



ENAGIC GLOBAL E-FRIENDS

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Enagic®



*Enagic 2018 Mission:
Spread True Health Around the Globe*

Distributor Profile: 6A2-3 Frederique Mollett - USA & France





*“Believe with all your heart.
Give it your all. Never quit.
Be fearless in your pursuit.
And listen for that voice from
afar that beckons
“You Can DO It!”*

Message from Mr. Ohshiro

I want you to know something. Something very important...YOU Can Do It!

I'm confident in you. I want you to know that I believe in you. That I think you're capable of anything and everything you put your mind to.

At our most recent management meeting on my home island of Okinawa just after the advent of the New Year, we shared this philosophy. Each of my managers embraced the notion that indeed "I Can Do It!" It was empowering to hear the visions and goals of the people I've led in Enagic and now I want to share that I think YOU can also do it! I'm confident in YOU!

I look back at my own life with fond memories. I was often the only person who believed in myself, I thought. I had to be my own Champion. I was very driven in my pursuit to make Enagic great but still, it often felt lonely with all the detractors surrounding me.

Then I heard the voice of my wife, Yaeko spur me on. She told me I could do it! She believed in me. She encouraged me. And she walked the path that led to eventual greatness.

I'm telling you today that YOU too can do it! Anything that you set your mind to. Sure, it'll take hard work, a few falls here and there, but you can do it! And if I have to be the one to tell you so that you hear one voice in the world that believes in you, so be it. Because once you've heard MY voice, you'll open yourself up to hear the many other voices that are cheering for you. And in time, YOU also will become the voice that tells others that THEY too can do it!

Believe with all your heart. Give it your all. Never quit. Be fearless in your pursuit. And listen for that voice from afar that beckons "You Can DO It!"

Encouraging You,

Hironari Ohshiro



Distributor Profile

Frederique Mollett, 6A2-3

France / USA



Frederique Mollet, affectionately known as “Fred”, first encountered Enagic in 2008 when her interest in health and proactively preserving her health was foremost on her mind. She was greatly impressed with the professional quality of the Kangen Water line of products and quickly jumped on board. Yet, she had little interest in pursuing a “business.”

But in time, she began recommending Kangen Water to her friends and, before long, she started receiving referral rewards for her efforts. This led to noticeable improvements in her quality of life, something she was incredibly thankful for.

Because she is very pragmatic, Frederique decided that the best way for her to truly understand the philosophy and mission of the company was to hear it explained directly by the top guy of Enagic. So, she traveled to a seminar to hear the Founder, Mr. Ohshiro, explain his vision about True Health, Enagic and Kangen Water. The seminar she attended was held in Utah in 2008 and her first impression of Mr. Ohshiro was that he was very compassionate and a true man of his word. She remarked, “He wasn’t flashy, like those other MLM people. He just wanted to help people.”

Following this encounter, Frederique decided that it was the perfect time for her to further Mr. Ohshiro’s mission, so she created her own business with Enagic. She saw her personal mission as “a crusade to change to more proactive health care in America.” She really went all in and reached the rank of 6A in five and a half months.

In fact, the day she submitted her final sale as a 6A was the very final day of 2008, December 31st and she remembers being the very LAST one to leave the Enagic office! Following this, because she is French, she helped open up a distribution arm in France. One year later Frederique became a 6A2. And within three years she had attained the rank of 6A2-2.

She noticed that her life continued to positively change. Making money with Enagic allowed her to follow an independent life and raise her two children by herself.

Frederique shared that, “My only source of income came from Enagic. I moved into to a home with a pool, which was a dream for my children. My kids could also go to a private school, which was a dream for me. I was so happy to be able to travel back and forth between America and Europe!”

Enagic was the first time she ever made her own income, as, before this, she had only volunteered time at her church. This gave her great confidence that she could not only care for her kids, but actually have time to spend with her kids. “Through Enagic, I actually prevented additional stress in my life. In fact, it was the actually the reverse of stress; my quality of life greatly increased.”

“Enagic allowed me to be a good mom, become a better business person, make tons of friends and travel to other countries. It gave me freedom of time, I could watch my son play football and as a single mom, I could devote quality time to my children.”

Frederique attained the esteemed rank of 6A2-3 in November of 2017. Her future plans are to become a 2-4 within 2018 and to continue to assist in her global team’s growth

“The most important flame in me is to flow my power to Mr. Ohshiro and his purpose. I’m really in awe of how amazing a gentleman he is.”



LEVELUK SD501

THE
ULTIMATE
HOME USE
MODEL

Leveluk SD501

KANGEN
WATER

MONITOR DISPLAY

POWER

DRINK3
pH 9.5

DRINK2
pH 9.0

DRINK1
pH 8.5

FOR
MEDICATION
pH 7.0



KANGEN

CLEAN
WATER



Enagic

The SD501 has proven itself to be the finest machine in its class for over a decade, with the highest quality built-in electrolysis chamber on the market. This reliable machine generates a continuous stream of 5 types of water, including delicious and nutritious ionized alkaline drinking water and unique waters for countless household needs. You can easily operate the SD501 thanks to a large LCD panel and clear voice prompts. The SD501 has been the flagship product of Enagic for many years, as it is the model which best serves the needs of most consumers. So, when you need enough delicious, healthy Kangen Water to hydrate your whole family and non-toxic cleaning and sanitizing waters to take care of your home, the SD501 is the machine you've been searching for!

