

# SHARE



DRIVE

LEADERSHIP

GOALS



LEADERSHIP  
GOALS

YOUR ENRICHED  
SUCCESS SYSTEM

COFFEE BREAK  
GAME

### A Monthly Publication

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### Upcoming Regional Event

Rally your team and spread the word! Gano Excel is getting ready for one of the most exciting launches yet! At our upcoming Regional event there will be exciting news from our friends in Malaysia, company updates that are sure to motivate and inspire your business, an award ceremony to celebrate and recognize your success, and a promotion that will push your business to a new level. More details are coming soon!



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### Hawaii Trip Promotion

The beach, warm sand, Mai Tais... these are just some of the things that many of our Affiliates got to enjoy when they traveled to Hawaii last month. These lucky Affiliates spent a week in the perfect weather, filling their days with endless activities. We want to congratulate all the participants and qualifiers for our All Things Point to Hawaii Promotion. Thank you for your hard work and everything you have achieved!



# BE A LEADER IN 2016

We've had a great start to the year so far, and the strength of Gano Excel's leaders has played a large part in this success. But how do we determine success? Success is determined by the accomplishment of goals. You can't find success if you don't set goals or a target to meet or exceed. These goals can be short term or long term, big or small. What were your goals for the first couple months of the year? Did you meet your goals? If not, why haven't you done so?

Goal setting was one of the topics discussed in our monthly Diamond meeting and in our quarterly Diamond council meeting. Not only did we have our Diamonds set their goals for the year, but we made sure they set goals for the leaders in their team as well. It's important to work together to accomplish these tasks and have others push you to stay on track.

One of Gano Excel's important goals for the year is Follow Through. What does that mean? It means to follow through on your promise to yourself and to others. Gano Excel's goals are twofold. First is to make sure that we follow through on our promises. We promise to

deliver great products and customer service to our Affiliates and our customers, to deliver the tools and marketing required for our Affiliates to succeed in this business, and to develop the trainings and courses to grow our Affiliates into leaders.

Second, we want to make sure that new Affiliates who join Gano Excel have the ability to quickly succeed and understand our products and the business. This goal can only be accomplished when we work with YOU, our Affiliates. When you sign a new Affiliate up, make sure you FOLLOW THROUGH. When you first explain Gano Excel to this Affiliate, you told them what is possible in this company, so follow through on your promises. Walk the Affiliate through the Fast Start, and take them to Super Saturdays and Regional events so they can understand the business and see success. Gano Excel will be here to follow through on our promises so that you can follow through on yours.

Our Leadership Goal for 2016 is to make sure everyone at Gano Excel is a leader, so be a leader to your new personal enrollees. By doing this, you'll hit your goals for 2016.

# YOUR ENRICHED SUCCESS SYSTEM



Now is the time to build your Gano Excel business with the help of our newly enhanced book, Your Enriched Success System (Y.E.S.S.). This is the system that everyone has been asking for. It contains detailed information including how to set up your account after enrollment, getting to know the company and its products, how to invite your first guest to a 1-on-1, and much more. Y.E.S.S. is the only book that you will need to learn how to build a successful Gano Excel business.

Your Enriched Success System consists of four modules important to building your business— Engage (Invite), Expose (Present), Evolve (Fast Start), and Excel (Repeat). For anyone who has been affiliated with Gano Excel for a while, we encourage you to take the time and thoroughly study this book. Gano Excel invested an incredible amount of time and effort in studies and analysis to create this system. Each of the steps have been carefully thought out and crafted with our most updated information.

One module that all Affiliates should pay close attention to is the third module, Evolve (Fast Start). This is the one step that everyone should learn right away, whether you have just recently joined, or have been in the company for a while. Evolve is like a smaller and more concise version of the Y.E.S.S. book. It contains information that is useful and

helpful for anyone, and it will guide new Affiliates to be qualified within just a few days. This is crucial because studies have shown that an Affiliate who earns his or her first check within the first week or two of the business has a higher chance of remaining active and working for the next 18 months at least.

Y.E.S.S. was first showcased at the 2016 GoExpo event and it was a major success. Hundreds of Affiliates who have used it said that this is the best and most comprehensive material they have been presented — a true guide that they can rely on whenever they encounter any difficulties. Whenever there are questions, Y.E.S.S. has the answers. Many Affiliates have already began applying and using the Y.E.S.S. system to build their team by setting up invitations, conducting 1-on-1s, and getting new Affiliates qualified immediately after they have enrolled.

