



ENAGIC GLOBAL E-FRIENDS

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Summer Success & Fun in the Sun!

*Distributors around the globe are basking
in the warmth of Summertime Success!*



Distributor Profile: 6A4-3 Rajan Manjrekar - India

*We need to remember
to have fun.
We need to play,
laugh, dance, hug,
smile and just let
loose.*



Message from Mr. Ohshiro

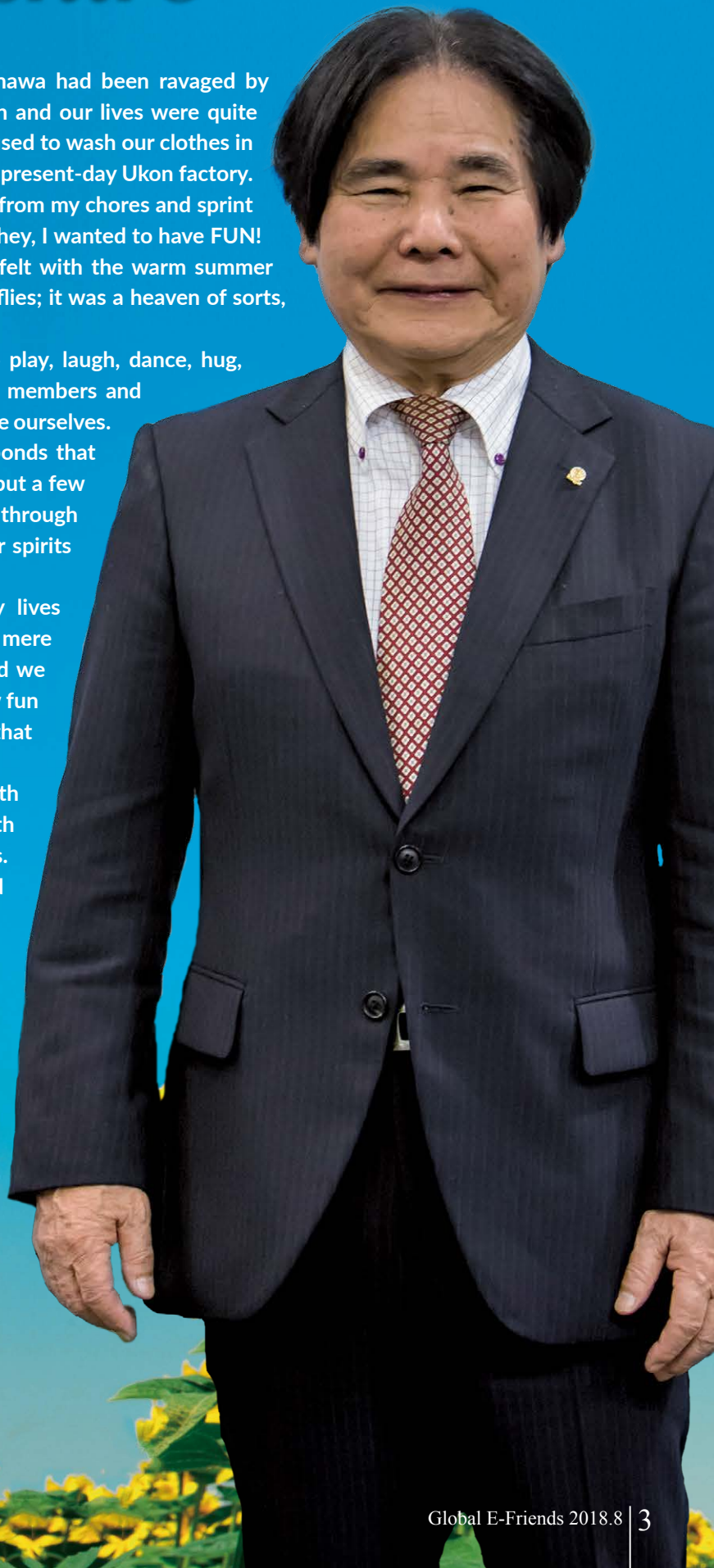
When I was a little boy, my home island of Okinawa had been ravaged by senseless acts of war. We really didn't have much and our lives were quite meager. So much so in fact, that my mother and I used to wash our clothes in a small creek that now continues to run behind our present-day Ukon factory. Every chance I'd get during the summer, I'd run off from my chores and sprint through the fields. I was young, full of energy and hey, I wanted to have FUN! I still remember that carefree feeling, how free I felt with the warm summer sunlight on my face, the humid breeze, the dragonflies; it was a heaven of sorts, amidst the hell left behind by the war.

