



ENAGIC GLOBAL FRIENDS

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Enagic®



*OVERCOME LIFE'S
CHALLENGES AND CONTINUE
TO THRIVE*

Message from Mr. Ohshiro



Welcome Challenges and Grow in Business and Life

The Enagic Global Convention in Las Vegas was supposed to take place this month. Of course, COVID-19 had other plans, so we are planning to convene there in June 2021 instead. Planning and re-planning a conference on this scale is never easy, but we view it as another challenge that will help us to learn and grow. Life rarely goes according to plan, and rather than complain about factors beyond our control, we welcome every new opportunity, no matter how daunting it may appear at first.

As we've seen during the crisis, Enagic Independent Distributors and employees around the world are more than up to the task. Sales and spirits have remained impressively strong, which has been encouraging. Leaders continue to challenge themselves and their teams, providing and receiving support and exceeding expectations.

We're able to stay so strong and focused because of Enagic Distributors' unwavering commitment to our mission: True Health. The combination of physical, financial and mental wellness remains central to our mindset and approach. So does compassion. When new challenges arise, it's crucial to practice empathy so we can work to understand different perspectives and collectively get through particularly stressful or turbulent times.

Thankfully, not every day is such a trial. We recently celebrated 9.5 Day on September 5 by drinking several glasses of 9.5 pH Kangen Water, cooking a healthy dinner using Kangen Water featuring local ingredients, and watering our plants with nutritious Kangen Water. 9.5 Day is one of our favorite days each year and serves as a pleasant reminder of Kangen Water's restorative powers, which strengthen our resolve against life's expected and unforeseen challenges.

Hironari Ohshiro



*“If you allow yourself
to be defeated by difficulties,
you will be inevitably setback.*

*If you instead seek
to win out against your difficulties
and to push past them,
then you will foster a tough spirit,
able to cope with
the environment around you.”*

What Leaders Are Doing During the COVID-19 Pandemic to Keep Their Businesses Going Strong

As COVID-19 threatens health and economies around the world, many Enagic Independent Distributor leaders are staying focused and productive. In place of meetings and in-person trainings that came to a halt in March, Distributors are using tools and technologies, including the phone, e-mail and conferencing services like Zoom, Skype and Webex, to stay connected.



Since my arrival from the Philippines on March 16th, I took a week-and-a-half hiatus. Starting in the month of April, I've been calling my team to invigorate, to motivate and to assure them that my team and Enagic is moving forward, even with what's going on right now. I've been doing teleconferences and training over the phone and Zoom meetings worldwide two or three times a month with our India, Philippines, Canada, EU and Asia teams. One good thing about all of this craziness is that we have not traveled at all.

6A9-6 Jayvee Pacifico, California

I'm fantastic because I'm taking Ukon and drinking Kangen Water daily. During the past 3 months, we've held many training courses globally for intermediate (1A-5A) and advanced courses for 6A+ and team bonding on Zoom in Vietnamese and English. We have over 2,000 team members who have been attending and keep inviting new members to our trainings via Zoom. It's extremely effective and produces many sales that are over my expectations. Besides training a positive mindset, we also focus on training these skills and knowledge into 8 sessions (2 hours per session).



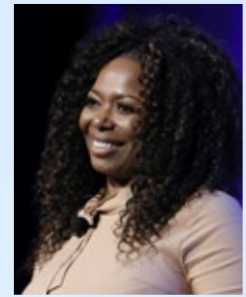
- 1. How to EDIFY Kangen Water machine.*
- 2. How to do Kangen Water shortly and effectively.*
- 3. How to explain Enagic compensation, business opportunity and business strategies to reach 6A2-3.*
- 4. How to INVITE, 3-way call, and EDIFY uplines during conversation.*
- 5. How to FOLLOW UP & CLOSE SALES.*
- 6. How to use the Enagic website, SOCIAL MEDIA and monitor Bubble tree in the back office.*
- 7. How to build a team CULTURE & a solid TEAMWORK, MOTIVATE & COACH downlines as a team leader.*
- 8. How to set goals and TAKE ACTION.*

We continue training over and over again with many team leaders in my organization. I'm working behind the scenes and keep motivating all team leaders to step up to be hosts and SPEAKERS on those training sessions. Our July sales break a record for the highest sales we've ever had, almost 2,500 sales. Our target is to hit 3,000 sales per month with this program.

