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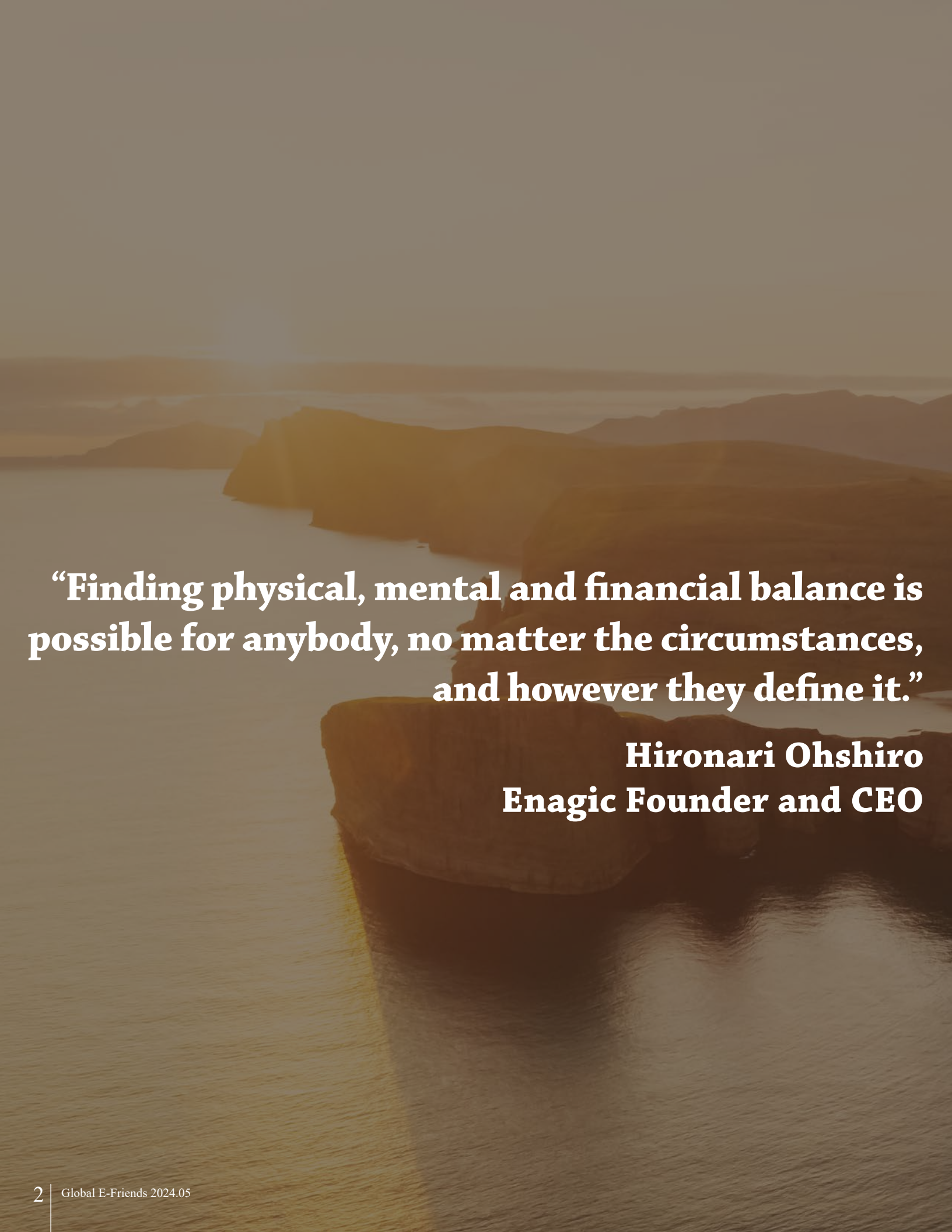
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**Path to Success: How 6A5-3  
Colten Echave Found His  
Purpose and Mission with Enagic**





**“Finding physical, mental and financial balance is possible for anybody, no matter the circumstances, and however they define it.”**

**Hironari Ohshiro  
Enagic Founder and CEO**

# Message from Mr. Ohshiro

## Soak Up the Spring Sun, Drink Kangen Water® and Embrace Restored Hope

Dear Enagic Global Distributors,

I find Spring to be one of the most inspirational times of the year. In Okinawa, flowers are blooming, the birds are singing, and farms are full of fresh vegetables and newborn animals. Everywhere I look, I see restored hope and potential, for the world and for our teams.