Are you the type of person who likes to have total control of every aspect of your business? If so, Your Enriched Success System is the book for you. The Y.E.S.S. book will show you what you need to do over time as you expand your business. So what are you waiting for? Get your Y.E.S.S. book now!

# COFFEE BREAK GAME

One of the best ways to introduce people to Gano Excel is through a Coffee Break. A Coffee Break is a small, informal gathering of friends that can lead to maximum results for your business. Not only do these meetings introduce people to our company, but they also help you to determine who will be a customer and who will be a potential team member. In an effort to help our Affiliates really utilize the potential of a Coffee Break, we have created a new tool: the Coffee Break Ice Breaker Card Game!

The Ice Breaker Card Game is a set of cards that you can use in conjunction with your Coffee Break presentation. Each card has a question on it that is related to one of Gano Excel's five pillars: Socialize, Harmonize, Actualize, Revitalize and Energize. This is an excellent way to get to know the people you have invited, and figure out what they hope to get from your presentation. Are they there solely as a customer who wants to buy the product? Or are they interested in the business opportunity? These cards will help you find out!

The "Socialize" set of cards is about team building. When you ask your guests these questions, you will be able to see if they are interested in being part of a team, or forming their own. For example you may ask them, "If you had your own business, which three people would you want working for you and why?"

The "Harmonize" set of cards is about helping others. Are your guests interested in helping others achieve their goals? You might find out by asking them a question such as, "Do you believe in the concept of Paying it Forward? Why or why not?"

The "Actualize" set of cards is about self belief. You can find out if your guests are confident in their mission to share this business by asking them, "If you were your own boss, how would you live life differently?"

The "Revitalize" set of cards is about health. This will help you see where your guest's stand in regard to their health and the health of others. You can ask them, "What would you do in order to help your loved ones have better health?"

The "Energize" set of cards is about wealth and money. Are your guests attending this meeting because they want to learn how to become financially stable? You can find out with a question such as, "If I gave you \$500 right now, what would you spend it on and why?"

By including the Ice Breaker Card Game in your Coffee Breaks, you are making your guests feel more comfortable, as well as learning which guests to invest more time in based on their interests.

**THE INVITATION**

...up to 10 "definitely will be there" friends, family and acquaintances. Be wary of anyone that tells you "I'll try" or a person who says "I'll try" but has no actual plans of showing up. Don't count a "maybe" in the number of people that you are expecting to attend. Low attendance to your Coffee Break sends a negative message not only to attendees, but to your sponsor (the one you invited to speak at your event back on page 6) as well. Your sponsor's time is valuable, and if he/she is presenting to a mostly empty room, they may say "I'll try" when you ask them to your next Coffee Break.

When sending your invitation, be sure to announce that there will be gifts, prizes and special pricing on products for guests in attendance. Providing free and/or discounted product may seem counter-intuitive - you're running a business after all. **But these kinds of incentives will have two positive effects:**

- 1) You'll drive greater attendance to your event.
- 2) You will increase the opportunities for your new team members to SHARE the product - creating more customers and team members!

**Additional Tips**

**DON'T GO OVERBOARD ON THE FOOD!** Remember: the purpose of a Coffee Break is the product, your presentation, and the opportunity. Choose a time where food isn't necessary or will not be served. Consider only having Gano Excel products.

**SWEAT THE SMALL STUFF!** Yeah, we know - it's usually "don't have enough hot water on hand?" Did you have two or three mugs of disposable cups? What will you do if your PowerPoint won't load to your dog going to bark the whole time with a house full of caffeinated people? The "small stuff" can make or break any presentation. Plan ahead!

**BE POSITIVE - YOU CAN DO IT!** Your next presentation is important. It's all about your attitude. Be confident, creative attitude is the key to a successful Coffee Break and it's that!

**PLAY THE "ICE BREAKER" CARD GAME!** Remember: the purpose of a Coffee Break is the product, your presentation, and the opportunity. Choose a time where food isn't necessary or will not be served. Consider only having Gano Excel products.