6A2-5 Dang Nguyen, California

We started a spiritual community called UNITY WITHOUT WALLS. We have guest speakers on Monday – Saturday, 8 a.m. – 9 a.m. People share pain, pleasure, and good times - not so good of times - we pray, worship and praise. We give the Creator the first of our energy - we build our businesses - my husband has been cleaning machines like crazy and we have been doing our best to serve the East Coast distributors as best we can.

6A12-4 Tamia Bethea Williams, New York



First of all, I would like to thank Mr. Ohshiro for this opportunity that is Enagic.

When I started, in 2018, I held weekly online trainings, sometimes with only four people. My team grew this way and became stronger; my people started to believe in themselves and our team's vision.

Then, in May 2020, I reached the 6A level with 14 team sales. Indeed, I had a difficult time during the pandemic, but I drew

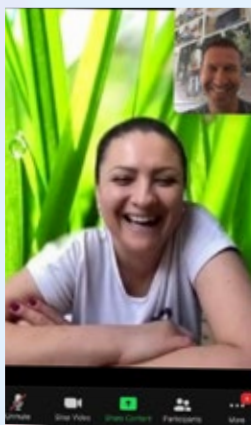
a winning strategy: I asked other leaders to help me motivate my team: a big thank you to 6A6-4 Sebastian Popa, 6A Daniel Neghina, 6A Mircea Crisan, and 6A4-3 Doru Varga!

I continued with two weekly online trainings, and I helped my team wherever they needed: meetings in-person or online, encouragement on the phone, help with payments, forms, and whatever else.

I did everything I could to build stronger people and stronger relationships. This way, in May I had 14 sales with my team, in June I had 10 sales, in July I had 15 sales, and in August, until today (18th), we already have 11 sales in the team.

These are the results of my team, and I am proud to be part of it!

6A Georg-Ioan Freer, Romania



We are using a lot of video calls on Zoom. Since May, we have started to supply test water to our potential customers again. My team is very operational and we look forward to September as an excellent month of turnover after the summer break. I also gladly accept other suggestions to improve our business. My commitment and that of the team are very high and several distributors are now making Enagic their main job.

6A Arturo Melillo, Italy

With conference tools such as Zoom and Skype, in addition to telephone calls, in our case we have sales due to the continuous monitoring of previous sales, asking them if they are happy, constantly giving them support and not leaving them abandoned after having made the purchase. With this we get them to recommend us for other sales to their acquaintances or relatives.

6A2 Javier Jimenez, Spain

I will try to do my very best during the pandemic crisis to train my downline distributors! I invite the new distributors in small groups to train in the business and answer all their questions, sometimes one by one for motivation! We've started online Zoom meetings the whole time and phone calls always! New information is sent by e-mail and we have a WhatsApp group for discussion! Mit freundlichen Grüßen.

6A Claudia Bücken, Germany

During the confinement we have used the Zoom rooms to give training, support and motivation to our team. The interesting thing is that these meetings were very appreciated by our distributors; we even had some sessions where 300 to 350 people participated. In addition, the demonstrations were also online. The Canary Islands was one of the first places in Spain where people were allowed to go out freely. That is why we were able to resume our usual demonstrations. However, with masks on at all times.

6A Henry Alcalay, The Canary Islands

Colleagues, the situation is bad in that people are ruled by fear. Clients hold money worried about the future and colleagues dedicate their work. I work fully for Enagic alone. However, we have a group on Messenger where I date everyone several times a week, then in person by phone. I prefer personal communication and relationship building.

6A Jiří Burán, Czech Republic

Here, during and after the confinement we have not stopped attending to our organization; in fact, we work outside our facilities and also by videoconference. The month of August is proving a little more laborious, given that half of Spain is on vacation. At the moment, the pandemic is putting us on alert again due to multiple outbreaks; even so we are working incessantly.

6A2 Maria Jose, Spain

We do Zoom calls for new people and for training. I like to make Kangen demos on WhatsApp with video. I use a little tripod to put the mobile on and make the demo in front of our K8s. First, I introduce myself with the camera on me, and then I turn to the machine and do the demo. We do a ton of phone calls and WhatsApp messages. We go live on Facebook with the demo.

