

Welcome to Team Gano

Welcome to our "Team Gano" family. We are a dedicated group of individuals with a common goal of "*bringing health and wealth to every family*".

We've put together a specific set of instructions to help you get going on your "Fast Track" to success. This is a business built on "relationships", so always know that there is someone nearby who is ready and willing to assist you.

Our system is simple and it works; it is essential to your success. We'll give you the tools and show you exactly how to use them. By introducing others to these products and system, *you* will become the leader and CEO of your own organization!

Be clear on your goals. Write them down and give them meaning to where you are, where you want to be and how long you expect it to take. These are personal to you alone, whether you're concerned about your retirement, your children's education fund, you want to quit your job, or buy a new home. Be reasonable, but don't set your bar too low either. This is your measurement tool and a road map for your success. Sign and date your goals and commit to making them happen.

Please remember this is your business, but you are never alone. We are a TEAM dedicated to realizing your dreams with a vehicle called **Gano Excel** and your **Team Gano Success Team**.

To your success,

Your **Team Gano** Success Team

Congratulations! You're in business with your "Fast Track" package of Gano Excel products and Customer Acquisition Pack certificates.

Please become familiar with the products; try them all and decide on your favourites. The packages are already in a "sample" format, so begin sharing them with your friends and family.

The secret to success is NO SECRET! There are fundamental activities you need to follow so you can teach others to do the same.

Let's get started! Here is your **Gano 24 hour** assignment.

1. Set up your Autoship

Set up your Autoship for the following month's arrival. This ensures you will never miss a paycheck, and that your store will never be empty. Always have your family's favourites on hand and samples to hand out. Be sure to minimally meet the 100PV requirement (or more). Sign in with your ID at either the Canadian or US corporate website, select the Autoship profile and complete.

2. Sign up for your Gano24hour.com marketing site

Your.gano24hour.com marketing site presents professionally 24/7 the minute you sign up. Inviting people to your website exposes them to your product and your opportunity in a simple and easy to understand format. The back office will organize, track and follow up on your behalf as well as inform you of activity and remind you of your appointments. Go to **gano24hour.com** and follow the prompts.

3. Plug in to the next Conference Bridge and Ganowebcast online conferencing

Know the schedule and memorize the numbers so you can invite your guests to come and take part. Being informed and a part of the **TEAM** dictates that you show up to support others so they can also support you. Make a *commitment* of bringing a guest to these calls. Lead by example and expect others to do the same.

Conference Bridge 1-512-439-6599 PIN 986164#

Tuesday 6:25 p.m. PST (9:25 p.m. EST) – Product Knowledge

Thurs 6:25 p.m. PST (9:25 p.m. EST) – Business Opportunity

Saturday 9:55 a.m. PST (12:55 p.m.) – Success Training

Ganowebcast – www.ganowebcast.com

Monday 6:55 p.m. PST (9:55 p.m. EST) – Business Opportunity

Wed 6:55 p.m. PST (9:55 p.m. EST) – Business Opportunity

Thurs 4:25 p.m. PST (7:25 p.m. EST) – Business Opportunity

24/7 (90 sec.) Overview – 1-713-589-8761

4. Know who your immediate success team is and their phone numbers

Knowing you are part of a team and **acting** as part of a team is the difference between success and massive success. Get the numbers of at least 4 **Success Team** leaders and keep them near at all times. Make a date to get to know them by and learn how to do a “3 way” call immediately.

5. Make your list of names

Write down everyone you know and don't prejudge. Keep this list near by at all times and add to it daily.

Great! Now we're ready for **ACTION!**

The pace of your **ACTIONS** should be in direct alignment with your goals. Your goals are your focus for moving forward. Be sure to follow these strategic steps for **SUCCESS** and show others how to do the same.



Team Gano Action Plan for Success

1. Learn the art of the invitation

Remember the more you say, the larger the learning curve, as your prospect will be analyzing everything you do from this point on. Don't explain the business, that's what your **90 second overview line** and your **gano24hour** site will do, it's their first exposures. Send an email to a friend; then call to let them know you have something you'd like them to have a look at. Your website will tell you when they have been there, so you can then follow up. When they start to ask questions, assure them that you had questions too and let them know there is a support structure in place. Three way call one of your support lines into the call as the expert, NOT YOU! Edify your up line as the expert and let him/her paint the picture with your prospect inside of it. Invite them to a **conference cal or Ganowebcast** to learn more about the support structure and to meet the **TEAM**.

2. Create a constant flow of "exposures"

Your success relies on a constant flow of exposures to your business, through the aid of your **(90 sec.) overview call, your gano24hour website**, the conference calls, and **Ganowebcast**. Create your list of names, and grow your list daily. Business cards, people you meet, socials, networking groups, however you choose to grow your list and expose people to your opportunity will determine the rate of your **SUCCESS**.

3. Follow up and Sign up

Your Gano24hour marketing site sends follow up letters to your prospects on your behalf. Know that human contact is essential in making the connection and ensures the enrollment. Enroll your prospect through your **Gano24hour** website. Remember, this is a relationship business, so now you are the leader and it's your turn to teach and mentor your new team member, just like you did with your **Team Gano Action Plan for Success!**

4. Understand the power of "3"

Print out your "**Team Gano Leadership Chart**". Find three like-minded people, just like you, who share your vision. Write these names on your front level and work with these people as your **TEAM** leaders. Get them started and show each of these people how to do the same. Create duplication to the **power of "3"** with your **Team Gano Action Plan for Success!** Know that not everyone will have goals to match yours and may wish to become customers. Encourage them to join and enjoy the products on a monthly **Autoship**.

5. Phone List Distribution

Print and write down your Business Builders' names and phone numbers and supply this list to your **Success Team**. Keeping the lines of communication open and strong is paramount to the success of you and your team. Please keep in mind that these are the people (not your regular customers) you wish to include on conference calls, Ganowebcasts and breaking **Team Gano** news. Print off the **Success Team Phone List** and include the 2, 3 or 10 names and phone numbers you have identified on your "**Team Gano Leadership Chart**".

All forms and company contact information can be found at these websites by logging in with your ID

Canadian Corporate website www.ganoexcel.ca

USA Corporate website www.ganoexcel.biz