Maintaining a positive mental outlook can be more challenging in winter, when daylight is limited, the weather is gloomy, and the skies are gray. Spring wipes away the doldrums, puts wind back in our sails and gives us the energy to start new initiatives and build momentum.

Crisp, sunny weather benefits everybody and everything, from people to animals and plants. So does what we consume and how we live each day. As we've learned over the years, drinking Kangen Water® and eating nutrient rich foods helps to fuel and shape not only our lives, but also helps to instill in us the focus and drive to positively impact other people's lives.

Now that we're once again near the peak of spring and on the verge of summer, weather is growing warmer in the Northern Hemisphere. Kangen Water® is always top of mind for us. Ionizers produce five types of water that provide us with many benefits. At this time of the year, hydration is one of the most important considerations. The more Kangen Water® we drink, the better we'll be able to stay fresh in the heat and humidity. Refill your Kangen Water® bottle or glass all day long to maintain strength and clarity.

Hydration isn't limited to people. Since the Earth continues to absorb record heat, please consider your pets and plants, which can also benefit from hydrogen-rich Kangen Water®. It's rewarding to enjoy and share Kangen Water year-round, but there's no time better than now.

To encourage growth for 2024, let's both enjoy a refreshing glass of Kangen Water®.

*Hironari Ohshiro*  
Enagic Founder and CEO





# Change Your Life Story

**6A5-3  
Colten Echave**

6A5-3 Colten Echave is a Southern California native who grew up in Lake Forest and Long Beach and currently lives with his family in Newport Beach. He’s become a respected Independent Distributor and a top leader after navigating a path with many twists and turns.

Colten initially had reservations about Kangen Water® and Independent Distribution. “Nothing appealed to me about this,” he says. However, his mother, 6A Laura Gardner, had strong beliefs in both the product and business model and convinced him to take the opportunity seriously.

“She wanted me to go see a presentation that was one hour from my house. I didn’t want to go,” Colten recalls. However, Laura had the key to persuade him. “She paid my cell phone bill at the time,” he says. “She said if I don’t check out the presentation then she will turn my cell phone off. Once I got to the presentation and watched it till the end, everything made sense.”

Colten was sold on Kangen Water®, but he initially didn't have the money to buy an ionizer. "I couldn't justify the cost of buying one because I was so broke and in so much debt, living in my friend's garage. But once 6A16-5 Daniel Dimacale presented Enagic's patented 8-point compensation plan, I got excited. He talked about how this was a trend product that I could get involved in before most homes get one. I also saw average people who earned more than anyone in my family. This gave me this hope that the Enagic opportunity could change my life."

Colten previously majored in Kinesiology at Cal State University, Long Beach, where he struggled to make ends meet. "I couldn't really pay all my own bills," he says. "So I also sold some drugs during that time and was also consistently stealing food at grocery stores and the dining hall."

His life beyond the classroom instilled Colten with confidence and drive. "My experience in volleyball, making it all the way up to the USA training team, gave me the discipline and work ethic," he says. "My desire to become a self learner at a young age, reading books like *Rich Dad Poor Dad*, *How to Win Friends & Influence People*, and many other self help books, gave me the know-how to become better even though I was not under any good sponsors or team leadership. And like I said, I sold drugs from 15-22 years old, which I am embarrassed about still, but that taught me a lot about how to build teams, negotiate, problem solve, and hustle."

Colten also had a role model at home who inspired him. "My mom was earning 6 figures a year in another MLM company and I saw her build that business since I was 11 years old," he explains. "So being around a mom who became successful gave me a lot of good habits."

It took seven months for Colten to complete his first sale, which he made happen at a holiday get-together during his senior year. "After Easter I did a presentation for my whole family," he says. "I did the pH drops, green tea, and the whole sha-bang. No one in my family was even open to trying Kangen Water® except my Aunt Debbie. Over a period of a few months she kept sampling the water and my mom ended up talking to her to get her to buy a machine."



After graduating, Colten pursued his dream to be a successful Independent Distributor. He made a strategic decision to gain access to his target demographic. In 2013, Colten started working full-time as a personal trainer at high-end Equinox gym “to build up a solid network of affluent people.” This strategy enabled him to gain momentum. Colten says, “During that year that I worked there I was committed to making Enagic my full time income, which I did.”