6A2-3 Christian Brandstetter, Austria

I am delighted to share with you my daily experiences regarding Kangen Water devices. We live in different, unprecedented times, with many people scared and trapped in their homes. It's our luck that our devices are in the house. In order to be able to continue selling, I need to contact a much larger number of people than before, and I have presentations with a maximum of four people, which means that the effort is very great. As long as you do what you love, the effort is insignificant. I develop the call and video-call branch, and I aim for each of the team's distributors not to lose interest and try to do the same thing as me. We need to discuss, especially in these times, about prevention and how we can achieve it. We will get over these special moments only together. The client needs a friend more than ever, right now, and I can be that.

6A2 George Diniasi/Diniasi Kangen Network, Romania

Webex and Zoom conferences have been used weekly so far. Obviously more phone calls kept the prospects in touch. WhatsApp groups and private communication was so far a good platform. I have trainings online and on the phone as well.

6A2 Dan Gavojdea, Romania

Following the restrictions imposed by the COVID situation, our work, which is based on socialization, was initially heavily penalized. This required a complete overturning of the methods to approaching customers and following the distributors. Now, for a few months, we are using Zoom for both situations: presentation and training. The limit for me is not being able to share the water. The lack of direct human contact, which is still the best way to socialize! However, I must recognize that there is great potential in this new mode to work. People participate more easily because they can stay at home, and even for me, to make online demos is less expenditure of energy. Moreover, we have created videos for pH, ORP, and cherry tomato tests, avoiding repeating these tests physically each time. However, for me and for some of the team, the difficulty is to find new contact through social communication. I have never particularly appreciated this kind of communication, because I really like meeting people in person. In this I'm feeling strongly penalized!

6A Rosanna Baldini & Marcella Medica, Italy

Like everyone who is suffering this crisis, we had to update and challenge ourselves to keep going forward. We've created a Zoom network that allowed us to work and train my team. I had many more calls during the lockdown than I have now that I can go out. It's being challenging! But it's like life.

6A Maite Fuente, Spain

During this transformational COVID-19 period, the ways of communication changed in part, and we looked for new innovative strategies with the team. Personal steps were exchanged for Zoom and Microsoft with the team for a while. We also demonstrated through these online communication channels. We also recorded inspirational motivational videos. In the extreme case, after agreeing with the customer, we also made presentations by phone. In a short time, the whole world learned something more than usual. It would be good if the company had central sales presentation videos and motivational small videos that we could share and inspire newly satisfied customers. I wish you colleagues a lot of strength and health in the work and home environment and I believe that everything will move forward again.

6A Juraj Portasik MICROCOSMOS, Slovakia

My team and I put great emphasis on personal contact, lectures in small groups, loan machines and phone calls. The resulting enthusiasm creates word-of-mouth and other contacts, deals, and sales.

6A Sandra Hödl, Austria

From my side, everything was quiet since the pandemic except an event with Enagic staff member Kazuo Yokoya for a Zoom meeting with my team. Online webinar strategy is very good as I built my business to 6A in seven months through webinars many years back. It's not always easy to teach and educate teams due to busy schedules. Therefore, it is essential to have a training setup online for all distributors available worldwide.

6A2 Vicky Hagen, Switzerland

With my teams we have a Facebook group where we hold Zoom calls twice a week to discuss sales and marketing strategies. We also share our “Enagic Wins for the Week” in the call and introduce any new Enagic team members, make them feel welcome and allow them to ask any questions to the Enagic leaders so they can get help straight away as soon as they have their distributor ID.

6A2 Adam Gately, United Kingdom

I keep contact with my downline leaders and try to motivate each other. During the lockdown we made Zoom conferences and this kept our business in life, but unfortunately after the lockdown passed only few people and clients attended our Zoom conference. So, actually we don't work through Zoom, we make small meetings with 1-3 people. I keep contact with my customers and try to find out if their machines are working properly, and try to help them to use correct and efficiently Kangen Water and in the same time encourage them to recommend the Kangen Water to others showing them my availability for demonstrations.