Generates: Cleansing Water (11.0 pH), Kangen Water® (8.5 - 9.5 pH), Neutral Water (7.0 pH), Slightly Acidic "Beauty" Water (4.0 - 6.0 pH), and Sanitary Water (2.7 pH)

PRODUCT SPECIFICATIONS

Model name / number	Leveluk SD501 / TYH-401NF
Water source connection	1-way diverter (TAP/ION) connects to the end of faucet
Power Supply	AC 120V, 60Hz (with ground)
Power consumption	Approx. 230W (under maximum electrolysis function)
System	Continuous Ionized Electrolysis Water Generator System (with built-in flow rate sensor)
Production rate (gallon(s)/minute)	<ul style="list-style-type: none">• Kangen Water: 1.2-2.0• Acidic water: 0.4-0.7• Strong Acidic water: 0.16-0.3• Kangen Water / 3 levels (approx. pH 8.5-9.5)• Clean water (pH 7)• Acidic water (approx. pH 5.5-6.5)• Sanitary water (approx. pH 2.4-2.7)• Cleansing water (approx. pH 11.0)
Level Selections	
Electrolysis Capability (continuous use)	Approx. 30 min at normal room temperature
Cell cleaning method	Auto cleaning system (periodically controlled by microcomputer)
Applicable water quality and pressure	Municipally supplied drinking water: dynamic range in 100-450kPa
Electrolysis Enhancer	Forced dissolving type additive system (One time addition produces approx. 1.0-1.3 gallons of Strong Acidic water.)
Enhancer Refilling Protector	Indicates by voice, buzzer and LCD
Electrode material	Current Limiter/Voltage Stabilizer/Thermal Protection
Electrode plates	Platinum coated Titanium
	7





Branch News

Los Angeles

Enagic gets 2018 started right with a Global Recognition Ceremony and New Year's Celebration.

What should you do if you want to get the New Year started right? If you are Enagic, you gather together hundreds of excited distributors, you provide them with training from top distributors & the CEO of the company, you recognize newly ranked up distributors, you provide excellent entertainment, you give away hundreds of thousands of dollars in achievement incentives, raffle prizes and New Year's cash, you serve a delicious gourmet dinner and you bring in the New Year with a ceremonial Japanese New Year's toast.

The 2018 Enagic Global Recognition Ceremony and New Year's Celebration in Los Angeles did all this, plus a lot more! The all day event drew over 600 distributors from all over the United States and the world. The event actually started a day earlier with a private leadership party at the newly redesigned E8PA Guest House overlooking an amazing view.



The day of the main event started with a private leadership meeting with Mr. Ohshiro and the 6A2-3's and above who were in attendance. Mr. Ohshiro detailed a very clear message about his hopes for 2018. He focused on the fundamental mission of Enagic and encouraged these top leaders to help him promote his message to their distributor teams. Mr. Ohshiro explained to the leaders, "The Enagic mission remains unchanged; spread True Health around the globe. Each of us needs to embrace the mission, by letting every Enagic distributor know that this is achievable. My motto for 2018 is a direct reflection on my belief in our ability to accomplish this mission: We Can Do It!"



*Global Recognition Ceremony
in Los Angeles
A Revolution in True Health!*



After the inspiring leadership meeting, all the attendees converged on the hotel's main ballroom, where the training started with a seminar personally instructed by Mr. Ohshiro. His words of encouragement surged through the crowd and his time on stage ended with thunderous applause and a standing ovation. Mr. Ohshiro was immediately followed by individual training segments by Daniel Dimacale and Tamia Beathea Williams and a panel discussion featuring top distributor leaders Eli & Jillina Dafesh, Jayvee Pacifico, Romi Verdera and Cynthia Briganti. Distributors were inspired as they learned techniques employed by some of the most successful distributors in the Enagic business.

*2018
Global Recognition Ceremony
in Los Angeles
A Revolution in True Health!*



*Global Recognition Ce
in Los Angeles
A Revolution in True He*



Immediately following the distributor training there was a short break and distributors mingled at an Enagic cocktail party, where they enjoyed live music and had the opportunity to reconnect with old friends and meet some new ones. There was also a special meeting which covered information about the E8PA program. This meeting was standing room only, as distributors learned about the many exciting benefits of E8PA membership.



The second half of the day started with a speech by Mr. Ohshiro, followed by the traditional breaking of sake barrel and toast to bring good fortune and success into the New Year. After the toast was the recognition of newly ranked up distributors. Excitement filled the room as distributors came to the stage to be recognized and awarded for their outstanding achievements. At the same time a gourmet dinner was served and enjoyed by all.



*Global Recognition Ceremony
in Los Angeles
A Revolution in True Health!*



*in Los Angeles
A Revolution in True Health!*

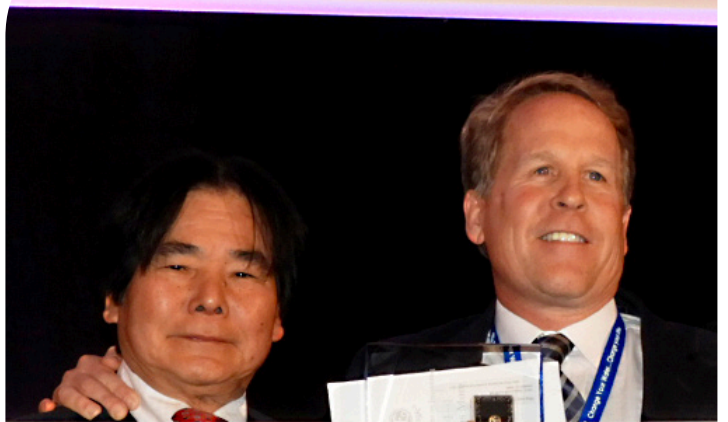


Enagic® 2018 Enagic Global Recognition Ceremony in Los Angeles

Health!



