



ENAGIC GLOBAL E-FRIENDS

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Enagic®

*Distributor Profile: Malik Brothers
6A6-3 Updesh & 6A2-3 Sudesh - India*



*End of Summer Ushers
in the Final Season!*





*“ My autumn will be
spent reviewing the success
we’ve enjoyed so far ...
I’ll be asking
myself how I can empower
and expand to reach
more and more people.”*

Message from Mr. Ohshiro

In Japan, we are very careful to eat delicious foods that are perfectly in season. We call this SHUN (旬), which means “season” and always reminds us to remain present. We’ll enjoy tender bamboo shoots in the spring, fresh eggplants in the summer, matsutake mushrooms in the autumn and daikon radishes in the winter.

Now with the advent of the autumn season, how are you remaining present in your expansion of the Enagic dream? Was your summer “hot” with activity? It’s time to really take the lessons from the spring and summer and invest them powerfully in your upcoming fall and winter.

I’m reminded of the Momiji-Matsuri (紅葉祭り) or Autumn Leaves Festival in historical Kyoto. It’s a wonderful time to appreciate the palette of dazzling fall colors that nature paints before our eyes. I like to think of each of the leaves as individual contributors to the greater autumn landscape.

We are each like a leaf in this motif. Each special, each unique, each skilled and each a part of something so much greater than ourselves. Our very expansive Enagic family is now composed of wonderful people from countries around the globe. YOUR home is counted amongst that array of global families as YOUR efforts matter!

My autumn will be spent reviewing the success we’ve enjoyed so far this year. I’ll be asking myself how I can empower and expand to reach more and more people. Every single person on this Earth deserves to be drinking refreshing and healthy Kangen Water, so I need YOUR help to make that happen! We’ve got work to do!

I urge you to reflect on the year to date and to take stock of your blessings. Review your own efforts and ask “WHO out there needs ME to change their life?” Then forge forward and make the difference you were meant to make.

Let’s all enjoy the movement through the seasons and continue to spread the Enagic message of True Health!

**To your continued seasons of success,
Hironari Ohshiro**



Distributor Profile

- Sibling Success -
The Malik Brothers (I)

6A6-3 Updesh Malik - India

Perhaps you've heard the phrase, "seeing is believing". This simply means that while you can tell someone about something, the strongest and most convincing evidence one can ever receive is evidence which is shown directly to someone. This idea rang true with Enagic Distributor, 6A6-3 Updesh Malik. He was originally informed about Kangen Water through prominent distributor Sam Sia, but was immediately turned off by the price of the machine. It wasn't until he saw a live demonstration that the price tag made a lot more sense. After all, a top quality and effective product should have a price indicative of such.

Despite his initial reluctance, Updesh made the decision to not only purchase a machine, but three machines in total for him and his family. He made his purchase in November of 2015, but simply couldn't wait to start spreading knowledge of this incredible water to as many people as he could. However, it wasn't always smooth sailing. In the beginning, not only was there no office in India, meaning he had to travel to Malaysia for all of his business dealings, but he also didn't have a bank account at the time. As it turned out, many people were very hesitant to give cash for such a large purchase. However, for Updesh all of these setbacks were not setbacks at all. In fact, he felt as though it was part of the fun of the whole thing.

"This business did more than just give me incredible water for my family and I. It also gave me a chance to really test my ilk in the wild and exciting world of business. While some saw my situation as full of hardships and setbacks, I saw them as exciting obstacles to overcome, like a gymnast vaulting over a pommel horse!" After four years of hard work, he finally achieved the rank of 6A 6-3. When asked what his key to success was, he said, "The key to my success may surprise you. While most would say dedication, or hard work, I found that my key to success was my goal setting. The thought of failure never crossed my mind, as I had set my sights on being the number one distributor globally. I knew





full well the time and effort that it would take, and to this day, keep that as my goal and driving force. I also found that the more I helped those around me, the more I benefitted. Be sure to always put your distributors and downline first, because you succeed as long as they do! It's truly amazing to be able to achieve success from helping your fellow man!"

Updesh feels he has received many blessings thanks to Enagic and its policy of True Health. Not only has he experienced great health benefits through proper hydration, but he's also received great financial health, another tenant of Mr. Ohshiro's message of True Health. Looking back on his journey, Updesh tried to select the moment that had been the most-life changing for him, but surprisingly, he came up blank. "It's interesting. When I'm asked about my happiest moment, I always have to respond by saying I don't know, because I truly don't. While the changes Enagic has given me the opportunity to make have been incredible, I find it hard to select a happiest

moment, as I don't feel that I'm done having happy moments yet! I'm sure my happiest moment is still on the horizon waiting for me at 6A6-8!"