**THE ICE BREAKER GAME HELPS YOU GET TO KNOW YOUR GUESTS!** The Ice Breaker Game helps you get to know your guests. The Ice Breaker Cards are about team building, harmonizing, actualizing, revitalizing, and energizing. Each card has a question on it that is related to one of Gano Excel's five pillars: Socialize, Harmonize, Actualize, Revitalize and Energize. This is an excellent way to get to know the people you have invited, and figure out what they hope to get from your presentation. Are they there solely as a customer who wants to buy the product? Or are they interested in the business opportunity? These cards will help you find out!

**THE EVOLUTION OF COFFEE**

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SHARE MARCH 2016

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## LEADERSHIP SPOTLIGHT: ANA LORENA AGUILAR

Ana is a top leader in the United States and one of the top five Women leaders in the world for Gano Excel. As she walked across the stage in Malaysia to receive that designation, she represented the United States, California, Fresno, and her family. Ana believes that a leader's main purpose is to help others succeed and fulfill their dreams. This dates back to when she volunteered for a former governor who became her inspiration in helping others, especially the underrepresented. In order to accomplish this goal, she makes their dreams part of her dreams. This requires humility, patience, passion and action. These four characteristics are the cornerstones to Ana's success.

As all paths to success have obstacles to overcome, Ana believes one of the most difficult is the issue of trust for new team members. At first, these new relationships are tentative, and Ana is able to build a rapport with the new members through a deep commitment to their business and following through on her words by action. This process is simultaneously her greatest challenge and greatest joy. Ana believes she can immediately spot the qualities of a potential leader when meeting new people, and knows these people will fight hard to overcome obstacles and refuse to stop at "no."

Ana's current goal is to reach Crown Diamond, as well as bring her team members to higher ranks and success as she says, "After all, it is a team effort."

*Ana believes she can immediately spot the qualities of a potential leader when meeting new people, and knows these people will fight hard to overcome obstacles and refuse to stop at "no."*



# EMERGING LEADER: VICKY AGUILAR MENDOZA

Vicky is an emerging leader who believes in setting goals. Her personal goals for this year include driving her dream car and living in her dream home. In five years, she hopes to achieve complete financial freedom. Vicky knows these dreams are built on hard work because Network Marketing is in her blood- it has been the main source of income in her family, and she has been around it since the age of five.

Growing up, she experienced her family members traveling, working evenings and weekends, and giving countless presentations, all in order to achieve success. This business is what allowed her family to come to the United States and do well. It helped pay for college and provided additional income so the family did not struggle. Their pursuit of the American dream and access to all that this country had to offer was all in thanks to the opportunity of Network Marketing.

When asked what advice she passes along to new team members, Vicky says, "Each distributor gives themselves their rank. They have absolute control over their success. Through goal setting and follow through, all is possible. If you can dream it, set a path and execute the actions necessary... it IS obtainable. It becomes real. It's no longer a dream, now it is a reality."

Vicky sees an obstacle to success as just that, an obstacle; something to climb over or walk around. It is not a barrier that prohibits someone from success, but rather something temporary and merely in the way. She says, "One can out-think it, engineer it or apply leverage to remove it from one's path."



*"...If you can dream it, set a path and execute the actions necessary... it IS obtainable. It becomes real. It's no longer a dream, now it is a reality."*

EMERGING LEADER



# LIVING UP TO OUR FULL POTENTIAL

## RANK ADVANCEMENTS

Working hard to achieve something substantial is difficult to do alone. Each time you advance in rank, it is because of your commitment and hard work, the support of your leaders and Up Lines, and your corporate team that works diligently to support you with new tools. Other factors also play a big part in your success such as meeting people one-on-one, attending events and hosting your meetings. With the help of Opportunity Centers/Will Call and a marketing team that "drives" your business by promoting YOU, it's safe to say that **WE ARE ALL IN THIS TOGETHER!**

It gives us the greatest pleasure to see you strive and reach new heights in rank. We consider our relationship with our Affiliates to be extremely valuable, so take this moment to contemplate how fortunate you are to be surrounded by the people and company who will help you reach your highest potential.

### EXECUTIVE DIAMOND



Rene Marin  
Rank: Executive Diamond

## GOLD



Agustin Hernandez Saldaña  
Rank: Gold

## BRONZE



Jorge Miguel Romero  
Rank: Bronze



Lilia Rodriguez  
Rank: Bronze