Enagic® 2018 Enagic Global Recognition Ceremony in Los Angeles



Enagic® 2018 Enagic Global Recognition Ceremony in Los Angeles

Thomas More

*2018
Global Recognition Ceremony
in Los Angeles
A Revolution in True Health!*





Once the last of the recognized distributors left the stage, attendees were treated to entertainment from some very talented Enagic distributors, and even Mr. Ohshiro himself. This was followed by an exciting raffle, with prizes ranging from an i-Pad, to a new Anespa, cases of Ukon, a new K-8 and even a trip to Okinawa. In the spirit of a Japanese tradition during the New Year, Mr. Ohshiro surprised everyone with some “extra” raffle prizes; fifteen brand new \$100 bills!

The event ended with all of the 6A2-3’s and above gathering on stage and Wadia Dafesh giving a riveting speech. His message was clear and concise, “Mr. Ohshiro has explained his hope for 2018; that True Health be spread all around the world. He has given us our directive. We know what we have been charged to do. Now all we need to do is get out there and make it happen. As you journey from here on your road to a successful 2018, always remember Mr. Ohshiro’s 2018 motto: **We Can Do It!**”

Branch News

Enagic Italy

Ribbon Cutting Ceremony & Holiday Celebration

The Enagic Italy Ribbon Cutting Ceremony & Holiday Celebration was held during the final weeks of 2017. Over two hundred participants came from all over the world to be part of this special occasion. Distributors and their guests came from as far away as Romania, Spain, Bulgaria, Slovakia, the United Kingdom and Malaysia. The attendees included some of the highest ranking distributors in Europe and beyond, including top leaders Sam Sia, Sebastian Popa, Daniel Romascanu, Kazuo Sakita and Gabriel Romascanu.

The event got started with an informative distributor training session, which included a Kangen Water demo by Giordano Carretta, an awesome network building training by Kazuo Sakita and an inspiring motivational training by Mircea Crisan.

The distributor training portion of the event was followed by a great speech by Mr. Ohshiro, where he hinted to the possibility of additional Enagic offices being opened in even more countries, like Romania, Hungary and Slovakia. He also explained some of the benefits of Kangen Water and how drinking Kangen Water impacts and benefits our inner beauty, which reflects on our outer beauty. "There are so many handsome and beautiful people here, it is obvious that Kangen Water has not only been keeping your insides looking good, but also your outsides!"

After this, all the top leaders were invited to the stage, where they gave speeches about how they achieved success, which was very motivational. This was immediately followed by a 6A & above recognition ceremony to celebrate the newly ranked

up distributors. There was also a special presentation of an Italian translation of Mr. Ohshiro's book, which was created by a team of Italian distributors lead by Marcella Medica, who wanted to spread Mr. Ohshiro's message of True Health among the Italian distributors.

As part of the entertainment for the event, two distributors, who are also opera singers, sang some famous opera songs for Mr. Ohshiro, knowing how much he loves opera. The Enagic Italy office staff started singing Asadoya Yunta with the distributors and Mr. Ohshiro joined in too, leading the singing. Then he also sang some other famous Italian songs.

After this, the holiday celebration started with delicious Italian food and wine. The wine was provided by Italian distributors, Luca Marini and Caterina Castagna, who are wine producers and sommeliers, which means they are trained wine experts. All the distributors had a great time and were excited to celebrate the success of the Italy office, the success of the Italian distributors and the potential of the coming year!









Branch News

India

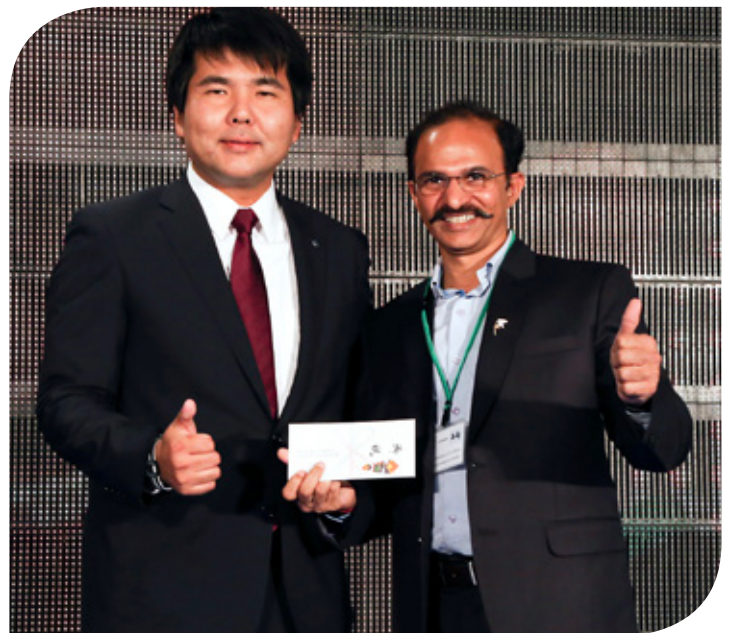
Distributor Spotlight: 6A5-3 Samir Potdar

When it was announced that Enagic was opening an office in India, there were many people who were very excited. India is a huge marketplace and holds incredible opportunity for those who accepted the challenge of developing in a new market. Samir Potdar is one of the individuals who decided to do just that, and now he is one of the newest 6A2-3's to be inducted into the ranks of Enagic's top distributors.