Updesh hopes to achieve the lofty rank of 6A6-8 by the year 2023, as he continues to educate the world about Kangen Water and creates top-ranked distributors who will not only get as much out of life as he's been able to, but also spread the message of True Health to thousands upon thousands of more people.



Distributor Profile

- Sibling Success -
The Malik Brothers (II)

6A2-3 Sudesh Malik - India

For some, sudden changes can be daunting. However, a drastic change can be exactly what you need to spark a wave of success that you can ride for the rest of your life. This was the case for Sudesh Malik, who up until July 2016, worked at a film production studio that provided steady work and pay. Earlier in 2015, his brother told him about Kangen Water, but he was hesitant to go along with him as it seemed this was just another MLM program. Sudesh was invited to a product demonstration where his viewpoint began to change as new information was revealed to him. He immersed himself in the world of Kangen Water, knowing full well that it was the best way to go about learning something new. After many more demos and personal research, he realized that this wasn't just some fly-by-night Multi Level Marketing scam, but a legitimate business opportunity.

Sudesh was surprised by the quality of the machine, as well as the generous compensation plan that he became sure would be the key to his life changing for the better. In July of 2016, he quit his previous job and decided to tackle Enagic full time! "It was time for a change. I was hesitant at first, as most would be in my position, but I knew that if my life was to change for the better, I would have to be the one to change it." He was met with difficulties he had never faced before, as he had never tried to run his own business until then. There weren't any marketing materials or education

centers for Enagic in India, so it was up to him and his brother to create these important tools.

He took the time to produce a demonstration catering to the India populace, as well as many other demo and training videos that are still widely used in the India marketplace. He even went as far as publishing a book to spread the awareness of Kangen Water and Mr. Ohshiro's message of True Health. After forty months of dedication and tireless hours, Sudesh reached the rank of 6A 2-3. There wasn't a day that went by that he





didn't check in on his team members, and he attributes much of his success to this consistent and important interaction. "It's important to involve yourself with your team. Their success is your success, so don't take their effort for granted! Show them that you are just as willing to jump on the frontlines as you expect them to be. Remember, you can't expect something of others that you wouldn't expect of yourself."

During his career with Enagic, he's had the pleasure of meeting Mr. Ohshiro, becoming a 6A and even becoming a certified Master Trainer! It's these experiences that he feels has kept him motivated to continue pushing; these glimpses of an incredible life that he just *had* to be a part of. Sudesh isn't through yet, as he looks to the future and the opportunities it holds.

"I've seen the joy that Enagic can bring firsthand. Both my family and I have never been happier or healthier than we are right now. I hope that I can help others

learn about Enagic and Kangen Water, as well as spread the message of True Health around the globe. That is how the world will succeed!"



Sudesh is currently working on a project that he hopes will help connect distributors globally and provide a place where information can be freely accessed between top leaders. He hopes that this system will be exactly what the world needs to better spread the message of True Health.





Branch News

India

A Market on the Move!



Most distributors are focused on their local marketplace, as that is where the majority of their contacts reside, so, naturally, the main focus would be in their backyard. As such, it's hard for many people to truly understand the ever expanding global reach of the Enagic opportunity, but more and more people are finding out and more and more locations around the world are discovering the amazing power of health through hydration and the concept of True Health! Only a few short years ago Enagic opened an office in India, but in that time the India market has grown considerably.

The office is located in Bangalore, India, which is considered the "Silicone Valley" of India, with many hi-tech companies conducting operations in this modern, growing city. Although this is one of the newest offices, distributors are already achieving tremendous success with the help of their sponsors and the dedication of the office staff, including tons of new 6A's and many new 6A2's, 6A2-2's and even a few 6A2-3's! The India market represents a massive opportunity, as the number of "affluent" people in India, according to recent studies, is estimated to be well over one hundred million people! And this doesn't include the over one billion other people who call India home. That's a lot of opportunity!

All this opportunity may be exactly why the India office and the India marketplace has grown so rapidly. In just the last year, the India office has doubled their sales production, which has been attributed to the ongoing support of the office staff, as well as the incredible dedication of the distributors in India. Many of the top leaders, like Sam Sia, are also credited for helping establish and support this tremendous growth.