We need to remember to have fun. We need to play, laugh, dance, hug, smile and just let loose. With our friends, family members and partners, we need to allow FUN to be the gift we give ourselves. Through sharing the enjoyment of fun, we craft bonds that will last decades. We extinguish hours of angst in but a few moments of laughter! We erase years of burdens through moving our bodies and letting our hair down! Our spirits are rejuvenated and we grow youthful in our play! Many times, the hustle and bustle of our busy lives deceives us into thinking, "Oh, I have no TIME for mere fun!" How ironic! We're working to the bone and we forget how to have FUN! Instead, we need to allow fun to be the target of our aspirations and remember that we are as Young as we Play!

I encourage you to share enjoyable times with others, to dance with others, to joyfully laugh with others, and to make FUN a real priority in your lives. Because in Fun do we experience the primary need to connect with others. And after all, wouldn't you rather laugh and dance with the entire world?

Playfully,

Hironari Ohshiro



Distributor Profile

6A4-3 Rajan Manjrekar

India

Enagic Success Thriving in India

Sometimes being at the right place, at the right time, with an open mind and heart and allowing the energies of the universe to point you in a certain direction is more important than a lifetime of preparation, at least that is how Rajan feels. "I feel my introduction to Enagic was manifested from my subconscious mind. I desperately needed improvements in my health and wanted more for me and my family, but I did not have the right vehicle to get me there. An unplanned visit to the home of my friend Samir Potdar changed all of that in an instant. After seeing a product demonstration and drinking the water, I knew I had found the vehicle that could get me where I wanted to be. It would allow me to embrace my purpose."



Rajan made the decision to purchase a machine and pursue the Enagic business on a full-time basis. He knows that as India continues its rapid development and modernization that its citizens are facing a paradigm shift in aspects of health and wellness. "India, like much of the world, is changing, but sometimes change

brings unexpected, even undesired, results. As India becomes more modern, products offered in the name of convenience, like fast food and packaged frozen foods, filled with preservatives and little nutritional value, become more prevalent. We have already seen an increase of diabetes on a national scale and I believe things are going to get worse, before they get better; but I am going to try to change that by spreading the message of True Health throughout India and the world."

Rajan moved up the ranks very quickly, achieving 6A in six months and 6A2 in only ten months, which is the fastest advancement to 6A2 in all of India! He reached the rank of 6A4-3 in less than three years. "I think the key to my success is that I am passionate about the success of my team, which ultimately creates my success. By focusing on helping them, we all enjoy continued success. I also learned a duplicable process that is shared with my entire team. Show a demonstration; share the water; follow-up. It is an easy process which anyone can learn to do and although it is simple, it is very effective."



Rajan was asked what his happiest moment has been during his Enagic career thus far. "Thinking about the positive impact on the lives of people I know and care about always brings a smile to my face, and seeing people climbing the ladder of success is truly rewarding, but my happiest moment would be when I first discovered Kangen Water and Enagic because without THAT moment, none of this would have happened!"

"Life for me and my family since finding Enagic has been amazing. We have embraced the concept of True Health and we are all feeling great. Our business is thriving and I am traveling the world, something I would have never thought possible. I've been able to provide a beautiful home for my wife and children and have the resources to

give them all the things I have always wanted. To be able to share the Enagic business with dear friends and see their lives completely change for the better, I feel deeply blessed!"

While Rajan has achieved tremendous success, he is nowhere near done. "My next major goal is 6A7-4, which I hope to reach before the end of 2018. But my BIG goal is to help at least 1000 people reach the distributor rank of 6A by year 2025! In closing, I would like to thank Sam Sia, Samir Potdar, Mr. Sudesh Malik and Dr. Pavan for all their help and support. Thanks to the staff of Enagic India and Mr. and Mrs. Ohshiro for this incredible opportunity. And lastly, my sincerest thanks to my wife and family, for believing in me."



LEVELUK R

THE STARTER MODEL

While the Leveluk-R is considered a “starter model,” it is far from a basic product. The Leveluk R is an advanced device designed and engineered to replace the Sunus model. Unlike the Sunus, which was a unit designed for occasional use while traveling, the Leveluk R was built for ongoing and continuous use.



The machine has an attractive, sleek design with a color changing LCD screen. The screen color varies based on the water setting for easy and simple operation. It is affordable for people on almost any type of budget including single person households, and even for students away at college.

You can enjoy the benefits of drinking Kangen Water with the Leveluk-R, which is equipped with three full-sized platinum-coated 99.97% pure titanium electrode plates and produces three different types of water: three levels of Kangen Water for drinking, Clean Water and Beauty Water. With this device, you can stay hydrated and enjoy healthy personal hygiene at a great bargain!