Samir's journey was much different than the average Enagic distributor. When he started in early 2015 with Enagic, the India office had not yet opened. In fact, the India office was in the very early planning stages at that time, but that did not stop Samir, as he knew that with enough work he could help the India office open sooner. The early orders Samir submitted were processed out of the closest office, which was in Malaysia. Samir had been introduced to Enagic by top Malaysian distributor Sam Sia and he was there every step of the way to help Samir and his developing team.

"It was difficult in the beginning. Money was tight, which made rapid growth hard and we had to process orders out of Malaysia, so the money for our orders were being remitted in Malaysia and then the products were being shipped to India. The logistics and import tariffs made the early days much more difficult, but the Enagic staff and product buyers helped a lot and we persevered!" said Samir. "In fact, if it weren't for Enagic's incredible patented compensation plan, I'm not sure if we would have had the same success. After going 3A, I started making enough money to be able to really invest in the growth of my distributor team, which accelerated the growth of my entire team. With help from my sponsor, and many others, I was able to reach the rank of 6A in less than one year, and that was still with no office in India!"

Samir was able to use his previous direct sales experience to help build his business, but attributes most of his success to his 100% commitment to the business and his willingness to listen to the direction and advice of his sponsor. He also believes his personal mission and style greatly contributed to his success. "We are aware that when it comes to health people go for best of the best, so my mission is to lead one of the best teams in Enagic. To do this, we have established a culture that supports



our team member, so they can provide exceptional service to our customers and distributors. We know that everybody wants success, so we are continuously on the look out for people we can trust, who want to support our communities and desire to create meaningful relationships with those around us."

Enagic has an office in India, but Samir decided to open his own office, as a place for his local distributors and their prospects to get water and find out more about the Enagic products and business. When asked for any closing remarks, Samir had this to say, "Being humble and keeping the business simple makes the prospect and the associate feel comfortable, thus making the process easy to duplicate; and in the direct sales and network marketing industry, duplication is supreme!"





Branch News

Indonesia

The “Kangen” Difference: *Societal Support*

The word “Kangen” has more significance in Enagic than to just describe or indicate a type of water. Beyond its use to differentiate the ionized alkaline water produced by Enagic machines from waters produced by other water ionizers, this word is actually part of a bigger Enagic philosophy. It is the idea of stripping away the things that keep us from arriving at a state of balance and harmony. Enagic promotes five different types of “Kangen”, one of which is Societal Support, or care for the community.

In this spirit of Kangen, Indonesian distributor leaders Joko Triadi & Teddy Hendrayana have rallied their team, known as the 501 System Indonesia, to step up and make a difference in their local community with their “Share and Care” campaign. They began organizing their team members in 2017 and they have been involved in numerous different community activities and events, including food drives, blood drives and donations of Kangen Water.

Their team members decided that they would “pay forward” some of the many blessings they have experienced as a result of being part of the Enagic business. As many as fifty volunteers have come together in order to make a positive impact on their local community and those who need help. When asked why he and his team were aiding in these community outreach programs, Joko said, “We have come together to help other people in the neighborhood and in our community; we also encourage each other to do same thing.”

In addition to Joko & Teddy, the 501 System Indonesia team, headed by 6A3-3 Wayan Mertayasa, led a charity drive in Bali, Indonesia where they collected and donated much needed supplies for people who were negatively affected by recent natural disasters. In a time when it seems less and less people are really concerned with the wellbeing of their communities, Enagic is extremely proud of these selfless distributors who embody the spirit of Societal Kangen!

When asked for a closing comment, Joko replied with humility and appreciation, “Thank You Kangen Water...You bring smiles to our community!” No, you and your team members brought those smiles to your community; your success with Enagic simply helped you do it!







ENAGIC[®] 8 PROSPERITY ASSOCIATION

Enagic 2018 Global Convention & Mr. Ohshiro Birthday Extravaganza

In March 2017 the E8PA Resort & Convention Center was the location of the first Global Convention and birthday celebration of our CEO and founder, Mr. Ohshiro. Hundreds of distributors traveled to Okinawa to experience the majesty of the new E8PA Resort and to help Mr. Ohshiro celebrate his birthday. The event was so successful, that the E8PA Resort will, once again, serve as the location for the 2018 Global Convention & Mr. Ohshiro's 77th Birthday Extravaganza!

This year's gathering is expected to have even more attendees and will offer valuable distributor training, an unforgettable distributor recognition ceremony, and an unbelievable dinner party to celebrate Mr. Ohshiro's birthday! Attendees at last year's convention had the experience of a lifetime and this year we are planning to make it even bigger and more spectacular!



