biggest milestones in the sales industry: making one million or more product sales. But that is exactly what Enagic has done! That's right; Enagic has surpassed a total of one million products sold, an absolutely incredible achievement! Reaching this momentous accomplishment has taken many years and the efforts of distributors from all over the world.

While this is a tremendous achievement, some distributors may be wondering how exactly it affects them. There are actually several ways that surpassing a million products sold is beneficial to all of Enagic's distributors:

1 Industry Leader – reaching and then surpassing one million products sold is a clear indication of the industry superiority enjoyed by Enagic. In addition to exceeding one million products sold, Enagic recently also met and surpassed the goal of 20,000 units sold in one month, something that most other ionizer sellers will never achieve throughout the entire life of their company, let alone in one calendar month. These are important milestones which illustrate the dominance of Enagic in the industry and the desirability of the Enagic products in the marketplace. This benefits Enagic distributors because as distributors they are authorized to represent not only the Gold Standard in the industry, but also what is undisputedly the best ionizer company in the world, which should fill them with confidence and pride.

2 Marketplace Viability – you don't sell a million of anything if it doesn't work or isn't needed! By reaching and surpassing one million products sold it shows that the marketplace viability of the products has been proven over a million times! In practical terms it indicates that over a million people have reviewed and determined the Enagic products to be the one that they trust enough to purchase. This is a great selling point, as most people do not want to feel like they are being a "guinea pig" or test subject of the product they have purchased. Most people want to know that what they are buying is worth their consideration and having over a million other people purchase a product before them is a strong indication that the device they are purchasing is a good one!

1.0000.

3 Uncompromised Quality – just like proving the marketplace viability, you don't sell over a million products that cost anywhere from \$1,500.00 to nearly \$6,000.00 unless the quality of the product is outstanding. Once again, the sheer volume of sales is a clear sign that the product is of the highest quality. Enagic is very proud of the fact that their products are by far the highest quality in the entire industry, which, again, is an excellent point when speaking to prospects.

4 True Health is Spreading – Enagic is more than just a company selling a product; it is a gathering of people on a mission to help Mr. Ohshiro spread his idea of True Health. It is a mission unlike anything else in the industry. Every time a person is introduced to Enagic and Kangen Water, the concept of True Health spreads a little further. In many instances one person being exposed to the notion of True Health will be shared with even more people, even if they are not active distributors. With over a million products sold, it is fair to think that millions of others now know about the idea of True Health and how it can benefit them. The education of the marketplace is an important part of successful selling and the more people who are educated about True Health and Kangen Water, the easier it will become to facilitate product sales.

5 Closing In On Momentum – as a technology product, sales of the Enagic devices are subject to a model known as the “Diffusion of Innovation”, which is a fancy way of saying that most technology products go through a specific process of marketplace introduction and acceptance. The first people to purchase new technology, which also includes established technology that is being introduced to a new market, are the “Innovators” and “Early Adopters”. These two groups are the ones who help prove the viability of the technology and fuel the initial growth of the company. Many technology products have failed as a result of these two groups not embracing the product. If the product has proven itself in the minds of these two groups, it will typically then spread to the next group, which is called the “Early Majority”. This is a massive portion of the marketplace, literally representing hundreds of millions of people. As this group is introduced to the technology and starts to understand and embrace it, sales enter the beginning stages of “Momentum”. This is when vast fortunes are made. This is also when Enagic distributors will transition from the normal definition of a “sales person” and will become more of an order taker for the growing number of people who have learned about the technology and are seeking a representative to help them place their order. It is an exciting time for all involved. Surpassing one million products sold has put Enagic one giant step closer to entering the momentum stage, which is a huge selling point for most people considering the distribution and sales of the Enagic products.

These are just a few of the many benefits for distributors created by this milestone in Enagic's history. Now that we have surpassed one million products sold, we should focus on the journey to the next million! Just remember that as an Enagic distributor, you are part of the best company in the industry and with the right effort and commitment, you can be poised to reap the amazing benefits of this next leg in the journey to success with Enagic!