6A2 Alexandru Tuli, Romania

Indeed, we use Zoom, Skype, WhatsApp, Viber and so on, and make about twice the amount of phone calls. We also share the latest online content. I believe in the last 120 days the most important thing is self-development, to embrace the unknown and adapt to the present situation to stay calm and proactive, so fundamental to work on ourselves a couple hours every day is more important than ever. Meditation, breathing exercise, a workout or even a walk increases creativity and calmness to deal with others. An absolute priority from now on is 2-3-person house presentations instead of hotel gatherings. Prior qualification can be done on Zoom to increase efficiency and to embrace reality for the next 3-5 years.

6A Kristian Klacan, United Kingdom

I'm always updating my Kangen Water Europe Team through our social media Facebook group of all the Enagic announcements. Through that we can discuss with the group everything from machine problems, accessories they need, how to use the different waters effectively and so many different questions and answers. It works effectively because it is one of our biggest sources of referrals; suddenly someone will just ask for a right machine model, its price and terms of payment, and then a sale is made within the group.

We also have our Zoom (licensed) presentation weekly for different needs like product presentation or compensation seminars and on demand presentation.

Through messenger, Viber, WhatsApp and mobile phone numbers I can easily give my own EWS website for the products, the different models and specifications, prices in different countries, Kangen Water eBook and more information about Kangen Water and Enagic. Then if they ask for a Kangen Water demo I can also give the site, followed by my business site. I also do virtual live presentations on demand by my group. At this time of the pandemic, Kangen Water selling has its big opportunity because I can easily book a presentation to a new sales/channel/client because they are in their houses doing nothing and would gladly say yes to know more about Kangen Water. Just hoping that those presentations made during the pandemic will turn into a good sale. Hoping that part of our strategy can add vigor, enthusiasm and motivation to our colleagues in Enagic. Change your water, change your Life.



6A2 Rey Licuanan, France



As I've been around this incredible business for over six years now, I have seen many changes and experienced many challenges. However, there are some things that never change and those are the company's philosophy, the quality of the product we share and the incredible rewards we receive for being part of Enagic, being financially independent, having more time and really enjoying what I do. I can honestly say that I am as excited today about being part of Enagic as I was when I first started. What you have seen from the team over this time

is how everyone has been incredibly resourceful by using Zoom and other technologies to keep in touch with their teams, but also how people have conducted live demonstrations and live workshops, which seem to be working so well. Even better is the fact that they have shared these ideas with others to help them as ONE community. So the message of True Health remains the same. The company is the same. The products are the same. The opportunity is exactly the same. All we have done is share the messages using innovative technology. In fact, I would say our community has got closer during COVID-19 because it's easier to jump on a Zoom call rather than having to travel. With more people NOW concerned about their immune system and their defenses, what better business could we be involved in right now? Stay safe and continue to share the message of True Health.

6A53 Padraig O'Hara, Ireland

When something or someone has "changed your life" and the way you live, it becomes you. Everything you do think and say is the result of the impact. Every day I give thanks to the person who introduced me to this great opportunity. Living your life daily knowing that you CAN impact mentally, physically and financially on people's lives anywhere in the world, changes the way you think, what you do and how you react to people. I'm one of the old school in Enagic Europe, joining back on March 10, 2010. I started back then using the 5 building blocks of Enagic that are as follows:



1. Share the Water 2. Share the Information 3. Build for Events 4. Follow up 5. Duplicate

Today with this COVID-19 pandemic we are having to get more creative in our thinking; what I have done is change very little.

- 1. I still share water where possible.*
- 2. I still share information the same way. Watch, listen or read.*
- 3. I still build for events ZOOM video, one-to-one, etc.*
- 4. I still follow up! THE MOST IMPORTANT STEP!*
- 5. I still Duplicate.*

I keep reminding myself! What if I hadn't shared that first container of water? As a result of me sharing that first container of water today over 8,000 families all around the world are enjoying the benefits of Kangen Water. This inspires me daily, giving me peace of mind. You carry! I carry! The responsibility of changing lives and helping fulfill Mr. Ohshiro's dream of spreading True Health all around the globe.