An important part of the last convention was the valuable training provided to the attendees. Both corporate and distributor trainers were on hand to share their knowledge with distributors about how to build their Enagic businesses, tips on prospecting and growth and lessons of how personal development can positively impact their business efforts. Trainers from last year included: corporate trainers Mr. Isobe and Don Prosser, Romanian distributor leader Sebastian Popa, Canadian distributor leader Wade Lightheart, Malaysian distributor leader Sam Sia, United States distributor leader Wadia Dafesh, and United States distributor leader Romi Verdera.

The distributor training was followed by a rank advancement ceremony. The rank advancement portion of the event was filled with excitement, as distributors who had worked very hard were

recognized for their outstanding achievements. The ceremony started with Mr. Ohshiro making a special presentation to all of the existing 6A2-3 and above distributors. He and Mrs. Ohshiro presented each person with a special 18K gold Enagic pin to signify their status as one of the highest ranking distributors in the Enagic Global Distributor base. This special presentation was followed by the presentation of rank awards, which included distributors who had achieved the rank of 6A, 6A2, 6A2-2, 6A2-3, 6A2-4, 6A2-5 and two new inductees, Kenneth Wong & Jayvee Pacifico, into the top position of 6A2-6, a rank attained by only three distributors in the entire world! Being recognized for your achievement at the Global Convention is one of the most prestigious events that can happen to a distributor. **Will YOU be one of the distributors recognized at this year's event?**



The grand finale of the 2017 event was Mr. Ohshiro's birthday celebration. The festivities included traditional Japanese dancers, a live band playing some of Mr. Ohshiro's favorite songs, an impressive karate demonstration, a delicious multi-course family style dinner, and a musical performance by the man of the hour, Mr. Ohshiro. The celebration concluded with a magnificent fireworks display. It was the perfect ending to an absolutely incredible day!

We are planning an even bigger and more spectacular event in 2018 and invite you to be part of the celebration. Tickets for the event are available now. Don't forget that E8PA Card Members receive discounted rates to attend this unforgettable event!



2018 E8PA Global Convention in Okinawa

- Mr. Ohshiro's Birthday Celebration -
March 17, 2018



Ticket Admission Rates	
Until FEB 15	US\$ 150
Until FEB 28	US\$ 200
After MAR 1	US\$ 300

MAR 16 Golf Competition (optional)

- 09:30 Registration
- 10:00 Opening Ceremony
- 10:30 Golf Competition
- 18:00 Golf Awards & Dinner
*competition participants only

MAR 17 Global Convention 2018

- 09:00 Registration
- 10:00~12:00 6A2-4 Above Meeting
- 12:15~13:30 Lunch
- 15:30~17:00 6A2-3 Seminar
- 18:00~21:00
Global Recognition Ceremony & Dinner





Enagic 2018 Global Convention & Mr. Ohshiro Birthday Extravaganza

Participants may purchase tickets online from the link below starting on Jan. 24th.
<https://www.enagic-convention.com/2018/>
 Hotel reservations may also be made online after tickets are purchased.
 Please email event.online-reg@enagic.co.jp for inquiries regarding the 2018 E8PA Global Convention in Okinawa registration.

**Gobal Convention
on
17th**
**E8PA discounts
applicable to
cardholders and
immediate family*

**Participation Fee
(USD)**

Application received
by
February 15th

Application received
by
the end of February

Application
received in
March

**E8PA Cardholder
&
Immediate family members**

Regular	Black 100% off	Platinum 80% off	Gold 60% off	Silver 40% off	Bronze 20% off
\$150	\$0	\$30	\$60	\$90	\$120
\$200	\$0	\$40	\$80	\$120	\$160
\$300	\$0	\$60	\$120	\$180	\$240

**50% discount for children ages 6-12.
All fees inclusive of dinner.

**Golf Competition
(optional)
on
16th**

**Participation Fee
(USD)**

Details

Total

Regular	E8PA Member & Immediate family
Inclusive of Participation (\$50) + Transportation, Dinner & Award Ceremony (\$50)	FREE Participation + Transportation, Dinner & Award Ceremony (\$50)
\$200	\$50

Stories of Success

Spreading True Health from Okinawa to the World

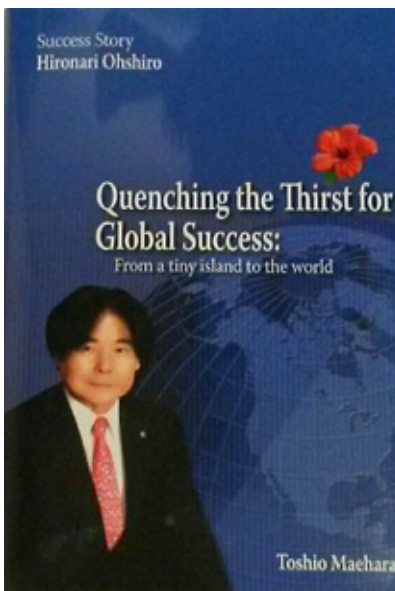
Ohshiro's ethos always seems to be moving in between the simple village man, who learnt the spirit of cooperation, humility and kindness in the hamlet where he grew up, and the businessman playing out a global drama on an international stage. The ethos fostered within him when he was a young boy continues to exert influence on him today, a grown man with a business mind. That same ethos is strong enough to form a platform, upon which people can start to build up new elements they have absorbed from the environment.

Still, Ohshiro is and always will be an Uchinanchu. The word means a native of Okinawa, but has implications of bumpkin, or rube. Historically, the word has even been used discriminatorily. When Ohshiro was at junior high and high school, it was strictly forbidden to speak in the Okinawan dialect; all students were expected to speak the standard Japanese dialect.