PRODUCT SPECIFICATIONS

Electrode plates:	3
Plate size: (mm)	118 x 823
Negative ORP: (mV)	-350
pH Range:	6.0 - 9.5
Generates:	3 water types
Wattage: (W)	100
Total weight: (kg)	6.1
Dimensions WHD: (mm)	250 x 308 x 135
Production rate: (l/min)	Kangen Water®: 1.5 - 5.5 Acidic Water: 1.5 - 4.5
Ease of Use:	Simple to operate, bright color LCD screen indicates current water selection
Languages:	English
Warranty: (years)	3

Branch News

Brazil

Enagic Brazil: Sensational Success!

Over one hundred distributors gathered together for an exciting training event at the Nikkey Palace Hotel in the beautiful city of Sao Paulo, Brazil. Most of the attendees reside in Brazil, but have connections all around South America and the rest of the world. The event was a collaboration of Enagic Brazil and the Mentoring Kangen Group, one of the top distributor groups in Spain & Portugal.

The training was headed by a rising star in the Enagic distributor ranks currently living in Spain, 6A5-2 Kazuo Sakita, who used his experience and excitement in sharing information during the training. Local distributors from Brazil were also part of the training, with people from different professional backgrounds sharing their insight and knowledge with the attendees. Enagic corporate staff was also on hand to participate in the event, including Mr. Kozuma and Yolanda, managers of Enagic Brazil and Enagic Mexico, respectively. This event was an excellent opportunity for these two managers to meet local distributors. South America is a huge area and Enagic currently has two offices covering the entire continent, so this international event was the perfect setting to strengthen and fortify the connection between regional distributors and the Enagic corporate staff.

The training covered a variety of topics, including an overview of the Enagic products, the patented Enagic compensation plan and the importance of proper machine maintenance. Attendees learned techniques and strategies to help them operate their distributorship all over the world with minimal assistance and involvement of the company. When distributors become too dependent on help from anywhere, including the company, it may drastically affect the growth of their business. While Enagic staff is always there to help, we strongly recommend that distributors become independent as quickly as possible, so nothing slows their progress!

During the event there were two major announcements. The first was the new company goal to distribute one thousand machines a month in South America by the end



of 2019. The Enagic Brazil office has been on track with sales goals and continues to increase sales each and every month. All of the attendees were excited about this new goal and expressed their commitment to help make it happen. The second announcement was of the addition of the Anespa DX into the Enagic Brazil product offering. The addition of the Anespa DX to the South American market is BIG news! In fact, five of them were purchased on the spot during the event!

The training event was a huge success and attendees returned home with renewed excitement and determination. There will be another training event in Brazil in September of this year. If you are interested in attending, please contact the Enagic Brazil office.



Branch News

6A2-3 Diem Thi La

New York,
USA

Building a Global Enagic Business

When Diem Thi La decided to pursue the Enagic business opportunity, she did it with a plan. She set her goals, got educated and independent as quickly as possible, leveraged her distributor support team and took daily action. As a result, she moved up the distributor ranks very quickly, becoming a 6A2-3 in less than a year and a half.



“A few years ago, I was working a different network program, which provided me with valuable experience in building a team and a duplicable system. I carefully reviewed the Enagic compensation plan,

immediately made an action plan and set my goals. After I discovered the best way to maximize the growth of my distributorship, my main objective was to reach 6A2-3 by concentrating on building two solid distributor legs.”

With coaching from her upline support team, Diem’s downline team rapidly grew. “I received a lot of support, especially from Dr. Dang Nguyen, who has been helping me train my leaders to conduct product demonstrations; learn how to maximize the potential of the Enagic compensation plan, marketing strategies and techniques; have a deeper understanding of the Enagic products; and other important aspects of this business.”

Diem has developed a sizable sales team, with distributors throughout the U.S.A., the European Union and Vietnam. “If a distributor wants their team to grow, communication is vital. We usually have a weekly team meeting, a training class each month, and we try to hold a team event each quarter. Keeping your team members

engaged and involved is a great way to keep them focused on the task at hand. We coordinate with one another, provide support and motivation and offer help to any team members who need it.”

Her focus, dedication and determination were critical components of her rapid rise up the Enagic distributor ranks, but her understanding of the Enagic compensation plan and how to maximize each sale for greatest distributor benefit was what really helped her move up the ranks so quickly. “I understood the compensation plan and made the most of it. I was able to reach 6A in less than six months, 6A2 in eight months, 6A2-2 in just a little over a year, and now, I have just achieved the distributor rank of 6A2-3 in only sixteen months since I joined Enagic! Understanding the matrix of the Enagic compensation plan, as it relates to rank advancement, was the reason I was able to maximize its potential for both myself and my team, which currently has over twenty distributors who are 6A or above, and that number is continuing to grow.”