6A4-2 John Hughes, Ireland

Albuquerque, New Mexico Distributor Profile

Jerome Herbert

6A2-2



Call it career kismet. A fortuitous encounter with 6A2-2 Alec Leung led Jerome Herbert to Enagic. In 2012, Alec walked into the Apple store in Albuquerque to purchase an adapter. “I just happened to be the guy to help him,” Jerome recalls. Alec planned to use the adapter to connect a projector “to do a product demonstration for a Japanese company, and he was

going to be testing bottled water.” Their conversation left Jerome intrigued about Kangen Water and how Alec, a mechanical engineer stationed at nearby Kirtland Air Force Base, might be able to heighten his longtime interest in health and wellness.

Two days later, Alec asked Jerome to join him for an in-home demonstration. “I never looked at bottled water - or any water - the same ever again,” Jerome says. “Drinking Kangen Water just made me feel great and I feel happier when I drink it.” He bought his first machine in 2014 and immediately started sharing water and inviting people to see his new friend Alec’s inspiring demonstrations.

Jerome made his first sale that year to friend and restaurateur Tony Punya. Tony and his

family own several Sushi King restaurants in Albuquerque, and they’ve now bought many machines for their restaurants and homes.

From there, Jerome’s trajectory with Enagic continued to rise, and his ties only deepened. “I didn’t know how big and huge this project would become and how many people’s lives I would impact and become immersed with,” Jerome says. “I had no idea I was in for a whole life changing experience.”





Jerome has worked in sales and management since he was 20 years old, experiences that have instilled the skills necessary to succeed in direct sales and network marketing. He previously sold cell phones, managed a store that sold martial arts gear and spent time in the mortgage business before an economic downturn convinced him to explore new options. That pivot led to Apple.

“Being involved in sales has not only taught me a lot about people, but it also has taught me a lot about myself,” Jerome says. “For me, it’s all about how can I make people’s lives better.”

Jerome clearly understands achievement. He was born in Las Vegas, Nevada, but New Mexico has been his “stomping grounds” since elementary school. He grew up in Roswell, New Mexico, and has long excelled at several sports. By high school, he already participated in cycling, triathlons, cross-country running, swimming, and varsity golf. Jerome moved to Albuquerque in 2005 and studied Brazilian Jiu-Jitsu and trained at Jackson Wink Mixed Martial Arts Academy. His healthy drive persists to this day.

Jerome is a believer in self-improvement, but he truly thrives when boosting others. “I enjoy changing people’s lives with Enagic,” Jerome says. “It gives me a purpose and a sense of fulfillment.”

“I want the people that I introduce to this product to not only grow with me and to grow with this company, but to also grow



as individuals,”

Jerome says. “To push the human race forward is something I envision, and we can do this together.”

Jerome aims to achieve 6A2-3 by his birthday in March so he can celebrate with his team during the Enagic Global Convention in Las Vegas in June 2021. He says, “I am building my life story, my legacy for myself to look back on as well as my kids to see and be proud of.”



India

Distributor Profile

Nageshwar Shukla

6A2-3



Nageshwar Shukla first learned about Kangen Water and Enagic in August 2018. He was working as a contractor, delivering training sessions to different organizations when 6A2-3 Amit Patolia invited him to train his teammates. He appreciated what he saw and joined Enagic as an independent distributor in 2019, becoming the youngest and fastest 6A2-3 achiever to date, an honor that's earned

Nageshwar a plant and Indian flag in his name at E8PA Headquarters in Okinawa.

He purchased his first Kangen Water machine to improve his family's hydration and wellbeing, and he had supreme confidence in the technology. "I was also impressed by the enthusiasm and energy of Enagic team members exhibited during one of the training sessions," he says. "I was surprised to see their energy and happiness."

Nageshwar already has many happy memories with Enagic, starting with his first Kangen Water machine's installation. Still, the pinnacle so far was when he was promoted to 6A on Feb 15, 2020, at Delhi's convention center. He recalls, "My emotional speech about my journey from ordinary to extraordinary, before my father, was a dream come true and the

whole crowd of 2,000 people gave a standing ovation to both of us for this proud and unforgettable moment."

Of course, even a fast riser like Nageshwar still faces hurdles to success, and he wouldn't have it any other way. "When we are chasing our dreams, there are no difficulties; we only have challenges," he says.