Today, however, the word Uchinanchu is slowly being reclaimed and to take on a positive nuance. For their part, the Uchinanchu are generally considered to be "good, compassionate people".

I have never seen anyone who embodies the spirit of being an Uchinanchu as much as Ohshiro. He is an Uchinanchu through and through. Because he has such a deep love for Uchina, Okinawa. It is very unusual for someone, for whom global management is such a prominent part of their lives, to maintain their identity as an Uchinanchu so determinedly.

Or, rather, to make so much of that identity, to proudly show it off to the rest of the world. Ohshiro is an Uchinanchu, inside and outside. You can even tell from his build and his facial features that he's "definitely from Okinawa". He often speaks in Okinawa dialect, too. When I met him a dozen or so years ago, I had forgotten most of the old Okinawan dialect, but once I started to work with him, it began to come back to me. When you hear your old dialect, and begin to speak it yourself, you are filled with a strange, strong sense of nostalgia. It might not move you to tears, but the dialect of your home village is rich with the taste and times of old. Ohshiro is deeply proud of his Okinawan roots.



In the past, Okinawans have suffered discriminatory treatment due to their place of birth, and have experienced great psychological turmoil as well as facing the many problems associated with the continued American military presence on the islands. But times change; today, many mainland Japanese—the Yamatonchu—express desire to live on the beautiful islands of Okinawa. But Ohshiro's loyalty—not to his country but to his prefecture—is

greater than most. He is determined to see that the tax payable on his business profits is used for the benefit of his prefecture. At the end of seminars in the States and Europe, he will often pull out his sanshin (a three-stringed Okinawan instrument) and play a kachashi folk tune, getting the distributors up from their seats and dancing in the aisles. I had never seen such a thing in all my long years living the States.

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

Road to 6A

Ignite Your Purpose with Passion!



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.

“Purpose is the reason you embark on your journey. Passion is the fire that lights the way.”

How many people are really passionate about what they do to earn money? Many people in today’s world have given up on their dreams and have resigned themselves to going to a job they really don’t like, surrounded by others who, just like them, don’t want to be there, in order to pay their bills. But a life dedicated to working a “job”, in an environment the person loathes, just to pay the bills, is not really a life. For many it might be time to dust off their old dreams and think about making a life and not just a living.

Some people have even gone so far as to dedicate years to their profession and countless hours to becoming an “expert” in their field. But even if you’re an expert in your field, if you have disdain for what you do each day, then your expertise may actually be holding you back. Although expertise is essential for success in the 21st century, it’s just not enough to just be an expert anymore. The truth is, knowledge is ubiquitous & free and technology is creating changes on an almost daily basis.

Consider this, one in every five people now owns a smartphone; an increase of nearly 1.3 billion users in four years. To give you an idea of the amazing speed of change, consider that it took 39 years for landline telephones to move from 10-percent to 40-percent market penetration in the United States; smartphone companies achieved this goal in less than three years. Like it or not, we are part of a global transformation. We’ve evolved from the industrial age (when labor skills were valuable) to the information age (when knowledge mattered most) into the 21st century, the golden age of innovation and problem solving. Fortunes will be made by those that embrace this reality.

Although impossible to imagine, the rapid speed of improvement in technology means that some sort of technology will soon be used to replace any job that does not involve actual people providing a solution to a real problem. If someone’s work is contributing to, rather than solving, the world’s problems, how long do you think their career will actually last? The paradigm shift is happening now. Cutting-edge solutions have replaced mindless consumer spending as the golden currency of the 21st century, and real problems, rather than invented needs, are the new career paths. Innovation is not only a minimum requirement for career longevity; it is a fundamental need for our future survival.

Passion with a purpose is the new foolproof formula for success. We all matter and we can all help when it comes to solving the problems of this world.

Ask your prospects four critical questions:

Do you have something to fall back on in case your job is outsourced?

Do you know who you are and what you REALLY want to do?

Are you passionate about your work / career?

Are you engaged in creating or providing a solution to a real-world problem?

If they do not answer “yes” to all four questions, they’ll likely be left behind in this new, innovative, solution-based economy.

There is a brilliantly shining silver lining to all this change: while there are more problems than ever, there are also more solutions. Technology now allows for worldwide collaboration and revolutionary impact with almost no barriers. Enlightened innovation is here. Share the solution of True Health with others and become the passionate agent of change you were meant to be. This is what hundreds of thousands of Enagic Distributors are doing. When speaking to prospective distributors, talk to them about the changing landscape of the world economy and discover what role they want to play. Have them consider their passion. Discover their unique reason for being here. Why are they working? What are they meant to do? Do they want to be a part of something BIG? Without this discovery, they will all fail, because the demands of success have changed.

The word “passion” has its roots in the Latin word “pati,” which translates as “suffer.” Whether they realize it or not, they are either neglecting their heartfelt desires by numbing themselves with complacency or they have discovered their passion and are using it for good. Passion is the force which drives people toward solutions that are not achievable with a mundane mindset; it is the intrinsic motivator that inspires us to collaborate on a global scale and achieve our goals. When passion is combined with focused purpose and intentional action, we achieve self-mastery. We become willing servants to our hearts rather than slaves to a dead-end future.