The success currently enjoyed by our India distributors has not always been easy. Early on there were a lot of obstacles and it took time, patience and a never quit attitude to not only get the India market open for sales and distribution, but to set the foundation on which the marketplace is

being built. Without the tireless dedication of staff and distributors, the impressive regional growth of India may never have been realized.

The branch manager, Mandar, gave his opinion about why India is doing so well, "Our incredible office staff has gone above and beyond the call of duty to help ensure that the distributors in India have an opportunity to succeed. It's taken long hours and personal sacrifices to get us where we are, but everyone feels it has been worth it! We've been able to reach many families very quickly and we've been able to create awareness of not only the products, but the idea of True Health. Wellness is a universal desire, as everyone wants to feel better, so we just had to figure out the best way to share this idea in the India market. With the help of the local distributors, we've been able to do just that and our dramatic increase in sales shows it. Now we are not only focusing on continued growth, but also on supporting both our distributors and customers, providing them with the best products, service and support available; creating satisfied customers and productive, successful distributors!"

Enagic is proud of the outstanding success of the India office and the India distributors, and we look forward to continued success and growth! The amazing success of the India market is a shining example of the way the international community is embracing Enagic and the idea of True Health!



Industry Insight

Australia

Healthy & Delicious...Down Under

As any health minded individual will tell you, true health must start from within. The most surefire way to attain a happy and healthy lifestyle is through proper hydration and a sensible, nutritious diet. It was this idea which motivated Dave Gray, owner and founder of Dolce Terra, in Sydney, Australia, to open his own whole foods café. The café started with a simple, yet very important mission statement, "the only way to fuel an active and healthy lifestyle is to consume feel-good food that was designed to improve one's day-to-day life."

Gray made it a point to ensure that every dish, from the salads, all the way to the main courses are nutrient dense wonders loaded with super foods, nuts, seeds and sprouts. With a continuous goal of providing an even healthier lifestyle for his clientele, introducing Kangen Water seemed like an incredibly natural step forward in giving an even better experience for customers. When Gray discovered the amazing benefits of proper hydration, he felt that if he was to claim he was trying to provide the very best, he had to be giving out Kangen Water as well. Beyond just being the best water, he also felt that Enagic's ideology of True Health perfectly aligned with his own idea of achieving maximum enjoyment out of life.

His clients, being mostly athletes, have always been fans of the healthy options Gray has provided, but now they flock in even greater numbers for both the gourmet super food cuisine and healthy and delicious Kangen Water! He has successfully integrated both Kangen Water and True Health into his café over the past few years and has been amazed by the tremendous results! Not only has there been an increase in customers, raising his profits, but he's also been able to use the various grades of Kangen Water to replace chemical cleaners, as well as reduce ingredient usage, which has lowered his overhead costs and increased his profit margin even further!

"When I started this café, I truly felt that I was a minority in regard to my ideals of health and living a proper lifestyle. As I continued my journey of health, I met more and more people whose ideas were congruent with mine. It was one thing to find certain people who saw the world as I did, but to find a company that completely aligned with my way of thinking and was trying to achieve the same goal through different means was truly astounding! Now armed with Kangen Water and a tight-knit group of individuals that also wish to spread the message of True Health, I have no doubt that my reach will extend further than it ever could have before.

Gray has his sights set on the future of his café and sees a promising path before him. It is his hope that he can continue to not only spread his own ideals in regards to health, but Enagic and Mr. Ohshiro's message of True Health as well. If you find yourself in the Sydney area, be sure to check out this amazing spot for some healthy food and refreshing and hydrating Kangen Water.

DOLCE TERRA:

Shop 2, 5-7 Raglan Street, Manly Beach, Sydney, NSW, Australia



Branch News

Dubai

Dubai 6A2 Leaders Spotlight

The office in Dubai is one of the newer branches in the ever expanding Enagic global presence. Even though this office is relatively new and still holds much potential, its worth noting that the distributors who call Dubai and the surrounding regions home have already made impressive steps to make Dubai one of the busiest and most productive offices in the world. We'd like to take this opportunity to spotlight a few of the distributors who are assuming leadership roles and helping in the ongoing development and success of the Dubai office.



