

JUNE 2016

# SHARE



**SUCCESSFUL SEVEN**

**RIDING THE WAVE TO  
THE FUTURE**

**SAYING Y.E.S.S.**



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## Do You Have What it Takes?

### Start Strong with Your First Successful Seven... Then Keep Building

Laying down the foundation for your business starts with your first Successful Seven team. By now your Upline Sponsor has introduced you to our range of beneficial products and walked you through *Evolve—Module 3* of Your Enriched Success System (Y.E.S.S.), our Fast Start Module designed to get your business up and running right away.

You're ready to passionately share your story, your *Why* and our mission *to bring health and wealth to every family*. So where do you start? You start with the 10 people on your Hot List and build a team of seven (including you) by leveraging those immediate friends and family members you know, like and trust.

#### Who's on the Market?

**Hot Market**—People you personally know who are likely to be interested in Gano Excel and supportive of you and your business goals.

**Warm Market**—People you personally know who may have an interest in Gano Excel, but may need you to expand on the benefits of our products and business opportunity.

**Cold Market**—Potential customers and business partners you have not yet met.

Your first Successful Seven team is crucial for early and sustainable business success. You are the lead with two people from your Hot Market below you and two people from their Hot Markets below them. Building Successful Seven teams is an iterative process that does not end with your first seven. The more Successful Seven teams you are able to build downward, the stronger your business network and greater your ability to grow your organization, rise the ranks and increase your earning potential.

#### Look around you:

Who might be interested in the health and wellness properties our products offer?

Who might enjoy the opportunity to create a side income?

Who might be a self-starter looking to grow personally, professionally, financially?

Truly anyone can benefit from Gano Excel—whether through our coffee and wellness products or our exciting business opportunity. It's up to you to connect and build relationships across your Hot Market to establish a solid foundation and framework for success.



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Mon - Fri: 8 a.m. - 5:30 p.m.  
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**Will-Call Hours:**  
Mon - Fri: 9 a.m. - 6 p.m.  
Sat: 10 a.m. - 3 p.m.

**GanoExcel.us**





# RIDING THE WAVE OF SUCCESS TO EVOLUTION AND BEYOND

## *How to Lead Like the Captain of a Ship*

June 18 marks the next evolution of Gano Excel and our collective move into a future ripe with promise. That future begins aboard Southern California's jewel attraction, the Queen Mary in Long Beach, California. *Evolution* is a team building event designed to empower and equip you with the information and resources necessary to advance your business, your team and your career.

We couldn't think of a more appropriate venue for this momentous event that millions will experience either on board the luxurious, retired ocean liner or online via our livestream.

Think of the framework of a sea vessel like the Queen Mary as the architectural blueprint for the many Successful Seven teams in your downline. Your initial Successful Seven team serves as the keel—the foundation, or backbone of your business. Supporting Successful Seven teams are the ribs that meet the keel, extending upward and outward to form the framework of the hull, the watertight body of your ship.

You are the captain of that ship, leading at the front, or bow. Your daily decision making impacts both the direction and speed at which you

and your team progress. Whether the waters are steady or turbulent, as the captain, it's your responsibility to navigate those waters with authority and optimism.

Your teammates—sailors—look to you, their captain, for guidance and support. Your words and actions shape their morale. They take cue from your energy, attitude and work ethic. Imagine the impact you have as a leader to influence your team's attendance and participation at events. Imagine the leaders you have the power to mentor as your teammates grow in their knowledge of Gano Excel and command over their own businesses. Imagine your team taking up the entire front row at a Super Saturday event, Go Expo or better yet, at *Evolution*.

Events make up the incredible force behind the rudder, part of the steering apparatus of your ship. Our events are what help guide that rudder in the right direction.

What new territory will you chart on this voyage into the future?

# ee evolution

A MONUMENTAL EVENT

JUNE 18

QUEEN MARY  
6:00 PM - 10:00 PM

THE NEXT EVOLUTION OF GANO EXCEL

## CONNECT, GROW, THRIVE

### EXPERIENCE THE NEXT EVOLUTION OF GANO EXCEL

Join us for powerful speakers, live entertainment and major announcements aboard:

The Queen Mary in Long Beach, California  
1126 Queens Highway | Long Beach  
Saturday, June 18, 2016 | 6 p.m. - 10 p.m.