**Turn to page 24 to
see a recipe she made
using Kangen Water!**





Branch News

4A Sittipong Hera

Thailand True Health in Thailand

In a small town located in the northern part of Thailand, something incredible is happening. Thanks to the dedication and efforts of Mr. Sittipong Hera, his entire town and the surrounding regions are discovering the benefits of True Health and the power of health through hydration.



"I started my Enagic business towards the end of 2014. I had learned about the importance of proper hydration, so I originally

purchased the machine as a way to provide me and my family the best water available. My entire family started drinking the water and once we were properly hydrated, we were all feeling great! I was so happy with the way I was feeling, I started telling others about this amazing product."

Starting with close friends and family, Mr. Hera provided water samples, which motivated some to purchase their own machine. "The people around me were drinking the water and once they were properly hydrated and feeling great, they wanted their own machine. More and more people wanted to purchase a machine, so my business

kept growing and growing. I realized that the best way for me to build my business and service my community was to open a water hub."

So Mr. Hera made the necessary arrangements and opened the Kangen Water store. "The store created more trust, as those coming to the store could see I truly believed in the product since I was willing to spend my money to make the water available. People would come to the store to try the water, they would check out the machines, experience a demonstration, ask questions and a lot of them ended up wanting their own machine."

Mr. Hera continues to move up the Enagic distributor ranks and has become even more active with the development of his Enagic business. He traveled to Okinawa for the Enagic 2018 Global Convention and toured the Enagic factory in Osaka, Japan. "Seeing what I am a part of with my own eyes has deepened my appreciation and dedication to this business. When you realize that you are not just a "cog in the machine", but actually the fuel that makes the machine work, it is very easy to get excited and



want to tell everyone you know and the new people you meet about this incredible company and their products. I feel blessed to be part of Enagic and thank Mr. Ohshiro and the entire Enagic global staff for all of their help and

support. Thank you for giving people a way to make their dreams come true!"



Branch News

Taiwan

True Health Continues to Spread Around the Globe

In more and more places around the world, the concept of True Health is being discovered for the first time and the message of compassion is continuing to spread widely, thanks to the efforts of dedicated Enagic distributors, like Mrs. Sai from Taiwan. She recently conducted an informative seminar at the Mandarin Oriental Hotel in Taipei, Taiwan, which is one of the nicest hotels in the entire country. In fact, the owner of the hotel discovered Kangen Water a while back and, because of his commitment to excellence and offering nothing but the very best to his guests, had a machine installed in one of the hotel's restaurants, where it is used for all the water-based recipes and also during the food preparation process.

Mrs. Sai was joined by members of her distributor support team, including one of the top ranked international distributor leaders, Bernard Chan. Mrs. Sai and Mr. Chan shared their experiences and knowledge with the attendees and furthered the spread of True Health and Kangen Water. The intimate setting was the perfect venue for these excited participants to ask questions about Kangen Water, the Enagic products, Mr. Ohshiro's concept of True Health and to discuss the incredible potential of the Enagic business, both in the local Taiwan market and abroad.

Mrs. Sai plans to conduct more seminars in the future and is thankful she found Enagic, but is equally thankful for the level of support and dedication that Mr. Chan and the other members of her distributor support team have shown her. Her ultimate goal is to build a global distributor team and to provide them with the same amazing level of support she has received. Mr. Ohshiro extends his congratulations for Mrs. Sai's success and looks forward to her continued success as she works for and achieves her goals with Enagic!



6A Chao Chien

Taiwan

Enagic Success in Taiwan Continues!

Don't let his youthful appearance fool you into thinking that Chao Chien isn't a successful international distributor who is taking action and reaching for the stars, because he is! In fact, at only 27 years old, he has achieved more than many people twice his age.



Chao was introduced to Enagic and Kangen Water in 2014 during a chance meeting with his now mentor and close friend Balas Kardos, a top Enagic distributor from Canada. "Learning about Enagic was more than just finding out about water and another business opportunity, it was literally the chance for me to help change the world using an established, proven

product, manufactured by a solid, reputable company on my own terms and through my own platform. I honestly would never have thought this would have even been possible, if it wasn't happening to me right now!"



His start with Enagic forced Chao to face and overcome some of his biggest fears and anxieties. "I realized that if I was going to succeed, I needed to push past my fears. I had a fear of speaking with others, which stemmed from self-doubt. As I took each step of my journey with Enagic, I gained the knowledge and experience, which in turn, increased my self-confidence. Eventually, my fear was so far behind me that I couldn't even remember why I had been so afraid, and everything became much easier."