There are people without hope, who have forgotten how to dream; we need them and they need us. Bring them and their dreams into the world of Enagic with heartfelt passion and allow them to feel hope. Let them become one of the driving forces that propel the great tsunami of change to wash away the uncertainty of their past and forever alter their future for the better. Help them make the difference they were born to make; discover the success you were born to achieve!

Distributor Fundamentals

Say What?

A Compendium of Enagic Terminology – Part I

Most distributors have never been in the “water industry” before joining the ranks of Enagic, so much of the terminology associated with our industry and products is foreign to them. In order for our distributors to be able to provide the most consistent and accurate information, we have compiled a list of some terms and phrases specific to our industry and our company. We encourage you to familiarize yourself with these approved and recommended terms and use them when communicating with your prospects. Please be aware that some people in the industry use other terminology and, in some cases, have even created their own terms to describe different aspects of the industry. We recommend that Enagic distributors use the terms and phrases listed below when communicating with prospects.



We feel it is important to mention that success in Enagic is not contingent on a distributor becoming an “expert” in the formal terminology of water and water ionizers. However, based on decades of experience, we believe it is important for each distributor to at least become familiar with the basics, including our most widely and frequently used terminology. The following is a list of some of the most frequently used terms or phrases and their definitions. The definitions listed below have been simplified in order to be easily understood and are only intended to provide general knowledge and basic understanding. People are often intimidated by very technical sounding terminology, so we recommend that distributors use terms which are more relatable and less technical.

* **CONTINUOUS IONIZED ELECTROLYSIS WATER GENERATOR** = This is the official name of the ionized water devices manufactured and sold by Enagic. While this is the official name of the product, it is often referred to as a “water machine” or simply as a “machine”. For the sake of basic, day-to-day conversations, using the word “machine” is probably the most simple and effective way to refer to the product.

* **KANGEN WATER** = The term “Kangen” is Japanese, roughly translated to mean “return to origin”. This term was specifically selected to represent the essence of the ionized alkaline water produced by Enagic machines. The term “Kangen Water” is the registered trademark of Enagic® and it is not permissible, by law, for any other ionizer brand to refer to or call the water produced by their machines by the name Kangen Water. Some people ask why Mr. Ohshiro insisted on going through the time, trouble and expense of trade marking the name of the water produced by our machine. The answer is very simple; Mr. Ohshiro is a student of business history, and he knows, based on countless examples, when your product is the best in the industry, you give it an identity. Of course, we could have saved money by simply referring to the water made by our machines by its technical name, “alkaline ionized water”, but in order to give the quality of our water the respect and honor it deserves, it had to be given a name which would set it apart. While the trademarked term for the water produced by our machines is “Kangen Water”, the official industry term for the type of water produced by our machines is “alkaline ionized water”. This is the term we recommend distributors use if providing a more in-depth description of Kangen Water. For example: “Our machines produce Kangen Water, which is the best alkaline ionized water in the industry!” It should be noted that the word “Kangen” has more significance in Enagic than to just describe a type of water; this word is actually part of a bigger Enagic philosophy. In the same spirit of a “return to origin”, it is the concept of stripping away the things that keep us from arriving at a state of balance and harmony. Enagic actually promotes five different types of “Kangen”: Bodily Constitution

= Good Health, Fair & High Income = Good Earnings, Quick Return = Rapid Financial Reward, Appreciation / Compassion = Care of Self & Others and Societal Support = Care of the Community.

***pH** = This is an acronym which stands for Power / Potential of Hydrogen, which is represented by a logarithmic scale, ranging from 0 – 14. In our industry when we refer to “pH”, it is typically regarding a beverage, like water or soda, and will have a reading of acidic, neutral or alkaline. The pH scale measurement is based on the amount of hydrogen ion (H+) activity in the liquid. A beverage is acidic, which is below 7 on the pH scale, when it has more free hydrogen activity, and alkaline, which is above 7 on the pH scale, when there is less free hydrogen activity. The letters of its name are derived from the absolute value of the power / potential (p) of the hydrogen ion concentration (H).

***ALKALINE** = On the pH scale, any measurement above neutral, 7.0 pH, is considered alkaline.

***ACIDIC** = On the pH scale, any measurement below neutral, 7.0 pH, is considered acidic.

***ORP** = This is an acronym for Oxidation Reduction Potential, which is a measurement that determines if a beverage offers antioxidants, which will have a negative reading, such as -300; or if a beverage is an oxidant, which will have a positive reading, such as 300. This measurement is typically taken with an ORP Meter, which has been designed and calibrated to measure the ORP of liquids.

***PLATES** = This refers to the metal plates that are found in the electrolysis chamber in a water ionizer. The plates are what conduct the electricity, with either a positive or negative charge, during the electrolysis process. The plates are one of the most important components of a machine, as they greatly influence the strength and longevity of the properties of ionized alkaline water. The size and amount of power surging through the plates are what create the properties, so larger plates, with greater power, are preferred.

***ELECTROLYSIS / IONIZATION** = This is the process by which water is passed over negatively and positively charged plates and is physically split into two separate streams. The negatively charged water is alkaline and the positively charged water is acidic.