We can hardly contain our excitement over **Evolution**, a multimedia, interactive event 20 years in the making. From the beginning we've made it our mission *to bring health and wealth to every family* around the world. Now more than ever we're positioned to lead the market with innovative tools, training and technology designed to grow your business exponentially.

Are you ready to step into the future with us?

Elevate your business, expand your reach and deepen your influence as we unveil something extraordinary that will truly change the way you do business.

Reconnect with friends and colleagues, and together be inspired by dynamic industry speakers and corporate announcements orchestrated with your development, growth and success in mind. **Evolution** draws from our proven systems, leverages powerful resources and sets the tone for a future that fulfills our promise of enhanced wellness, abundant prosperity and unrivaled momentum.

Purchase tickets now from your Upline or via the Back Office  
\$65—from May 19 to June 17  
\$75—at the door  
Formal attire.





# RACE TO MADRID

This summer experience the sights, sounds and scenery of Madrid, Spain. Gano Excel is taking you on the trip of a lifetime and you don't want to miss a moment.

April saw our Race to Madrid promotion launch with its first five Challenges. You built two Successful Seven teams; helped a new Enrollee achieve Silver, Gold or Platinum; or helped a Personal Enrollee qualify for the Madrid trip—or all of the above!

In May we released four additional Challenges with a third set of Challenges slated for release on **June 6**. Bonus Challenges run through **July 3**.

The objective: To earn **5,826 miles**—the distance from Los Angeles to Madrid—by July 3. How many miles have you earned so far?

Gear up and get your team excited to qualify for a round trip ticket and a summer full of memories in a country rich with culture and traditions.

Visit [www.madrid.ganoexcel.us](http://www.madrid.ganoexcel.us) for complete details and promotion guidelines or attend a presentation at any of our local Opportunity Centers for answers to your questions. You can also tune in to our livestream channel at [www.live.ganoexcel.us](http://www.live.ganoexcel.us) on Thursdays at 7:30 p.m. for more information.

Learn more about this promotion at [www.madrid.ganoexcel.us](http://www.madrid.ganoexcel.us)

Contact us at [support@ganoexcel.us](mailto:support@ganoexcel.us) with additional questions or needs

## GANO EXCEL HIGHLIGHT —SAYING Y.E.S.S.

Do you want to grow and expand your Gano Excel business? The answer is Y.E.S.S.—Your Enriched Success System. Our proven and fully duplicable business system consists of four simple, fun and rewarding modules that support early business success.

### Engage

*Make the Best First Impression*

Learn the essentials of making first contact with your Hot, Warm and Cold Markets to help you prospect and network like a pro.

### Expose

*Celebrate the Gano Excel Story*

Learn how to expose your business by delivering the Napkin Presentation and holding Coffee Breaks — and leverage live events and virtual meetings.

### Evolve

*Fast Start Your Success*

Learn the crucial methodology to get your business started, grow your team and earn a check... quickly!

### Excel

*Grow Your Business through Duplication*

Learn the power of duplication and how it will help you reach new levels of success in your Gano Excel business.



Your Enriched Success System offers the structural support and training to help you get your new business off the ground and running. But you must be willing to say *yes*—yes to setting goals, yes to building skills, yes to success.

The most successful Affiliates don't know it all—many are first time business owners. Affiliates are successful not because they have all the answers, but because they are coachable. They are willing to learn the skills and methods necessary to grow in this business from the experienced leaders in their Upline.

Use your *Evolve—Module 3* to ramp up right away. Start building the lasting relationships in your first Successful Seven team—the foundation of your Gano Excel business. Soon you'll be the one your team members look up to for training and support.

**Just say Y.E.S.S.**



## LEADERSHIP SPOTLIGHT: MARIVEL SANTOYO HUIZAR

For Marivel Santoyo Huizar, a Gold leader in Colorado, health comes first. It's what initially drew her to Gano Excel and it's what has kept her motivated to grow her business and team.

"First, I fell in love with the products. Not only did everything taste amazing, but once I realized the many health benefits, nothing could hold me back from pursuing the business opportunity," says Marivel.