To keep growing the Independent Distribution business for Colten and his team, they convene daily Zoom trainings that help develop their skills in key areas:

- Prospect
- Invite
- Follow Up
- Present
- Close
- Get New People Started
- Use Social Media
- Promote Events



In-person events are also a big part of the program for Colten and his team. He says, “We also have multiple team training events a year in the USA and Italy, with 800+ attendees.”

6A2-3 rank is an impressive achievement, but Colten sees potential for exponential growth. “My goal for the future is to turn my yearly sales into my monthly sales,” he says. Colten explains his three-tiered approach for reaching his goal:

- “Creating more/better systems to help my team
- “Recruit more/better quality people as part of my personal team to help me with direct sales”
- “Recruit more/better quality people into the Enagic opportunity as Independent Distributors”

Colten still carves out time for important matters. “My wife, 4 year old daughter and 1 year old son take up the majority of my free time,” he says. “I still make time to lift weights 3-5 days a week and recently got into pickleball to keep physically active.” He’s finally found the right balance.

# Canada

## Distributor Profile



**Wanda Elliott**

**6A**

6A Wanda Elliott learned about Enagic at her lowest moment. “I discovered Enagic through an ad on Facebook, on a day I needed HOPE,” she says. “I was sitting and writing my goodbye letter to my family as I was getting ready to take my life that day. I bumped my laptop and on the screen was an ad with a play button. A voice told me to stop writing and push play. I listened and signed up for a free webinar that introduced me to a community and system created by 6A4-5 Mike Dreher & Darren Ewert.” The woman who posted the ad soon quit Independent Distribution, but not Wanda, who says, “I, however, succeeded on my own determination and faith that Enagic was going to change my future and circumstances and it did!”

“I loved the commission structure and the fact that it was all tied to an amazing product was a no brainer for me,” Wanda says. “But it was the community that grabbed my heart, and with Enagic being the pillar of that opportunity, I knew this was where I was supposed to be.”

Wanda grew up in Nova Scotia, a Canadian province and peninsula located east of Maine that’s best known for seafaring and frigid winters. Thanks to the flexibility her Independent Distribution business affords her, she now spends winters in Florida and returns home for summers.

She never had the opportunity to attend college and has a seventh grade education, but made up for her limited schooling by accumulating considerable real world experience. Wanda left home at age 16, started working in retail right away, and managed a jewelry store for 21 years before finding Independent Distribution in 2018, which has been a great fit for her personality.

Wanda's outgoing nature continues to serve her well. "I am very much a people person," she says. "I know how to listen to people's wants and needs and I know how to help people make their dreams and needs a reality. As a manager I know how to lead, mentor and coach individuals of all backgrounds. I enjoy it so much I find it comes easy to me. Also because of being on my own at such a young age, and with very little education, I can also relate in so many ways to other people's stressors. That creates bonds which are very important."

Wanda's first sale was a big one, a "Trifecta" that packaged a SD501 water ionizer, Anespa DX and Ukon Sigma. "He saw my ad and registered for the free webinar and followed the steps provided and had his coaching call," she recalls. "I remember he asked me in a message. 'How many people do you have with you?' My response to him was, 'Just you so far.' I told him that we would build this business together and that his success was my success so he is never alone! We all start the same way with the same training and we will change our future and circumstances together! He loved my honesty and became an Independent Distributor."

Wanda is taking many steps to motivate her downline.

- "Team Zooms"
- "Always being available for them"
- "Making sure they leverage my success in their businesses, as in the end, we are all in it together!"
- "Surprise draws for prizes!"

Wanda will soon rank up. "I am very close to claiming 6A2," she says, though her experience with Enagic has transcended the company's patented 8-point compensation plan.. "Enagic has already made so many dreams come true, from saving my life to traveling full time."

In her spare time, Wanda enjoys golfing, walking, and updating her vision board. She says, "It changes all the time as I hit milestones and achievements." Given her success as an Independent Distributor, revising the board has become a fairly common occurrence.







# Singapore Distributor Profile



**Toh Aik Leng**  
**4A**

4A Toh Aik Leng is the founder of Authentic Shaolin Traumatology, a reputable Singapore trauma center that he established in 2015. In his spare time, Toh has made a strong first impression as an Independent Distributor. A friend, 2A Tan Ek Seng, brought him two bottles of Kangen Water® in January 2023, shared details about Enagic's patented 8-point compensation plan, and convinced him to purchase a K8 water ionizer. The fact that his two daughters enjoyed drinking Kangen Water® so much made his decision easier to become an active Independent Distributor. So did showering with Anespa and consuming Ukon.