***ELECTROLYSIS CHAMBER** = This is essentially the “engine” of a machine. It is where the source water comes in contact with the positively and negatively charged plates and is split into two separate streams of water. The actual size of the plates and the amount of electricity surging through them greatly influence the size and construction of the electrolysis chamber. Obviously, a more solid construction and larger size is needed for a water ionizer with bigger plates and more power. The K8 has one of the largest and most powerful electrolysis chambers of any water ionizer on the market. In fact, even the electrolysis chamber of the LeveLuk R, which is a basic starter unit and has the smallest plate size and lowest power output of all the Enagic® water ionizers, is larger and better constructed than most of the electrolysis chambers of other brands.

These are probably the most widely used terms and phrases and represent the foundation of knowledge of water basics. Become familiar with these and other important terms and phrases along your journey as an independent distributor.



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.



JESSICA VIDAL GLYDE	Australia
SALEX INVESTMENT TRUST	Australia
ADIENE BORGES CAMPOS ME	Brazil
EUGENIA B. BUGAUISAN	Canada
AMHERSTIA YVONNE VILLEGAS	Canada
LIVING FOUNTAIN INC	Canada
JILL BRIDGEN	Canada
AMS WATER CORP.	Canada
SWITCH TO HEALTH INC.	Canada
MOZHGAN FARZAM	Canada
PAULINE S. GAUDETTE	Canada
JALAL NAWAF ZAITOUNI	Dubai
ANTONIO DOMINGOS TRIGO MATEUS	Portugal
RENE ANDRE SCALABRINI - LICHTWISSEN RS	Switzerland
LATOUR DOMINIQUE	France
JUGEUR CHRISTOPHE	France
KANGEN OOD	Bulgaria
TEOCAR S.R.O.	Slovakia
KIM DIBLEY	Great Britain
GO PLUS IBIZA SL	Spain
KRISTIAN KLACAN	Great Britain
ZHOU TAO	Hong Kong
LIU YAN	Hong Kong
LUO XIAOHONG	Hong Kong
HU SHOU QIN	Hong Kong
HUANG WAN JUN	Hong Kong
GUO QIU YUN	Hong Kong
DENG YONG JIE	Hong Kong
KONG XIANG CHENG	Hong Kong
HU KAI QIANG	Hong Kong
FONG MAN YU	Hong Kong
WU XIANGQUN	Hong Kong
LAN LI TING	Hong Kong
CHEN SHANG WEN	Hong Kong
S RAMASWAMY MURALIDHAR	India
KUSHI PONNAMMA K P	India
ABHINANDANA TONDABAVI SURENDRA KUMAR	India
SATPAL SAGAR	India
GANGOJULA RAVI	India
VVIJAYA CHANDRA BOSE	India
SUDHEESH PULIKKAL	India
VINOD KUMAR K UNNI	India

ANAND RAJAN	India
TAKAHASHI JUDITH ENFECTANA	Japan
ELEANOR A.FUKUDA	Japan
FOO BOI SI	Malaysia
WONG LEH HUNG	Malaysia
CHIN SHAW KANG	Malaysia
SIM HUI TENG	Malaysia
TOH YOONG HUAY	Malaysia
MARIA ESTELA ANN CABAUG #2	Philippines
KANGEN INFINITY	Singapore
LEVAN LIEM	USA
MEGAN PADILLA	USA
JESSELYN MIRANDA	USA
HIEP T NGUYEN	USA
TOP SHELF WATER LLC	USA
DEBORAH KAREN BURKE	USA
JAMES E GILLILAND	USA
LOVE TO BE WELL LLC	USA
GLORIA LYNN GARDNER	USA
TIMOTHY JOHN OCONNOR	USA
JAIME S TOLENTINO	USA
BACH TRUC CHE	USA
LOUIE THAN	USA
THOMAS VU	USA
MY HANH TRAN	USA
PHILLIP PHONG VO	USA
KHOA NGUYEN	USA
HAI HOANG NGUYEN	USA
TAI H. TOK	USA



6A2

FAST TRACK INVESTMENT TRUST	Australia
ENERGIC WATER	Canada
ROGER L. GAUDETTE	Canada
ZHAO LI QIN	Hong Kong
ZHANG SHAO QING	Hong Kong
LI JIA CHANG	Hong Kong
PALANGAPPA K M	India
SOMACHI RAMA SASTRY	India
NEERAJ PULICAT RAMANATHAN	India
LOK OI PHENG	Malaysia
ANN H. VINH	USA
KANGENONELIFE LLC	USA

CYNTHIA DAMASO CASTILLO	USA
LIVING FOUNTAIN INC	USA
NGOC TRAI LB PHAMDD	USA
VAN TU NGUYEN	USA
YVON ARSENAULT	Canada



6A2-2

NORMA T. KEHOE	Canada
AMIR NOORPOUR	Canada
SABINE GAUDETTE	Canada
KEE KOI KIWONG	Hong Kong
KARISHMA R. GAMANAGATTI	India
CYNTHIA CASTILLO	USA
MT COMMERCIAL LLC	USA

6A2-3

LANI WHIGAN-TAMAYO	Canada
AMELYN DAMASO VILLEGAS	Canada
GLASS OF LIFE HEALTH CORP.	Canada
SAMIR VASANT POTDAR	India
LEE GUAT HENG	Malaysia
CARICATURE PTE LTD	Singapore
HONG NGUYEN	USA

6A2-4

RONULFO B. VALENCIA	Canada
B.C. LTD.	Canada
TRUE BENEFIT LTD.	Hong Kong



*Setting the standard
for over four decades!*