When Nageshwar started his Enagic journey, he had to work in an unknown city with people he didn't know. "Emotionally and physically, I was far from my family and most of the time, I was travelling from state to state, changing the food, water and climatic conditions was challenging," he says. "Secondly, as a trainer, I had to train the entire group and



promote the machines at the same time. I was the youngest team member and I had to train and guide people from all age groups.” He also made efforts to explain the machine pricing: “Convincing people about the uniqueness and advanced technology was hard.”

Nageshwar thinks of a quote from former Indian president A.P.J. Abdul Kalam when facing challenges: “Winners are not those who never fail, but those who never quit.” He channeled that mantra into an indomitable, structured practice. “It is very important to train your team to be responsible, fearless and committed,” he adds. “Creating a duplicatable system, which should be self-automated in execution. Managing our time effectively and always focusing on quality is imperative.”

Nageshwar didn’t become the fastest independent distributor to reach 6A2-3 by chance. He’s focused and determined, and already has a vision for how “every household

should have an Enagic machine by 2050.”

To achieve that lofty goal, his short-term strategy includes promoting 20 associates to 6A2-3 by 2021 and helping to organize a World Convention in India by 2024.

Midterm goals include reaching “one lakh (100,000) householders with this miracle machine” by 2025 and facilitating 100 team members to own their own home and luxury car.

Long-term, Nageshwar would like to see an Enagic presence in over 100 countries, driving reach to 20 lakhs (2 million) homes by 2035. Personally, he aims to be the “world’s youngest and fastest achiever in the rank of 6A2-8 by December 25, 2023.”

To quote Howard G. Hendricks: “Vision without integrity is not mission; it’s manipulation.” Nageshwar adds, “So, let’s work together for a healthy, wealthy and blissful world.”





India

Distributor Profile

Kondamu Lalitha

6A3-3



Science teacher Kondamu Lalitha was already well versed about water’s importance in everyday life, but what the Hyderabad resident witnessed on a 2016 trip to Malaysia with his close friend, 6A2 Vishnu Vardhan, still took him by surprise. Kondamu attended a Kangen Water demo at 6A7-6 Sam Sia’s house that he now describes as a “life changing opportunity.”

“The idea aligned with my ideology of impacting society in a good way and also self-beneficial,” Kondamu says. “It excited me and drove me to buy my first device.” Enagic didn’t convene any formal trainings or presentations espousing Kangen Water’s benefits in his home state, Telangana, so he had to find creative ways to market the products. “Minimal health awareness among people was one major hurdle,” he says. So were prejudices against other, less reputable direct selling companies that left potential buyers wary. “When I went to sell the product they used to refuse it without a second thought,” Kondamu says. “All these difficulties adding to my financial crisis made me mentally sick.” It took six months of sleepless nights to refine his Kangen Water presentation, which paid repeated dividends. “With all my persistent and consistent efforts it took me four years to achieve 6A3-3,” he says.

Kondamu credits success to many factors: goal setting, work ethic, drive, “hunger to succeed, positive attitude towards failures, dream, desire, and dedication towards becoming a better person myself and also





benefiting people around me.” Reaching 6A in just 15 months made him “the happiest person ever,” followed closely by the moment in June 2020 when his team yielded seven 6As, four 6A2s, and two 6A2-2s, filling his heart with “a sense of fulfilment and greater satisfaction.”

Kondamu is in a far better place than he was in 2016. His remarkable career ascension allowed Kondamu’s family to achieve financial freedom. “We are living

a better and healthy lifestyle, which I am really thankful of,” he says. “It also helped me create a network of like-minded people and create a positive ambience around me, which made my work easy and stress free.” Now that Kondamu is on solid footing, he aims to reach 6A3-8 and help elevate 10 more team members to 6A2-8 status. He looks optimistically toward the future, saying, “I’m planning accordingly and I’ll work hard to reach this goal at any cost.”