Chao now works his Enagic business with members of his family, including his mother, who has become both his advisor and business partner. Together, they are working towards the goal of spreading Mr. Ohshiro's concept of True Health

to every corner of the world and show everyone what True Health really means. "I have our team goal, which is spreading True Health, but my personal goal is to be able to help my parents retire financially secure. I also want to help as many people as possible realize the benefits of True Health and reach their desired level of financial freedom."

When asked if he had any closing remarks, Chao said this, "I've worked very hard, so I am not completely surprised by the success I have achieved, but there have been some unexpected developments; mainly with myself. This business has encouraged me to become the best "ME" I can be and as a result, I have focused on personal development and continued education. It may sound like a cliché, but I feel like my entire Enagic experience has not only helped me become a better person, it has also given me a much greater appreciate and respect for my relationships with others. Now I am going to work towards 6A2, 6A2-2 and beyond! My future is shining bright thanks to Mr. Ohshiro and his wonderful company, Enagic. I thank you from the bottom of my heart!"



Branch News

Singapore

Hydration & Nutrition: A Winning Combination

Nutrition Nest @ JCMS, which stands for Joy, Care, Miracle and Smiling, was launched by 6A Margaret Hsien in 2009. When she originally began operations, she had no idea that a few years later she would be introduced to water which would transform her business. In 2012 she learned about Kangen Water from 6A2 Azel Phang and immediately recognized the connection between proper hydration and nutrition.



Margaret's dream and vision is to open a facility to provide services to the elderly. "I've been blessed in so many ways and I want to give back. Sometimes we forget about the elderly and all they have contributed to aspects of life that we take for granted each day. I want to be a blessing for the senior citizens in my neighborhood." Her mission is to touch lives and help people realize True Health by drinking Kangen Water and being properly hydrated.

She installed two machines, a Super 501 and an SD501, in her shop and uses Kangen Water in many beverage recipes. Her specialty is called Golden Turmeric Milk. The recipe is based on a recipe created by Azel Phang.

Introduced as a new menu item in 2017, the beverage uses Enagic Ukon Tea and Kangen Water as the prime ingredients. It has become one of the most popular drinks among her regular patrons. Turmeric, the main ingredient in the Enagic Ukon Tea, is known throughout different regions of the world as the "Spice of Life" and for centuries has been thought to offer therapeutic properties. "Kangen Water has helped many people become properly hydrated, which then led them to discover the concept of True Health. The company motto is Change Your Water, Change Your Life and from what I have experienced, the Enagic slogan is perfect."



Branch News Singapore

Business is Booming in Singapore

Sometimes an Enagic independent distributor business can take a little time to get going, but you know the old saying, "Better late than never!" And that is exactly the attitude that 6A Giselle Chia took once her business started to boom. "I purchased an SD501 back in 2011, but I didn't explore the business opportunity because I was unsure if others would be as willing to pay the price for a machine as I was. But boy, was I wrong!"



Giselle invited people to demonstrations, and to her surprise, people started buying machines. "I discovered that not only were people willing to pay the price, but a lot of people were learning about the importance of health and hydration and paying the price to get the best was not a problem." After seeing and hearing about all sorts of improvements created by people finally being properly hydrated, Giselle was filled with confidence and purpose. In less than a year she attained the distributor rank of 6A!

"I am so happy to have been able to help so many people. My success with Enagic allowed me to donate a Super 501 to the Swami Organization, a nursing home in a lower socio-

economic region for the sick, elderly, and disabled. The staff and residents have incorporated the water into their daily routine and seem to both enjoy and benefit from being properly hydrated."

No journey on the road to success is without its challenges. Giselle overcame many obstacles and never gave up. "I plan to continue to share Kangen Water and the concept of True Health as I work towards my goal of achieving the distributor rank of 6A2. Discovering Kangen Water has truly been life changing for me, my family, and so many others. The company motto is true: *Change Your Water...Change Your Life!*"



Branch News

Dubai

Things Are Heating Up!

Dubai, located in the Arabian Desert, experiences summer temperatures that reach nearly 120 degrees Fahrenheit! Recently, however, things in Dubai were heating up more than usual. The opening of our new Enagic Dubai office has not only brought a new level of hydration to this dry and arid region, but also the excitement and potential of the Enagic business!

Dubai is a global city and regional business hub within the United Arab Emirates (UAE). It is the largest and most populous city in the federation, which includes 6 other emirates. It is not uncommon to find old world charm and traditional style nestled side-by-side with futuristic and modern design.