Marivel's mother Belen Huizar introduced her to Gano Excel in 2010. It was Marivel's first experience running her own business. Now, six years later, Marivel has built an extensive team under Olga Loya.

Team building is the foundation of Marivel's organization and the key to her repeat success.

"What's most important to me when I meet new people interested in the business opportunity is that I really get to know them—their stories, hopes, dreams, goals and even their worries," says Marivel, adding, "It's important for me to be able to identify with others and show them how much I care about not just my own success, but theirs too."

Marivel works closely with Affiliates from the beginning to ensure they are equipped with essential tools and training.

"I'm very patient and I treat every person I encounter with respect and dignity," says Marivel. "I give my absolute best and I focus on people who share my dream to advance professionally. These are the people I teach how to duplicate and build a business."

What Marivel looks for in business partners are dedication, drive and focus. Her team meets weekly and she encourages other leaders to do the same.

"We're going to do this together,' I tell my team members," says Marivel. "There's no time for excuses. I encourage Affiliates to learn and rely on our Cycle of Success, which supports personal growth that stems from your *Why*—your reason for joining Gano Excel."

Marivel has expanded her team and grown her business by holding two Coffee Breaks a day, one in the morning and one in the evening, Monday through Saturday. She also attends Weekly Opens and as many Super Saturdays and bi-annual corporate events as possible to learn new business skills.

"I love the stories that come out of our events," says Marivel. "Everyone has different experiences to share that have shaped their successes. I hope to share my own story and my own success at the corporate level in the next six months as I climb toward Diamond."

*"What's most important to me when I meet new people interested in the business opportunity is that I really get to know them—their stories, hopes, dreams, goals and even their worries."*



## EMERGING LEADER: VERONICA FLORES CARRILLO

One of our newest Gold leaders, Veronica Flores Carrillo, is moving at a rapid pace having joined Gano Excel just two months ago. She built her initial Successful Seven team and achieved Gold within her first month. By the end of her second month she had developed a team of over 200 people.

“What I love about this business is that I have the opportunity to meet new people every day,” says Veronica. “I learn about their goals and coach them so they understand how to reach those goals through sharing Gano Excel.”

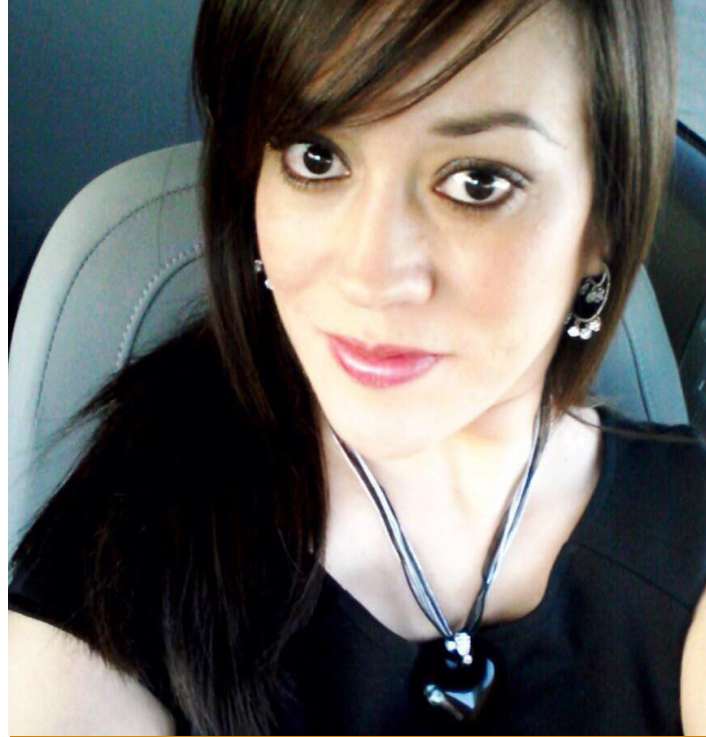
The most immediate and important strategy Veronica conveys to her team is to learn how to deliver an effective Napkin Presentation and Coffee Break.