Toh has distinguished himself within his Singapore based group in little over a year by selling 30 Ukon units, and this is just with him sharing Enagic products part-time. Of course, Independent Distribution isn't always easy. He's worked hard at "overcoming objections and brand comparisons." To achieve this, he credits persistence and a strong belief in Kangen Water®, Anespa and Ukon. Toh is also motivated to help people see the global business opportunity.

Toh has clear goals for himself and his team: 1) "Reach 6A2 and above as soon as possible and create a global business so I am able to travel all over to help my oversea business partners." 2) "Help them to get out of the rat race and get all the freedom they've wanted."



# United Kingdom Distributor Profile



## Odessa Pre Farahnak 6A2

6A2 Odessa Pre Farahnak is originally from the Philippines and currently lives in Essex, England, right near her twin sister and fellow nurse, 6A2 Odette Pre Osborne. Odette first introduced Odessa to Kangen Water® and Enagic's patented 8-point compensation plan. The symbiotic twins have performed so well as Independent Distributors that Odessa is now a full-time distributor and Odette reduced her nursing workload to three days per week.



“What initially appealed to me about becoming an Independent Distributor was the opportunity to experience high-quality water ionization products,” Odessa says. “Enagic’s reputation for excellence in water technology, combined with the potential for personal and financial growth through its distributor program, attracted me to join as an Independent Distributor.”



Odessa’s “desire to contribute to others’ lives in a meaningful way” is a natural extension of Odessa’s previous work as a nurse. She explains, “Through education and prior experiences, I’ve developed strong communication skills, enabling me to effectively convey the benefits of Enagic products and build lasting relationships with customers and team members.”

Odessa made her first sale to a friend, Marjory Kimberly Mamauag, who purchased an Anespa and now holds a 6A rank. Since then, Odessa has built momentum through consistent efforts:

1. Regular Communication: “Maintain regular communication with our downline through various channels such as email, phone calls, messaging apps, and team meetings. Keep them informed about company updates, promotions, training opportunities, and upcoming events.”
2. Provide Training and Resources: “Offer comprehensive training materials, webinars, and workshops to educate our downline about Enagic products, sales techniques, and business strategies. Encourage them to continuously improve their skills and knowledge.”

6A2 is an impressive rank, though Odessa has bigger goals for the future. She says, “I aim to boost sales volume by reaching out to a wider audience, implementing effective marketing strategies, and offering incentives to customers and team members.” Her specific plan:

- “Expand marketing efforts through social media, email campaigns, and local events.”
- “Provide exceptional customer service to build trust and loyalty.”
- “Train and motivate team members to increase their sales efforts.”





## Enagic Singapore Hosts Successful Kangen Energize Seminar



Enagic Singapore successfully hosted approximately 30 distributors and prospects at the Kangen Energize Seminar (KES) on April 6. The seminar's lineup of distinguished speakers included 6A2 Elaine Koh, 6A3-3 Jit Leong, 6A2 Winston Lek, 6A2-2 Jenny Lim, 6A2 Simon Loh, 6A4-4 Judy Fleming, and 6A2-3 Kelvin Mok, who inspired guests with their stories and lessons.

Topics encompassed essential aspects of Enagic's offerings and business strategies, including:

- Enagic's patented 8-point compensation plan
- 6A bonuses
- The advantages of choosing Kangen products
- Cultivating a successful business mindset
- Techniques for approaching prospects
- Motivational insights tailored for leaders -3 and above

Since this initial Kangen Energize Seminar proved to be so successful, Enagic Singapore will host a second Kangen Energize Seminar on Saturday, July 6, 2024.





# Enagic Golf Club at Eastlake Hosts Spectacular Enagic Foundation Charity Golf Event

The first Enagic Foundation charity event at Enagic Golf Club at Eastlake was a big success! Dozens of golfers and hundreds of attendees and guests turned out for a spectacular event on Monday, April 29, 2024.

Due to the generosity of Enagic Distributors and staff, the event raised hundreds of thousands of dollars for the Foundation, which is a public charity to benefit community programs, disaster relief, and famine relief.

To learn about the Foundation and to make a donation, check out <https://www.enagicfoundation.org/>.





This lucky serviceman won an Anespa DX during the event raffle.

Enagic Distributors and staff played an 18-hole tournament with Mr. Ohshiro.



Distributor leaders from around the United States and Canada sponsored the event with significant donations.