Nick Nakao

Enagic Employee Spotlight



Okinawa native Nick Nakao was in his late 50s and reeling from his company's recent bankruptcy in California. With nothing left, he returned home. He'd been hunting for 10 months to find a job and prospects were grim. His fortunes changed in 2013 when he discovered Enagic through the public job agency. Lucky for him, the person Nick was supposed to meet with wasn't able to make it, so he interviewed directly with company founder and CEO Hironari Ohshiro, who hired him. Nick worked in accounting in the Ukon factory for just three months before Mr. O flew him to Hong Kong for a manager meeting and surprised him with a promotion to Malaysia branch manager. He's continued to rise through Enagic's ranks and Nick currently works as MLM Business Director.

What were your initial impressions of Enagic?

It's a company with sudden change, such as my order to be transferred to an overseas branch.

What are your favorite aspects of working for Enagic?

Working mostly with overseas distributors.

What are the biggest challenges with working for Enagic?

Understanding different cultures and customs and understanding norms in each country.

What is your most memorable Enagic experience?

Opening the Dubai office, and the opening party. This was my first experience to open a new branch office and it was in the exciting city of Dubai.

How is Enagic different from other companies?

Our leadership is always focused on helping Distributors, NOT company profit.





What do you like about Kangen Water?

Taste. Great for hydration after consuming alcohol.
Better digestion.

Do you use other types of water, like Strong Acidic Water?

Yes, Strong acidic water for gargling and spraying on hands after returning home from outside. My wife cleans around kitchen. Strong alkaline water to wash veggies.

Do you enjoy any other Enagic products? Ukon, for example?

If yes, what do you like about Ukon?

I take Ukon before consuming alcohol. Also, my wife says the Ukon helps with her flexibility and joint health.

Which co-worker is your Enagic hero?

Mrs. Ohshiro (maybe I should not call her co-worker, but she is around).

What do you respect most about her?

Always thinking of Mr. Ohshiro, always helping him in all aspects, and always behind him, never a frontrunner. Always supporting Mr. Ohshiro and at the same time giving advice/her opinion behind the scenes.

What are you focusing on right now with the company?

Establishment of the Global Operation Center (GOC) and making a smooth operation of it, which involves new employees from different countries such as U.S.A., Spain, France, India, Brazil, Sri Lanka and more to come.

What are your objectives in the future with Enagic?

Establish better communication with overseas branches as well as distributors with Japan headquarters. Establishing a team to understand unique needs of each country and communicate with each and every country around the globe.



Enagic Golf Club at Eastlake to Host the Enagic San Diego County Open in October

After Enagic Founder and CEO Hironari Ohshiro purchased Eastlake Country Club in San Diego, PGA Professional Neil Finch gave it a new name: Enagic Golf Club at Eastlake. As the Vice President and Chief Operating Officer of the course, Finch wanted the hilly 18-hole track in Chula Vista to become known for quality, which was already apparent in Enagic products like the Leveluk K8 and Ukon. Now the course, which has undergone a comprehensive upgrade and renovation under Finch's direction, is going to play host to the Enagic San Diego County Open from October 13-15.



“The golf course had great topography and was originally designed by Ted Robinson, Sr.,” Finch says. “It was just built 30 years ago and the golf equipment was not the same, so the course had become somewhat antiquated. The golf ball goes so far now, therefore the course was really too short for a PGA professional tournament.”

Finch added 12 sets of tees and 350 yards to the course and reduced the par from 72 to 70, changing two par 5s to par 4s. To further challenge PGA Tour pros, he added 11 bunkers, using the dirt to make the tees using a process called “cut and fill” in golf architecture jargon. To beautify the course, they’ve overseeded the Bermuda grass fairways and roughs with Rye grass. “The fairways will stripe up,” Finch says. “It’s going

to look so beautiful.” A fresh paint coat on the clubhouse will also help spruce up the look.

“We inherited a course that was literally abused,” Finch says. After the recession hit in 2008, the previous owners weren’t willing to invest money to keep the course vital. “A golf course is a living organism,” Finch says. “We trimmed and pruned the vineyard. It takes a while to do that. Now the fruit is getting ready to show itself.”

Upgrades have already boosted revenue. “Our rounds of golf have increased enormously because we have improved the product,” Finch says. “Our rates have gone up over 30% and our rounds have almost doubled since Mr. Ohshiro purchased the golf facilities.”