6A4 HEMANTH KUMAR



All too often, potential business ventures fail because of a lack of knowledge, which is why Enagic distributor Hemant Kumar made sure to immerse himself in the world of Kangen Water and learn as much as he possibly could before

moving forward on his business. Initially, in October of 2015, Kumar's father told him about Kangen Water after being introduced to it by prominent distributor Sam Sia in Malaysia. While things sounded great, the price point simply had him appalled. He just couldn't see why the machine was so expensive. It wasn't until January of 2016, that Kumar attended a Kangen Water Demo, having been tricked into going by his father.

"I must admit, I was a bit agitated by being tricked into going, however, as the demonstration progressed, my annoyance was slowly replaced by bewilderment and intrigue. It was as if magic was being performed in front of me as more and more potent and powerful information was being presented!" He learned of the dangers of bottled water, as well as many eye-opening truths in regard to the many things we drink. The decision to join the business happened the following day at the Essential Kangen Workshop being hosted by Sam

Sia and Ming-Way Sia. It was here that Kumar had all the pieces fall into place. Between the incredible benefits that could be achieved through proper hydration and the incredible business opportunity, he knew he had to move forward and strike while the proverbial iron was hot.

Even though the machine was purchased in January of 2016, it wasn't until two months later that he actually started seriously pursuing the business. He knew full well that all the motivation and drive in the world would mean nothing if he didn't know what he was talking about. After all, how could he be trusted or taken seriously as a twenty-three-year-old fledgling business man if he wasn't well educated on the subject of Enagic and Kangen Water? As such, the first two months of owning a machine were spent immersing himself in not only Kangen Water, but with information and knowledge on the subject. He was met with harsh criticism from friends and family at first, but his now wide knowledge base and confidence helped shed those initial biases.



For the next three years, Kumar put his nose to the grindstone and in August of 2019, achieved the rank of 6A4. When asked about how he made his journey successfully, he said, "There are three key components to my success. One, be sure to invest time in learning and applying knowledge in whatever endeavor you're trying to pursue. Two, have an unshakeable belief in the product, company and yourself. Finally, realize that true success will come not from helping oneself, but ensuring

that those around you are able to experience the joys of success!" Enagic has provided a brand-new life for Kumar and he hopes to spread that potential for change around the globe. His journey has been very rewarding; he's been exposed to new cultures, stories of success which he's helped cultivate, and he's even been able to give back to his family. His goal is to obtain the rank of 6A5 by the end of the year, and 6A5-2 by January 2020!

6A2 JALAL ZAITOUNI



They say hindsight is 20-20, simply meaning that, while looking back on a situation, it can be abundantly clear what the proper course of action should have been. For Enagic distributor Jalal Zaitouni, it's easy for him to see how different life

could have been if he hadn't finally made the decision to move forward. In August of 2016, Zaitouni was pressured into attending an NLP course in Dubai for 2 days. He felt that the next two days were going to be torturous, but nothing could have been further from the truth! The event was eye opening, between the course itself and meeting Simon Loh and Hemanth Kumar, two very successful distributors with Enagic.

Once home, he was invited to a product demonstration by Simon Loh and was amazed by Kangen Water. He decided to purchase a machine in November of 2016, after meeting and speaking with Enagic distributor Sam Sia; however, it was a hard-fought battle. Zaitouni was skeptical about Enagic's business plan, as he felt it was just another questionable MLM business. It got to the point where Sam nearly gave up on him as it seemed Zaitouni would simply not budge from his position, despite the plethora of information presented to him. "Looking back

on the situation...it's actually rather embarrassing! I was so pig headed, and set in my beliefs that I refused to see the truth in the information presented to me. It's almost frightening how close I was to not making a decision that has since changed my life for the better in so many ways."

With the machine now purchased, Sam Sia invited him to a Kangen Workshop event at the Enagic Malaysia corporate office's 4th anniversary gala. It was there that his mind was opened to a new universe of possibilities through Enagic. He heard a multitude of stories and was presented with such compelling information that he simply had to attack this business opportunity with everything he had. He made his first sale on December 2nd of 2016, but had 38 sales by the end of the month! He went all out and in only twenty months, achieved the rank of 6A2. He attributes much of his success to the support of his sponsor and their team. It was their guidance which helped him realize that the true business model for success was to help others succeed. Since his business began, he's seen many drastic life improvements.