So far, things have been going very well in the Dubai office, and business is increasing more and more each day. There are currently twelve corporate staff members serving distributors from Dubai and other areas such as Lebanon and Egypt. These distributors from other countries often visit the office to learn more about the products or to process orders. Distributors from Russia, the Philippines, the European Union, and India have traveled to Dubai to expand their business into new international markets. In fact, distributors have come from as far away as Canada and the United

States of America to secure the foundation of their distributorship in Dubai and the surrounding region.

Those visiting the Dubai office during the month of July were treated to a special seminar. Each evening in July, Enagic's very own "Dr. Kaz" conducted his high energy seminar, which covered different aspects of Enagic, including the concept of True Health, the hydrating power of Kangen Water, and the incredible potential of the Enagic business. "Dr. Kaz," who has managed the highly successful India office, is now sharing his experience and knowledge in Dubai to assist in the operation of the new office. With so much activity and continued success, don't be surprised if Dubai and surrounding markets get even hotter in the future!



Stories of Success

“Where Does Leadership Start?”

Through the Old Teacher’s Eyes

I decided to make a special trip to Okinawa from Los Angeles. Once there, I found myself looking out over Naha city through the window of the lobby of a hilltop hotel. It was clear that another typhoon, so common in Okinawa, was approaching. The wind was strong and light rain had been falling since the previous day. But it was a welcome rain, for it took the edge off the muggy summer heat.

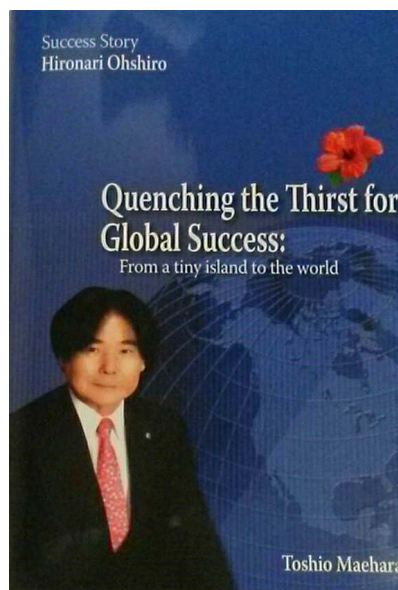
At the allotted time, Hirayama, Ohshiro’s old teacher, arrived with his wife. In fact he taught me too and I also owe him a debt of gratitude. Unlike Ohshiro, however, I was a poor student, so I did feel a twinge of embarrassment at seeing him again. Hirayama was now 80 years old and a respected scholar of Okinawan classical literature. He was lecturing part-time at a university, and also taught Ryuka, Okinawan folk poetry, at a few classes in Naha city. Ryuka is a compilation of Okinawan classical poetry, comparable to the Manyoshu collection of eighth-century Waka poetry from mainland Japan. Hirayama also held many more positions, could boast of many more achievements. He was a slim man, an expert in traditional martial arts, still practicing in fact. He was the very picture of health.

I decided to get straight to the point. “What was Ohshiro like as a student?”

“Well,” said Hirayama, closing his eyes and choosing each word carefully. “It will take time to talk about Hironari. There’s a lot to say. He often visited me at home, and he lodged with my aunt for a long time.” He then listed a number of students with whom Hironari had been close. “We were more like friends”, he said. “Hironari always tried his very best, he had a good heart.” His eyes shone as he spoke;

as if he had shared something of Ohshiro’s compassionate nature, or perhaps of his struggle, and was pleased to see how the boy had turned out.

A person’s expression can say much more than their words. It was clear that Hirayama’s eyes were seeing far beyond the present, back half a century to the young boy he had taken under his wing. A boy who had done so well to leave his humble village and get to a school in the capital. A boy with whom he had shared meals and lodgings, a boy he had nurtured and inspired. To see how far he has come! Over the figure of Ohshiro, the successful businessman of today, Hirayama was layering his memories of Ohshiro, the boy of yesterday, with whom he had been so close. His eyes told me that he was still offering Ohshiro his support and still celebrating his student’s success.



We finished lunch and wound up the interview, then got ready to leave. As we were about to part, Hirayama wrapped up the mochi rice cakes, an Okinawan specialty, left uneaten on the table. “Take these with you.” he said. I had been so busy listening to him reminisce that I had forgotten all about the mochi—normally my favorite. I was struck by his kindness. The same kindness with which he had nurtured the young Ohshiro.

We said goodbye in the hotel lobby, but walked together to the exit. I reluctantly climbed into my taxi. Hirayama and his wife waited in front the hotel, waving me off until the taxi was out of sight. Despite his interest in continuing his education, the financial situation of Ohshiro’s family meant that it was a dream never to be realized. He gave up on the idea of going to university and instead chose to set sail in the stormy waters of the business world. In Naha, the light rain, signaling the typhoon, continued to fall, swirling and spiraling in the stormy winds.