“It’s all in the presentation,” says Veronica, adding, “Being able to tell your story and being able to present the benefits of Gano Excel in English and Spanish are what help new Affiliates start strong and build momentum.”

Veronica has been successful because she understands that by growing, training and supporting her team, she is growing and advancing in her own career path. By helping others reach their goals, she too achieves hers.

“Humility plays a part in running my business,” says Veronica. “My goal is to partner with new Affiliates. I’m not better than or above anyone on my team. We work together to help one another and we meet weekly to strategize how we can grow.”

The next phase of that growth will see Veronica work toward Platinum by August and Diamond by Go Expo in December. For now, her main focus is to bring her team to *Evolution* and create excitement around the future—the future of Gano Excel and the future of her business.



*“My goal is to partner with new Affiliates. I’m not better than or above anyone on my team. We work together to help one another and we meet weekly to strategize how we can grow.”*

EMERGING LEADER



# LIVING UP TO OUR FULL POTENTIAL

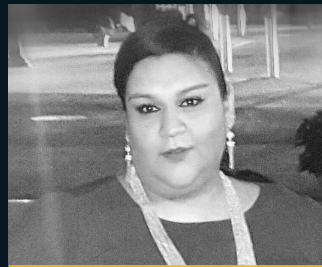
## RANK ADVANCEMENTS

You are a business builder. Many of you hold multiple Coffee Breaks each day and persistently share our mission to *bring health and wealth to every family*. We want you to know that your work doesn't go unnoticed. We recognize the time and effort it takes to grow your team. Not only that, but we value your commitment and compassion as you train team members to become leaders as well—to become reflections of you.

We'd like to congratulate the following affiliates who, achieved Silver and Gold in May.

We look forward to celebrating you at *Evolution* and beyond.

### GOLD



Elizabeth Alvarez  
Rank: Gold



Marivel Santoyo  
Rank: Gold

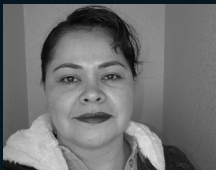
### SILVER



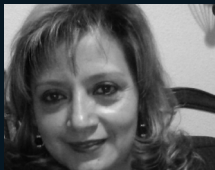
Byron De Paz  
Rank: Silver



Indria Chacon  
Rank: Silver



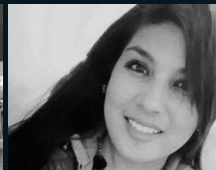
Margarita Morales  
Rank: Silver



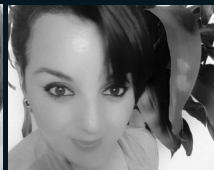
Maria Duarte  
Rank: Silver



Maria Espinoza  
Rank: Silver



Marisol Herrera  
Rank: Silver



Betty Hernandez  
Rank: Silver



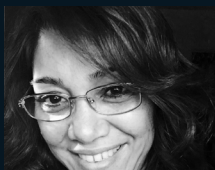
Jose Cortez  
Rank: Silver



Luis Mendez  
Rank: Silver



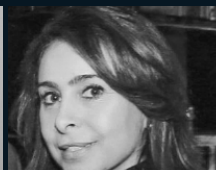
Guadalupe Lara  
Rank: Silver



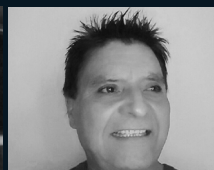
Maria Herra  
Rank: Silver



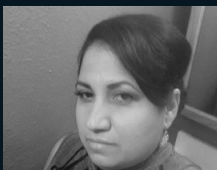
Antonia Castillo  
Rank: Silver



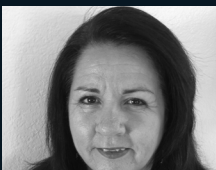
Marta Cleveland  
Rank: Silver



Melecio Pasillas  
Rank: Silver



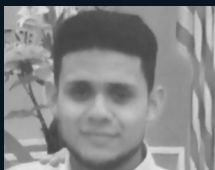
Rosalva Mireles  
Rank: Silver



Soledad Sotelo  
Rank: Silver



Adan Rosales  
Rank: Silver



Aldo Flores  
Rank: Silver



Andy Calderon  
Rank: Silver