Once the proprietor of his own air conditioning company, his time was almost constantly consumed on a 24/7 basis just to keep things running smoothly. Now, he's been able to make the same amount of income through Enagic, but with a significantly lower time commitment, meaning he can spend that extra time with his four children. Aside from the additional time with his kids, he's also been privy to many unique and incredible experiences, thanks to Enagic. The biggest event for him was when he attended the Enagic Dubai grand opening which marked a turning point for the Kangen Water market in Dubai. In the future, he hopes to travel the globe to bring Kangen Water and Mr. Ohshiro's message of True Health to untapped marketplaces throughout the world!





Branch News

USA, CA

Life - Full of Learning, Full of Surprises

Too often, our own perceptions on life and prejudices can get in the way of truly incredible opportunities. It is crucial to any business minded individual that one stays open to new possibilities and to gain these opportunities in an effort to give them the credence they truly deserve. For 6A2-2 Jeffery Estana, these words would be the very ideas that set him on a highway to success. In his early professional

life, Estana had the chance to work for one of the most predominant corporations in the United States. Through this endeavor, he was able to pick up professional skills which still serve him to this day. Over that long career, he learned many things about business. Most importantly, he learned that he wanted to be in business for himself, not others.

"I had seen the corporate world for what it was. I had learned how things were done with some of the most successful global empires, and I knew that there was enough in this world for me to work hard and take my share as well." About seven years ago, prominent Enagic distributor Daniel Dimacale started sampling the office where Jeff was working. He went along with it and gave the water a try.



Further on down the line, he was invited to a cruise in Long Beach harbor. Naturally, he accepted the invitation, as at the very least, it sounded

like it was going to be fun! When he got there, he noticed a few things that made this cruise unique. The first, was that everyone on board was given a glass of water instead of the usual soda or alcoholic beverages normally served at these functions. The second was that it seemed everyone on board was either already drinking Kangen Water, or was new to it, just like he was. This surprised him immensely. After all, it was just water, right? As the day went on, he heard story after story, testimony after testimony, and the magic of the water was slowly but surely being revealed to him. As soon as he saw the demonstration, he was hooked and made the moves necessary to purchase his own unit.





He saw this as the opportunity he needed; a promising product that came with an even more promising business venture. He worked diligently and amassed a decently sized team, but for one reason or another, they slowly drifted apart and he was once again left at the bottom. He didn't allow that to detour him though, as he continued pushing forward and eventually grew a team that helped him achieve the rank of 6A in only two years. "I learned a lot about running a business that first time around. While my corporate background may have given me a leg up on the everyday individual in some aspects, I also realized it was dragging me down. My knowledge did not transfer over on a 1:1 ratio, meaning, I had to relearn many lessons, as if I was brand new myself. Don't be afraid to say you're wrong and be willing to start from scratch!"

Since then, he's achieved the rank of 6A 2-2 and even had the opportunity to sit in on a 6A 2-3 and Above meeting by being invited by Mr. Ohshiro himself! The most surprising thing that happened to him came from out of left field. While depositing some of his Enagic earnings, he received 3 calls from an unidentified number. Initially thinking they were spam calls, he ignored them, until he received a very important text message. Attached to the message was a picture of Mr. and Mrs. Ohshiro smiling next to his car outside of his bank. They just so happened to be there at that exact time! He made his way outside and was absolutely ecstatic when he got to see the visionary behind True Health in person, and was even invited to an event that same day at the newly established E8PA EastLake Country Club. "Remember, life is about goals, but most importantly, actually accomplishing them. A man with goals but no drive will go nowhere, and a man with drive but no goals will become lost. Stay focused and stay determined, and the dream of True health can surely be yours as well!"





IT Solution Case Study: A Distributor Essential

Enagic continues to experience unprecedented growth and several distributors have stood out for their contribution in this growth and their accelerated rise through the distributor ranks. One of those individuals is 6A4-5 Dang Nguyen. He attributes some of his rapid success to effectively utilizing his E8PA membership. The E8PA (Enagic 8 Prosperity Association) is much more than just amazing amenities, like having access to lush golf courses, a soothing mineral spa or rolling a few enjoyable frames at an Enagic bowling alley. Membership also provides the opportunity to earn E-Points that are redeemable for airline tickets and hotel stays. It also offers discounts on participation fees for global meetings and conventions, as well as official seminars. While these and all the other amenities available with E8PA membership are great, there are also programs within the E8PA specifically designed to provide each distributor with access to comprehensive business building information and data.