Finch has the experience to maximize Enagic Golf Club at Eastlake's potential. His storied golf history started with a North Carolina State Junior Championship and a 1981 NCAA Men's Golf Championship with Brigham Young University. During his freshman year, he joined the Church of Jesus Christ of Latter Day Saints and traveled to Japan as a Mormon missionary for two years, which is where he learned to

speaking Japanese. From there, he worked at prestigious courses like Monterey Peninsula Country Club and nearby Pebble Beach Golf Links in Pebble Beach and Kapalua on Maui's west coast. While on Maui, he played in the equivalent of the developmental Korn Ferry Tour, but never quite made the PGA tour. He injured his wrist and pivoted to administrative and managerial duties.



At age 29, he became the General Manager and Director of Golf at Princeville Resort, Hawaii's largest golf resort at the time, and worked with famous architect Robert Trent Jones, Jr. to design the Prince Course, which became ranked one of the world's Top 100 golf courses. He returned to the mainland and spent some time in the Palm Springs area, working at venues like Indian Wells Country Club before buying and selling his own club, Indian Springs Golf Course in La Quinta. He was working for Landmark Golf when Mr. Ohshiro's friend introduced them, and they worked out the terms for Finch to take Eastlake to the next level.

In addition to re-launching the San Diego County Open this fall, Finch also signed a contract with the SCPGA to host three pre-qualifiers for the PGA Tour's Farmers Insurance Open, starting in 2021. Consider the next level unlocked.

The pandemic has limited Mr. Ohshiro's travel, but he hopes to be at the podium on October 15 for the San Diego County Open trophy presentation. "Mr. Ohshiro is going to be grinning from ear to ear," Finch says. "He should be very proud of what he has created."

Stories of Success

Struggle Promotes Improvement

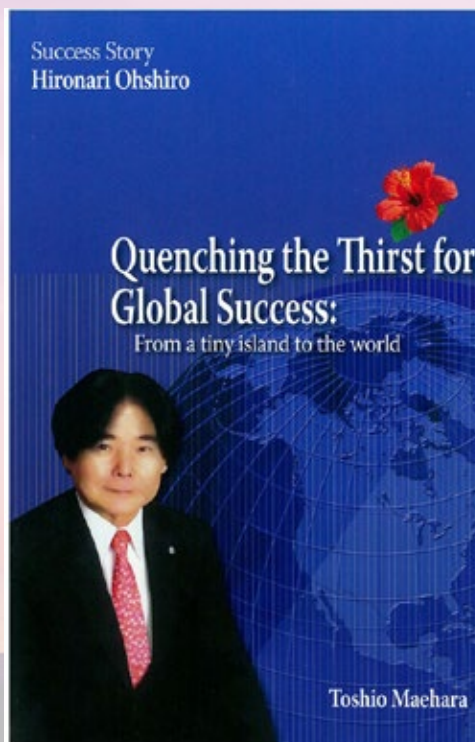
Ohshiro sees mistakes and failures as a bounty. Within failure are the vestiges of the energy a person has expended on developing ideas, making plans, and putting things into operation. Failures also contain a wealth of time and of wisdom. This means we do not repeat the same process. We can also add the uniquely Japanese idea of kaizen, "continuous improvement." People who see failure as futile are the same people who cannot keep forward. By taking a positive attitude toward failure, that very failure can become the platform from which we launch ourselves toward the next level.

If you allow yourself to be defeated by difficulties, you will be inevitably setback. If you instead seek to win out against your difficulties and to push past them, then you will foster a tough spirit, able to

cope with the environment around you.

In other words, we should make ourselves stronger through constitutional improvement. Once you have experienced difficulty, you can have compassion for others facing difficulties. If we go through life without coming up against failure and struggle, we will end up weak and feeble, as if we had been raised in a glass house. Salesmen and women need to have the drive and the fight to get back up after they have been knocked down.

People who are cautious and try to avoid failure and difficulties from the offset do not have the courage to face difficulty head-on once it does arrive. Struggle is a prerequisite for constitutional improvement. We need to be aware of this from the outset.



Above is an excerpt from the book *Quenching the Thirst for Global Success, the Success Story of Hironari Ohshiro*. Toshio M. (2015)

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

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