Cooking with Kangen

California Comfort Food –

Broccoli & Avocado “Souper” Soup



As winter approaches many people are looking for delicious and nutritious ways to warm up on a cold day. This smooth, decadent dish will warm the soul and recharge the spirit...California style! This thick and hearty soup is “souperb” for any occasion or gathering! Enjoy!

Ingredients:

- 1 tbsp olive oil
- 1 medium onion, diced
- 2-3 cloves garlic, minced
- 1 cup celery, diced
- 4 cups broccoli stalks, peeled and chopped
- 1/2 tsp sea salt
- 4 cups 9.5 pH Kangen Water
- 1 ripe avocado, peeled
- 3 tsp lime or lemon juice
- 1 1/2 tbsp raw pumpkin seeds for garnish
- 1 ripe avocado, peeled & sliced for garnish (optional)
- 1 small bunch of cilantro for garnish (optional)

Directions

- Clean fresh produce with 11.5 pH Strong Kangen Water, then with 2.5 pH Strong Acidic Water, followed by a 9.5 pH Kangen Water rinse.
- Heat olive oil in a medium saucepan over medium heat.
- Add onion, stir and cook until soft, about 4 minutes, then add garlic and cook until lightly browned. Add celery and cook for another 3 minutes. Add broccoli and cook for another 2 minutes. While continuing to stir the broccoli mixture, add the thyme, curry powder and sea salt. Incorporate well. Add Kangen Water and bring to a boil and cook, covered, until bright green and tender, about 20 minutes. Remove from heat, and let cool slightly.
- Transfer soup to blend in a high-speed blender and puree with avocado and 3 teaspoons of lime or lemon juice. Pour blended soup into serving bowls. Salt and pepper to taste. Garnish with raw pumpkin seeds, cilantro or avocado slices.

Helpful Hint

For thicker soup reduce the 9.5 pH Kangen Water by 1/2 cup and for thinner soup add an additional 1/2 cup of 9.5 pH Kangen Water. If using a standard blender to purée the soup, fill the container halfway while leaving the hole in the lid open and covered loosely with a dishtowel. This will avoid pressure build up and allow the heat to escape.



*Live Healthy -
Live Delicious!*

Stories of Success

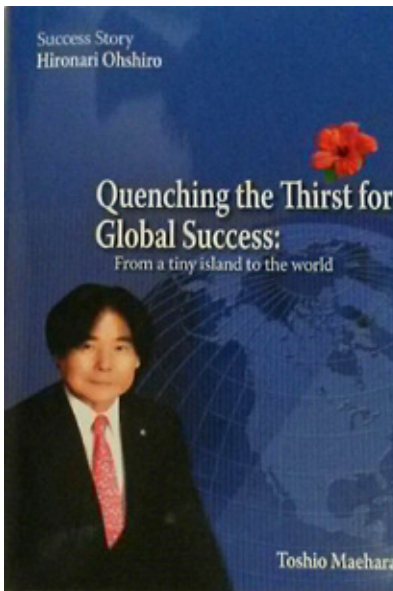
A million global distributors

Today, there are more than 650,000 Enagic distributors around in world. The “kangen water from Okinawa” that Ohshiro started with his wife, Yaeko, started selling by themselves has now traversed oceans, soared over mountains, crossed borders, and got over cultural and linguistic differences, to become a water that is drunk and loved by families all over the world. And its momentum continues to increase, month in, month out.