This important company information has not always been directly available to distributors, but Mr. Ohshiro realized that access to this vital information would allow distributors an in-depth analysis of their business, so he instructed the Enagic IT Department to create a way for distributors to gain access to this important data. As independent distributors, the dealings of each distributor is ultimately the responsibility of each individual or business entity, not Enagic; however, Mr. Ohshiro understands that as a distributor team grows, it becomes more and more difficult to know everything that is happening. This is what inspired the E8PA IT Solution program.

The E8PA IT Solution program has many different facets. There is Distributor Support Portal (DSP); Distributor Support Service (DSS); Distributor Genealogy Solution (DGS); and E-Point Solution (EPS), which accumulates points based on personal and group sales. The points can then be redeemed for travel expenses for trips to Okinawa and Osaka to visit Enagic facilities and for trips to attend Enagic Global Conventions and meetings worldwide as mentioned above. The E8PA Email Service allows participating distributors to receive email notifications of expected commission payments. When combined, the generated reports of each of these different aspects of your business are able to provide a comprehensive look at the business growth and development.



Dang Nguyen is an excellent example of a distributor who has embraced access to this information and has maximized its availability to strategically grow his Enagic distributorship. We sat down with Dang to get additional insight into the way he uses his E8PA membership to build his business.

“I have been an E8PA member for almost three years now. During that time I have received many benefits from the program. As an E8PA member, I have access to a comprehensive back office, where I can see my genealogy, my sales reports and my organizational Bubble Tree.

It's extremely helpful to be able to monitor my system. By reviewing my team's activities I can see the sales coming in each day and the branches which are growing in my Bubble Tree. With this vital information I know exactly how I can help my rising leaders place their sales for maximum benefit and organizational development. It also allows me to build in the correct way in order to help everyone achieve their goals. In addition, as an E8PA member, I have earned many E-Points which have mostly come from my team's machine and Ukon sales. These accumulated points have allowed me to travel extensively for Enagic events, without a worry of travel and lodging costs. This is just one more of the numerous benefits from being an E8PA member. I also receive discounts for my Ukon purchases and renewals. As a businessman, every advantage I can get is valuable, which is why I like the E8PA program so much. It holds so many benefits that an Enagic distributor would be foolish not to take advantage of the program. As of right now, over half of my entire organization are members of the E8PA and we all love it! I strongly recommend every Enagic distributor to join the E8PA program if you truly want to be successful in this business.”

Many top leaders use and recommend the E8PA IT Solution and believe it is something which should be used by all distributors. Enagic would like to thank Mr. Nguyen for his E8PA membership and for sharing his insight and opinions about the E8PA IT Solution and how he has been able to utilize it to grow and monitor his business activities. Every distributor serious about success with Enagic should consider E8PA membership. Contact your local leader or visit the E8PA website to find out what this amazing program has in store for you!



IMPORTANT ANNOUNCEMENT

Enagic delivers what YOU need!

We're supremely pleased to announce that all currently active D1 status Enagic distributors (previous and new) will enjoy the strategic leverage of our proprietary backoffice genealogy system. This is your opportunity to get an in-depth look at your growing organization.

As a new distributor, you'll receive an email notification with your sign-on and password. View your genealogy by visiting the website below!

For existing active, D1 distributors who have forgotten their passwords, simply connect with your local sales office to have it reset.

We're also very pleased to announce the development of our English as a Second Language School in San Diego.

As an E8PA member, your children qualify to attend our school to learn English. Visa sponsorship is also available! Stay tuned for details!

*Scan to access
the Distributor Support Portal!*



→ <https://information.enagic.com/mypage>

Distributor Fundamentals

What's in a Name?

The Terminology of the Industry

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



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

CONTINUOUS IONIZED ELECTROLYSIS WATER GENERATOR

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

KANGEN WATER

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

things that keep us from arriving at a state of balance and harmony. Enagic actually promotes five different types of “Kangen”: *Bodily Constitution* = Good Health, *Fair & High Income* = Good Earnings, *Quick Return* = Rapid Financial Reward, *Appreciation / Compassion* = Care of Self & Others and *Societal Support* = Care of the Community.

pH

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

ALKALINE

- On the pH scale, any measurement above neutral (7.0 pH) is considered alkaline.

ACIDIC

- On the pH scale, any measurement below neutral (7.0 pH) is considered acidic.

ORP

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

PLATES

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

ELECTROLYSIS / IONIZATION

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

ELECTROLYSIS CHAMBER

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

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

ENAGIC GLOBAL CONVENTION IN LAS VEGAS

SEPT 3RD - 5TH, 2020



Challenge



Early Bird price
is **\$249**. Regular **\$399**.
Buy now and Save \$150!
Sale begins on **September 5th, 2019**.