# April 2024 New 6A and Above Title Achievers

## 6A

JACK RUDELL	Australia	THI HANG BUI	Europe
ATEFEH HESARAKI	Australia	VU THI HAI NGOC	Europe
REYNALDO SEGUNDO CARIDAD	Australia	DIAO YAN FANG	Hong Kong
USWATTA L D PERERA	Australia	G&M SERVICE CO/ PAU WAI KWAN	Hong Kong
JDM SMART MARKETING #2	Australia	LEUNG KA LAI	Hong Kong
JDM SMART MARKETING	Australia	DDCHAN OI YAN	Hong Kong
JUICE UP ENTERPRISE PTY LTD	Australia	RAJIV JAIN	India
TANYA L BENLOW	Australia	PRAVRITI SINGH	India
Radiant Soul #2	Australia	EDWIN LOVIE SAMUEL	India
N.J. & L.A. TRADING (WA) PTY LTD AS TRUSTEE FOR NJ & L.A. FAMILYTRUST	Australia	KONDAMU RAMESH BABU	India
SARITA MURDOCH	Australia	S VENKATESWARA RAO	India
MERVYN WILLIAM GRIFFEN	Australia	M USHA RANI	India
KILEY NOELLE TOLSON #2	Australia	PRIYANKA PANKAJ LUNGE	India
SARAH ANDREWS	Australia	RAJENDRA PRASAD PATEL	India
ALEXANDRA E H MACE	Australia	ARJUN CHANDRA MAHANTA	India
THE BEACH HOUSE KIDS FUN CENTRE #3	Australia	YUGAL KISHOR SAHU .	India
JOSEPH NGUYEN	Australia	MANOJ KUMAR SAHU	India
CRYSTAL LOTUS KANGEN PTY LTD	Australia	MANISH KUMAR RATHOR	India
LIEN PHI SEN	Australia	ANIL KUMAR	India
THI MONG TRUYEN TRUONG	Australia	UTPREKSHABEN SHAILESHKUMAR PATEL	India
THI DUYEN PHAM	Australia	AMRUTABEN RAJESHBHAI PATEL	India
THANH TUYEN DUONG	Australia	ASHOK AGGARWAL	India
TONY QUACH	Australia	ASHOK KUMAR	India
VAN CHUYEN TA	Australia	TARACHAND NEHRA	India
THANH DAN HUYNH #3	Australia	HARPAL KANUBHAI BARAD	India
GEORGIA WILLIAMS COACHING INC.	Canada	松本 恵美子	Japan
BETTY & SMASH LIMITED	Canada	栗國 有希	Japan
MA ELENA ARROGANTE	Canada	兼城 直治	Japan
AMY TING	Canada	兼城 直治	Japan
BEVERLY MAY C. YAO #2	Canada	古謝 こず恵	Japan
TANIA RAHMAN	Canada	PRO TENX ENTERPRISE	Malaysia
JOSHUA G. DELA CRUZ	Canada	YONG FUI KIUN	Malaysia
RITA R NAIR	Canada	MAXGROWTH HEALTH SDN BHD	Malaysia
NATALIE JONES	Canada	TONG JES SIE	Malaysia
ANTONIO GARCIA PANTALEON ORTEGA	Europe	CASSANDRA JONAVIC M TAOPO	Philippines
KAREN GALLAGHER	Europe	CAROLINE ELMA REYESQ	Philippines
BV DIVERSITA #3	Europe	IRINA GARIFULINA	Russia
DIVERSITA BV	Europe	SOM SOTHY	Thailand
JENNIFER FILE	Europe	NGUYEN DANG TUAN	Thailand
TAIGA FREIMANE-VALGE	Europe	NGUYEN DANG TUAN #2	Thailand
CYNTHIA MBANAJA	Europe	NGUYEN THI PHUNG	Thailand
MILANKA NIKOLIC #3	Europe	NGUYEN THI PHUNG #2	Thailand
TOCHUKWU NWANNABUOGWU	Europe	NGUYEN THI PHUNG #3	Thailand
CAROLINE OJI-KALU	Europe	LUONG DINH HIEP	Thailand
LK CORPORATION OY	Europe	VU THI NU	Thailand
NICOLE ALBIERI	Europe	MAI TRUC LINH #2	Thailand
ALESSANDRO VINCENZO DIURNO	Europe	VU THI NGAT	Thailand
EUGENIO DURA	Europe	PHAM VAN THUY	Thailand
MICHELE MELE	Europe	PHAM THI THANH XUAN	Thailand
STEFAN GEMPP	Europe	NGUYEN MANH HUNG	Thailand
PARAPHARMACIE ET DECOUVERTE	Europe	POWELL NAZLANA #2	UAE
ECO KANGEN LTD	Europe	BRITTANY ALLEN	USA
JAN ROSENBERG	Europe	BRITTANY NICOLE ALLEN	USA
CAZACU COSTEL	Europe	CARLY BROWN WELLNESS LLC.	USA
LUCIA SLEIN	Europe	CARLY BROWN WELLNESS LLC.	USA
CORINA DASCALU	Europe	ANTHONY DAUNT	USA
SEND92 APA MIRACOLUL VIETII SRL#2	Europe	KELSEY LAVONNE URICK	USA
MARCEL PETRU RUS	Europe	GABBIE VENTURELLA	USA