A look back at how the business has expanded globally and into new markets up until now suggests that within four or five years, Enagic will have one million distributors worldwide. Enagic has a very strong growth rate. It was only twelve years ago that the business moved into the US, and as of now Enagic already has 200,000 distributors. Sales in the EU market are growing steadily and performance in Asian countries is a sight to behold. Customs change with countries, and it's true that the way distributors are handled does differ according to their countries. It's certainly not easy managing so many distributors adequately. For example, Malaysia is a Muslim country, which means that lease agreements must be adjusted to allow distributors the space to conduct religious activities. Some countries have no notion of freedom of choice

in religion. In Italy, for example, long lunch breaks, known as “riposo”, of 3-4 hours are taken, but then work continues until late at night. The idea that wine can be cheaper than water is something which doesn't make intuitive sense to the Japanese.

It's easy to bundle everything together into the term “global business”, but this must be backed by an exacting framework of management, administration, human resources management, and strategy.



Our 650,000 distributors comprise people of many different ethnicities: Asians, Caucasians, black people, Hispanics, Latin Americans, ethnic minorities. Even within the States, there can be cultural differences between white and black Americans. And there can be big differences between Americans of Japanese descent and native Japanese. Enagic is showing strong growth in the face of the world's dynamic population. Enagic continues to have an economic impact on individuals

and bring about significant changes to their lifestyles. It will not be long before one million distributors are aboard the SS Enagic, as it sails across the ocean seas to further success. Today, Enagic products are exported to more than 120 countries worldwide.

Above is an excerpt from the book **Quenching the Thirst for Global Success**, the Success Story of Hironari Ohshiro. It is filled with incredible lessons, motivational stories and the actions that were taken to create Enagic.

A must for distributors, it is available at www.enagic.com/shop



Congratulations to each of you for your outstanding achievement!

In addition to providing Enagic Distributors with information and resources to help them succeed, the Executive E-Newsletter will also serve as a way for us to recognize the outstanding achievements and rank advancements of our valued Independent Distributors. While we would like to be able to recognize each person who has advanced in rank by name, the sheer volume of new distributors advancing in rank makes it impossible. Instead, we will recognize each person that advances to the rank of 6A and above by name in this section of the newsletter. We are extremely grateful and very proud of the achievement of each person listed below and we encourage every distributor to work hard to achieve the rank of 6A and above so that your name may be proudly displayed with those that are moving up the ranks in the Enagic business.