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-read for distributors, it is available at www.enagic.com/shop

Also available in Chinese, Italian, French and Spanish! Contact your local branch office for details.

Tech Talk

Flow Rate



The “Flow Rate” refers to the rate of speed which the water travels through a water ionizer. The flow rate plays an important part in the quality and effectiveness of the water produced by a machine.

A strong flow rate is important for many reasons, including proper filtration by the machine filter, correct operation of internal components and convenience for the user, just to name a few. Unlike many other ionizers on the market, the Enagic machines* do not use a flow rate regulator or reducer, which is a valve or similar type device which physically reduces the flow rate in order to force the water to pass more slowly over the plates.

This is typically found in lower quality machines, as a way to compensate for the insufficient amount of power, which is necessary to effectively ionize water. It forces longer physical contact with the plates, which temporarily boosts the properties. Doing this tends to render the properties of the alkaline ionized water very unstable and they often lose their properties very quickly.

Many of these brands often promote a flow control

**Excludes Super501, which was designed to produce a higher ratio of strong acidic water (for industrial use)*



regulator as a feature, however, when the facts are uncovered, it appears to be more of a design flaw than a beneficial feature. The only reason a water ionizer would need to incorporate a flow control regulator is because the product would not work correctly without it. A flow control regulator is, in essence, an inexpensive way to make an ionizer seem to produce higher quality water than it would without one.

With the Enagic machines, we recommend you adjust the flow rate to create your idea of the perfect Kangen Water. A strong flow is recommended, in order for the internal filter to work properly, but you can adjust it to find the best taste. Because the Enagic machines offer a unique hybrid power supply and the most efficiently designed internal

components in the entire industry, our machines can effectively ionize water, even at a fast flow rate. Typically, the slower the flow rate, the stronger the properties tend to be, but be cautious about running the water too slowly. A very low flow rate can result in the water having an unpleasant, metallic taste. It is very important to try to find the flow rate “sweet spot” for your machine, especially if you are sharing water. While you’ll want your water samples to have effective properties, you’ll also want the Kangen Water you are sharing to be crisp, clean and delicious so your prospects actually enjoy the water they are sampling!





Road to 6A

Leadership Development: The Importance of Distributor Training & Events

Enagic is fortunate to have independent distributors with extensive experience in direct sales and the network industry. This experience has become a valuable resource, as these people have taken it upon themselves to share their knowledge with their fellow distributors. This article was created from input of many of these excellent trainers.

Most leaders in direct sales and the network industry would agree that distributor training and events are extremely important, which is probably why they are leaders! But the importance may not be for the reason most people would think, as the development of a true leader comes from more than just attending some trainings or events. Of course, training is important because new distributors need to learn about the main components of Enagic: the company, the mission, the culture of the business, the products, the policies & procedures of the company, the industry and the Enagic business.

Each of these is extremely important and should be learned by every new distributor; understanding these topics will help a distributor be more confident as they talk to others. It also allows them to provide accurate, truthful information regarding Enagic. It will also ensure that they are abiding by the rules that govern our industry and the rules of the company, making sure that they do not jeopardize the business by doing something they should not do. These are just a few of the reasons having at least a basic understanding of the overall project is extremely important, but there is something more.

Distributor trainings and events are excellent ways to keep a distributor "engaged", which, in this case, simply means involved. This is also an excellent opportunity for leaders to be developed. The normal progression of being engaged starts with an individual, but as time passes, and the individual branches out and grows, they will start to help other distributors become engaged. This will eventually

lead to that individual becoming a leader, even if they had never considered themselves a leader or meant to become one.

Engagement through training and events is a very effective way to develop not only a long lasting and productive distributor, but also the distributor leaders of this business. Some of the most successful distributors in Enagic owe much of their success to the fact that they were so engaged that Enagic became their main priority, which led to them becoming an even stronger distributor and forced them to assume a leadership role. The more training a person receives, the more they understand the "big picture" of Enagic and the better equipped they become to help others, which is a clear and true sign of leadership. This understanding not only provides them with information, it also increases their "connection" to Enagic and it's mission.

When a distributor first starts, the only real connection they have to Enagic is their machine. While they may be excited about the water and the Enagic business, the fact is, in the beginning, their connection with Enagic is limited, which is why training and events are so important. Every topic a new distributor hears, every new strategy they learn, every use of the water they discover, every bit of information they are taught brings them closer and closer to having a true understanding of Mr. Ohshiro's concept of True Health. Once a person truly understands and embraces this concept, they are much more likely to become a long-term distributor and make Enagic their priority.