First 1000 tickets purchased
will receive a **FREE** ticket to
The Beatles LOVE by Cirque du Soleil.
(1 ticket per 1 account)

| | 9/5-12/31 | 1/1-3/31 | 4/1-6/30 | 7/1-7/31 | 8/1-9/2 |
|----------------------------------|--------------|--------------|--------------|--------------|--------------|
| Ticket Sales | \$249 | \$279 | \$309 | \$339 | \$369 |
| 88PA BLACK & PLATINUM | \$219 | \$249 | \$269 | \$289 | \$319 |
| SILVER & GOLD | \$229 | \$259 | \$289 | \$319 | \$349 |
| CRYSTAL & BRONZE | \$239 | \$269 | \$299 | \$329 | \$359 |

\$399



Held at the Mirage Hotel, Las Vegas



WWW.ENAGIC-CONVENTION.COM/202009

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FLYING TO VEGAS PROMOTION



ENAGIC'S FLYING TO LAS VEGAS PROMOTION

starts 9/5/2019 through 12/31/2019

Early bird pricing of \$249 begins September 5th, 2019. Our theme is "Challenge," and we'll be offering the **Top 8-Point Producing participants** three options to win one free Convention ticket, free Mirage Hotel accommodations, and free *air travel* for one person. Winners from 1-50 receive one Convention ticket, free hotel accommodations, and free *air travel* for one person. Winners from 51-100 will receive one free Convention ticket and free hotel accommodations. Winners from 101-200 will receive one free Convention ticket.

TO QUALIFY for the promotion, participants must purchase a ticket during the qualifying period from 9/5-12/31.

air travel is economy class

- 1-50 ♦ **TICKET, HOTEL, & AIRFARE** (Approx Value \$2500)
- 51-100 ♦ **TICKET & HOTEL** (Approx Value \$1000)
- 101-200 ♦ **TICKET** (Approx Value \$399)

SALES PRODUCT POINT VALUE

| | |
|--------------------|--------|
| E8PA Black card | 80 pts |
| E8PA Platinum card | 60 pts |
| E8PA Gold card | 40 pts |
| E8PA Silver card | 20 pts |
| E8PA Bronze card | 10 pts |
| E8PA Crystal card | 5 pts |
| K8 | 50 pts |
| Super 501 | 60 pts |
| SD501U | 50 pts |
| SD501 | 40 pts |
| SD501 Platinum | 43 pts |
| Anespa DX | 24 pts |
| Jr II | 24 pts |
| Leveluk R | 20 pts |
| Ukon Sigma | 20 pts |
| Ukon DD | 10 pts |
| Ukon DD Repeat | 15 pts |

FOR ALL 6A2-4 AND BELOW
GLOBAL DISTRIBUTORS

APPLIES ONLY TO SINGLE PAYMENT SALES

Design © EnagicWebSystem.com

Cooking with *Kangen*

Spicy Fall Harvest Pumpkin Soup (Gluten & Dairy free)



As the summer months come to an end, the Fall harvest is ushered in, which brings a bounty of different squash, including the most famous squash of them all, the pumpkin. Although many people only think about pumpkins during Halloween, this often overlooked squash actually has many health benefits! Pumpkin is a highly nutrient-dense food. It is rich in vitamins and minerals but low in calories. Pumpkin seeds, leaves, and juices all pack a powerful nutritional punch. This delicious recipe will make you rethink the pumpkin as more than just a seasonal decoration or jack-o-lantern!

Ingredients:

- ½ cup roasted pepitas / raw pumpkin seeds
- 2 tablespoons olive oil
- 1 small onion – chopped
- 2 cloves garlic, minced
- 1 small can mild green chilies – rinsed and chopped
- 2 teaspoons brown sugar
- 1 teaspoon ground cumin
- ½ teaspoon salt
- ¼ teaspoon freshly ground black pepper
- ¼ teaspoon red chili flakes (optional)
- ¼ chopped cilantro (optional)
- 1 (15 ounce) can pureed pumpkin (NOT pumpkin pie mixture)
- 1 cup gluten free chicken or vegetable stock
- 1 cup 9.5 pH Kangen Water
- 1 (14 ounce) can coconut milk

Directions:

1. If using raw pumpkin seeds, toast pumpkin seeds for about 3 minutes in a dry skillet over medium high heat until browned and you can smell the oils being released. Set aside. If using pre-roasted pepitas, simply set aside.
2. In a large sauce pan heat olive oil over medium heat. Add onion and sauté until translucent – about 5 minutes. Add garlic and chopped chilies. Sauté for 2 minutes. Add brown sugar, cumin, salt, pepper and red chili flakes. Sauté for another minute and then add the pumpkin, chicken or vegetable stock, Kangen Water and coconut milk. Stir well. Reduce heat and cook until heated thoroughly (about 5 – 10 minutes).
3. Process soup in blender in batches until smooth. Make sure you remove the center piece from the blender lid so that pressure does not build up, making the soup “burst” in the blender.
4. Garnish soup with pepitas / pumpkin seeds and cilantro (optional).
5. Salt and pepper to taste & ENJOY!

Tasty Tip:

Tortilla chips make a great substitute for crackers for this delicious soup!

Live Healthy - Live Delicious!

Stories of Success

The Seasons Bring Change

"Sometimes, in life, good can come out of misfortune. And for Ohshiro, his unlucky turn was to bring him together with someone very special indeed. One problem had been dealt with and waiting for him in Osaka was a man he did not yet know: Mr. Gushiken, President of the Sony sales branch in Osaka. Ohshiro's contact with President Gushiken was transformational: it would bring enough good fortune to drown out all of the difficulties he had suffered thus far. Life is all about who you meet. Ohshiro's life certainly changed direction with this particular meeting.

The warm spring sunlight is a gift from nature, a reward for enduring the long winter months. The energy from the sunlight stirs awake the living creatures which have spent the winter burrowed deep in the earth. I have seen the snows of Alaska; the year-long drifts, the midsummer snowfall. But the snow piles are melted by the summer sun and the flowers begin to push their buds up from the ground. The darkness of a tunnel is not everlasting. Drive on and soon you will see the light at its end.

Now, Ohshiro was enjoying the warmth of the spring sunlight. We should be grateful for the people we meet in life, for those encounters are not simply coincidence. My life here, now, too is a perhaps best described as a collection of all the people I have encountered thus far.

Last year, in around December, one of my friends sent me this wonderful poem, the author of which is unknown. It describes a journey on a train:

At birth, we boarded the train of life and met our parents, and we believed that they would always travel by our side. However, at some station, our parents would step down from the train, leaving us on life's journey alone.

As time goes by, some significant people will board the train: siblings, other children, friends, and even the love of our life.

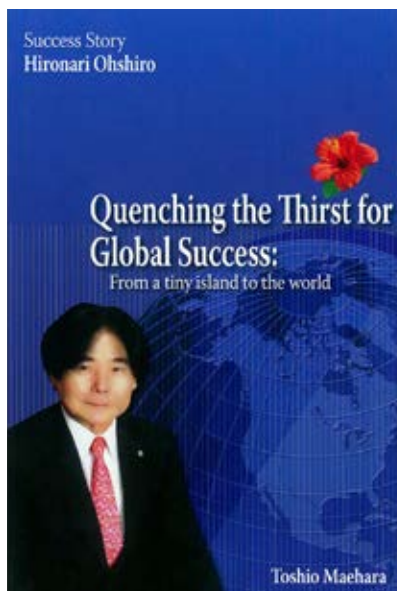
Many will step down and leave a permanent vacuum. Others will go so unnoticed that we won't realize that they vacated their seats! This train ride has been a mixture of joy, sorrow, fantasy, expectations, hellos, goodbyes, and farewells.

A successful journey consists of having a good relationship with all passengers, requiring that we give the best of ourselves. The mystery that prevails is that we do not know at which station we ourselves will step down. Thus, we must try to travel along the track of life in the best possible way – loving, forgiving, giving, and sharing.

When the time comes for us to step down and leave our seat empty – we should leave behind beautiful memories for those who continue to travel on the train of life.

Let's remember to thank our Creator for giving us life to participate in this journey.

I close by thanking you for being one of the passengers on my train!"



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 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.

Congratulations to each of you for your outstanding achievement!

July 2019 New 6A and Above Title Achievers

6A

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6A2

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| VAN HUOYUANXIAONIU INVESTMENT LTD #2 | Canada |
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2020

E8PA FESTIVAL

Mr. Ohshiro's Birthday Celebration

March 16th & 17th, 2020

<https://www.enagic-convention.com/202003/>



Welcome to *E8PA*