SOPHIA HANGYU	Australia	SHASHIDHAR GOKUL	India
KRISTIE ORD	Australia	HARDEEP SINGH BENIPAL	India
KIN LING TONG	Australia	PATIL RAGHAVENDRA GOUDA	India
LAI YEE TAM	Canada	DARMADI HARUN	Indonesia
ROGELIO R. TAMAYO	Canada	MARINUS #III	Indonesia
ESTHER T. ZAPARITA	Canada	MARTHIN PANDAPOTAN	Indonesia
SERGIO SCALABRINI	Canada	JOHAN	Indonesia
1088960 BC LTD.	Canada	AGUNG SANTIKA I GST-NGR	Indonesia
JAMIE L MUSSER	Canada	DIMAS FERDIAN	Indonesia
MICHAEL DREHER	Canada	KEVIN PRATAMA	Indonesia
NOEL C. TUMBLDOD	Canada	IMA NUR ANNISA	Indonesia
HEALTHY GOALS INC	Canada	LAMI PUSPASARI LUH	Indonesia
GK PROSPERITY ALLIANCE LTD.	Canada	NI PUTU EKAYANI SCORPIASANTY L	Indonesia
GOWAN GAUDETTE	Canada	NYOMAN MURTIARTINI	Indonesia
NHUNG THI VU	Canada	YUDHI IRAWAN SURYAWAN	Indonesia
ERWIN SALISI POBRE	Italy	BINSAR Z.A. NASUTION	Indonesia
SARL OCALINE	France	MOHAMAD SUHADAK	Indonesia
BAUDOIN JEAN CHARLES	France	MARCELLINO RADIKTYA KESDU	Indonesia
I.M. ANDRINGA-KERSTEN -PRAKTIJK VOOR VITALI	Germany	CV. ALFAREZQI	Indonesia
ELISKA MCANDREW	Germany	LESTARI	Indonesia
VARGA HORATIUS	Germany	SHARON ANGELINE	Indonesia
CITY COMMERCE UK LTD	Germany	RIZAL MUHARAM	Indonesia
WORLDWIDE TRADE SERVICE LTD	Germany	RESTI ANTORO	Indonesia
SUN ZHI MEI	Hong Kong	ANDY TENRY SOSE	Indonesia
INNER-CORE HEALTH/LAU LAN CHING	Hong Kong	SRI JOKO SAPTOMO	Indonesia
LEE YAN YAN KARTWIN	Hong Kong	CV.HILDA KANGEN AMAZING TEAM	Indonesia
CHAN WAN IENG	Hong Kong	MEUTIA MADRID H	Indonesia
IP CHUI MUI JOANA	Hong Kong	NETTI HERAWATI	Indonesia
MA SHI MIN	Hong Kong	LIA RIANI	Indonesia
SUN MAN LING LANDY	Hong Kong	ANDI PRATAMA DHARMA	Indonesia
KWONG YIM FAN	Hong Kong	HJ. SOENDARTI S	Indonesia
CHAN CHI MING SIMON	Hong Kong	HARI WISONO	Indonesia
ZHANG XIANG RONG	Hong Kong	R. ANGGA PRATAMA DJ	Indonesia
HAN KWOK WAI IVAN	Hong Kong	ASEP HILMAN ROSADI	Indonesia
YIP TAK WAI OSCAR	Hong Kong	BENYAMIN	Indonesia
MOS LAND	Hong Kong	TONI SIDABUTAR	Indonesia
HEALTH WATER CO	Hong Kong	DIDI PERDANA KESUMA	Indonesia
CHAN CHUN KAM	Hong Kong	RICHI LEO	Indonesia
TSANG KIT YEE	Hong Kong	ANDRIYANTO ARYO WICAKSONO SH	Indonesia
CHEUNG YUEN MAN	Hong Kong	SOFIE STASHIA	Indonesia
CHOW YUK YIN	Hong Kong	TL. FASMAWATI	Indonesia
THE REFORMATION	Hong Kong		

RACHMAT YUNianto	Indonesia
TAUFIK HIDAYAT SE	Indonesia
SUPRIYADI YUSUP	Korea
MOK E FUNG	Malaysia
MOK EE DEE	Malaysia
GAN YEN FEN	Malaysia
TEW LEE SHIANG	Malaysia
LIAU SHAN XEN	Malaysia
MINAS BINTI INSU	Malaysia
LEE NYUK KIEM	Malaysia
SHAFIZA BINTI MUHAMMAD ADZMIN	Malaysia
MUHAMMAD IZZUDEEN BIN AHMAD NIZAL	Malaysia
KHAIRUL ZAMAN BIN KHALID	Malaysia
SITI NABILAH BINTI ABDUL MALIK	Malaysia
SAIFUDDIN AZAM BIN MOHD WIRA	Malaysia
RAMLAH BINTI SAID	Malaysia
KERBY CRISTAL	Philippines
MA. LOVELLA MATA	Philippines
WINSTON LEK SONG KWI	Singapore
CARICATURE PTE LTD	Singapore
REGINA TAN CHAI HEAR	Singapore
CHOU CHEYTHYRITH	Thailand
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FREEDOM CAPITAL INVESTMENT SOLUTIONS LLC	USA
CRAIG L. AMAN	USA
SEAN M MALONE	USA
THERESA R LONOZA	USA
DANIEL EDLAND #B	USA
ARTHUR L BELENZO	USA
DARRELL M. FELICIANO	USA
BRYANNE N FELICIANO	USA
DEREK FELICIANO	USA
REYNA RIVERA	USA
JENNIFER D MCCORMICK	USA
STUART J. SWEENEY	USA
WATERKANGEN INC	USA
LORI VALENTINE	USA
WILLIAM H MABRY	USA
DONALD L OUTLAND	USA
KHOA NGUYEN	USA
BIHN T HUYNH	USA
KHANH VAN NGUYEN	USA
QB NAILS SUPPLY LLC	USA
VAN TU NGUYEN	USA
戴一函	Taiwan