In order to help ensure that this happens, distributors are encouraged to seek out as much training and as many events as possible. And this is not only for new distributors; seasoned distributors are also encouraged to continue to expand their knowledge through training and to help build for events and even conduct their own. Even the most experienced distributors can learn new things which can benefit them and their teams. Just because you know something today, doesn't mean you can't learn something new tomorrow!

It is important to note that finding training and event opportunities may not always be easy for every distributor. If you are in an area that is still developing a distributor presence, there may not be any nearby training or events, at least not yet. If that is the case, the distributor must take the initiative to look for training and event opportunities, or even make their own! Not being trained or attending events because there is nothing "close to you" is not a reason...it is an excuse. Those who make this a

priority will always find a way to make it happen. Remember, training comes in many forms and is not just when an event is being held in a hotel. Conference calls, webinars, printed information, Internet articles, videos, audio recordings and, of course, live events at places like Enagic offices and hotels, are all forms of training and ALL of these are events! There are a lot of training and event options for distributors, but sometimes they have to look for them. And sometimes there will be a cost. There may be travel expenses, lodging and even a cost for the training itself. It is up to each distributor to determine how much they are willing to invest in their own success, but be assured that if you treat the costs associated with training and events as an investment, and not just an expense, it will most likely pay off in the future.

Becoming an expert in every aspect of Enagic or the direct sales industry is not necessary to become successful, however the ongoing pursuit of training and attending events is essential if a distributor is serious about becoming a leader and enjoying a long-term, successful career with Enagic.

Enagic would like to extend our appreciation and thanks to the following distributors for their contributions: Jayvee Pacifico, Romi Verdera, Cynthia Briganti, Eli Dafesh, Tamia Williams, Daniel Dimacale, Bob Gridelli, Michelle Raley, Gerald Kostecka, Fred Brown, Willy Fowlkes and Jim Gilliland.



Cooking with Kangen

Cá Kho Tô

Vietnamese Caramelized Catfish



Homemade Recipe Contributed by Diem Thi La, New York, USA

- 1 catfish (about 3 lbs) Ask your butcher to clean the catfish and cut into 1 inch thick steaks
- 3 tablespoons brown sugar
- 3 tablespoons Olive Oil or preferred cooking oil
- 3 cloves garlic, finely chopped and 1 tablespoon garlic powder
- 4 tablespoons fish sauce
- 1 teaspoon ground pepper
- ¾ cup 9.5 pH Kangen Water
- 2-3 whole red chili peppers (optional)
- ½ cup fresh scallions, chopped (optional)

Perfect Pairings:

Make this delicious recipe a complete meal by serving catfish steaks on or with a bed of rice and your favorite vegetable.



Preparation:

1. Preparing the Catfish: This step is very important – place the catfish steaks into a container and completely submerge and soak in fresh 11.5 pH Strong Kangen Water for 20 minutes; this will help the fish taste fresh and delicious. After soaking for 20 minutes, drain the water and rinse the steaks with 9.5 pH Kangen Water for 15 – 20 seconds. To reduce hot oil splatter, lay the catfish steaks out to air dry or pat dry with a paper towel. In a medium mixing bowl, add the Kangen Water, fish sauce, garlic powder and black pepper wisk and then set aside.
2. Bring a large frying pan to high heat. Add oil and brown sugar. As soon as the brown sugar starts to caramelize, reduce heat to medium.
3. Add garlic and cook on medium heat for about 30 seconds or until fragrant, carefully add catfish steaks to the frying pan in a single layer.
4. Wisk the Kangen Water mixture a few times and then pour over the fish, add the chilies, if desired, turn heat to high and bring to a boil, then reduce heat and simmer for 20 minutes.
5. Gently flip each catfish steak with a spatula and simmer for another 10 minutes, spooning sauce over the fish. Add scallions during last 2 minutes so they can wilt and, if desired, top with sliced chilies and freshly ground black pepper. Remove from heat and let fish rest for a few minutes.
6. Remove catfish steaks and plate individually or on a serving tray, serve & enjoy!

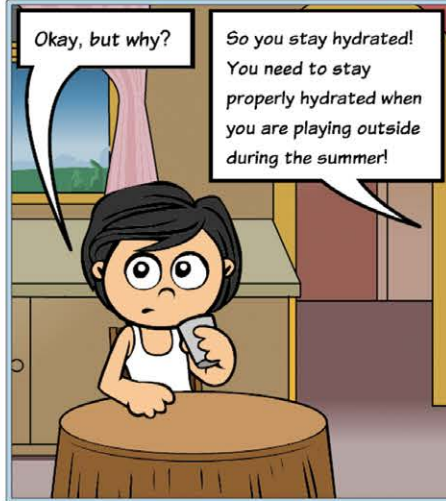


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