# Congratulations to each of you for your outstanding achievement!

MINA SHRESTHA	USA
OLUBUNMI ADELAJA	USA
BENILDA BAMIANO VILLASAN ESCOBAR	USA
LUDELVIRA MARTINEZ SORIANO	USA
ABESCO DIGITAL MARKETING LLC	USA
RAED GISQU	USA
LINHLILLIAN CORP #1	USA
ANGELA L DUMAWAL	USA
WAYNE MCEACHERN .	USA

HANG THI THUY NGUYEN	USA
Taylor Pham Trading LLC . #5	USA
Taylor Pham Trading LLC . #6	USA
MEI HSING PEI	USA
Richard Ngo	USA
Kaley Phuong Phan	USA
Kaley Phuong Phan #B	USA
Bryan Thanh Le	USA

## 6A2

THE BEACH HOUSE KIDS FUN CENTRE	Australia
FRANCES J GRIFFEN	Australia
THANH DAN HUYNH #2	Australia
DIANE CRISTY SADSAD BERNARTE	Australia
KILEY NOELLE TOLSON	Australia
ELAHI BRAR PTY LTD	Australia
KATHERINE PHUONG NGUYEN-SMITH #2	Australia
SUNFLOWERS KANGEN PTY LTD	Australia
MEKIFY INC.	Canada
BETTY & SMASH LIMITED	Canada
NATALIE JONES	Canada
MONIKA IKONOMOVA	Europe
PATIENCE ASOGWA	Europe
LILIA POGOLSA	Europe
LISA O DODGSON LTD	Europe
THI HANG BUI	Europe
ALESSANDRO ROSSI	Europe
DIVERSITA BV	Europe

MADAN LAL PATEL	India
KONDAMU SUJATHA	India
PRAVINBHAI ISHVARBHAI METALIYA	India
PANKAJ VIJAYKUMAR LUNGE	India
VIDYA DEVI	India
兼城 直治	Japan
兼城 直治	Japan
CAROLINE ELMA REYES	Philippines
LUONG DINH HIEP	Thailand
TRINH NGOC THANH	Thailand
MAI TRUC LINH	Thailand
MEI H PEI	USA
BRITTANY NICOLE ALLEN	USA
ARBENJ KANGEN WATER	USA
ABESCO DIGITAL MARKETING LLC #4	USA
SAMANA BHANDARI	USA
Taylor Pham Trading LLC	USA

## 6A2-2

HAN NGOC CAITLIN PHAN	Australia
JOSHUA D D WOODLAND	Australia
THANH DAN HUYNH	Australia
VIET LINK PTY. LTD #3	Australia
MEKIFY INC.	Canada

LISA O DODGSON LTD	Europe
THIET NGUYEN	Europe
RAJENDRA KUMAR	India
兼城 直治	Japan
TRAN HA GIANG	Thailand

## 6A2-3

WAYSHOWER TRUST #2	Australia
VIET LINK PTY. LTD	Australia
ARNAV & ASRAT PVT.LTD	Australia

DIURNO FAMILY SL	Europe
兼城 直治	Japan
NGUYEN VAN TY	Thailand



*Anniversary*  
IN OKINAWA

# ENAGIC 50<sup>TH</sup> ANNIVERSARY GLOBAL CONVENTION

SATURDAY, JUNE 22, 2024



Courtesy of: Okinawa Arena

**Okinawa Arena**

**1-16-1 Yamauchi, Okinawa City, Okinawa Prefecture 904-0034**

Presented by Enagic Marketing, Inc