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1088960 B.C. LTD.	Canada
SHARON HEALTH COUNCELING	Canada
ULA INTERNATIONAL HEALTH DEVEL	Canada
MARYLN D. KEMP	Canada
KIEU ANH TRUONG	Canada
JIMENEZ DIOSDADO	France
SARL OCALINE	France
KANGEN FRANCE GHEZAIL MICHEL	France
PRECIOUS LIFE WATER	Germany
TSUI KWAI CHIU	Hong Kong
YIP MEI KUEN MAY	Hong Kong
JIANG ZHAN NI	Hong Kong
TANG YAT YING	Hong Kong
CV HEALTHTECH INDONESIA	Indonesia
MARINUS	Indonesia
VIDA KARINA EKAPUTRI	Indonesia
LENGGA LARASATI	Indonesia
GUSTI AYU PUTU SUKARI	Indonesia
HARIATI PRIHATINI S SOS	Indonesia
STEFANUS ERIK ADHI RIAN TO	Indonesia
MARCO HARTONO	Indonesia
SITI NURLAELAH SUMIATI	Indonesia
ASHADI RAWANG	Indonesia
DR. AGUS SUBAGIO	Indonesia
OUW YONG KWANG	Indonesia
TRI INDRIANI	Indonesia
LEONG PICK LU @ MARGARET LEONG	Malaysia
TEE HWEE XIAN	Malaysia
BEYOND ACE BUSINESS	Malaysia
LOUIS WONG CHAW LIEN	Malaysia
ERIC CHUNG TSHUN KHEE	Malaysia
SOE THIIHA	Malaysia
CHE NORMA BINTI ISHAK	Malaysia
KW SEVEN MIRACLE ENTERPRISE	Malaysia
ABD HALIM HAKIM BIN ABD AZIZ	Malaysia
FU SHUK FONG	Malaysia
RAYNALDO TOCMO	Philippines
FRANCIS NG MINISTRIES PTE LTD	Singapore
DANIEL EDLAND	USA
LYDIA T. H. BELENZO	USA
GUIIA M. BROOKS	USA
RAIPEZ INC	USA

FILLING UP EMPTY CUPS LLC	USA
DIEM THI LA	USA



6A2-2

GE YUAN CAI	Canada
GUEVARRA JAMES S	France
COMPLETE CONSULTANT COMPANY	Hong Kong
HEALTH REFORM	Hong Kong
CV. TRUE HEALTH INDONESIA	Indonesia
FACHREZA PRISMAYANTO	Indonesia
INDRA FRIADI	Indonesia
DR AGUS SUBAGIO	Indonesia
KENKO MIZU ENTERPRISE	Malaysia
MOHD ABDUL HAKIM BIN MANSOR	Malaysia
TAI YEE LUN	Malaysia
BAYANI ESTANISLAO JR	Philippines
CHAMPIONS TRAINING CONSULTANCY PTE LTD	Singapore

6A2-3

KANGEN CARE ASIA LTD.	Hong Kong
RANCANG GRIYA PESONA PT	Indonesia
DIPA RAMA AM	Indonesia
CV TAUFIQ HIDAYAT AMAZING TEAM	Indonesia
CV MIRACLE	Indonesia
MARK CRISTAL	Philippines
TRUE HEALTH SOLUTIONS PTE LTD	Singapore
WONG SYILL HONN	Malaysia
KANGEN CARLOS.COM LLC	USA

6A2-4

GCDD ENTERPRISES LTD	Canada
KANGEN WATER LTD	Hong Kong
FLEMING JUDY	Singapore
KURNIA BLIKA	Indonesia

6A2-5

B & J ENTERPRISES PTE LTD	Singapore
CV SUPER WATER	Indonesia



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