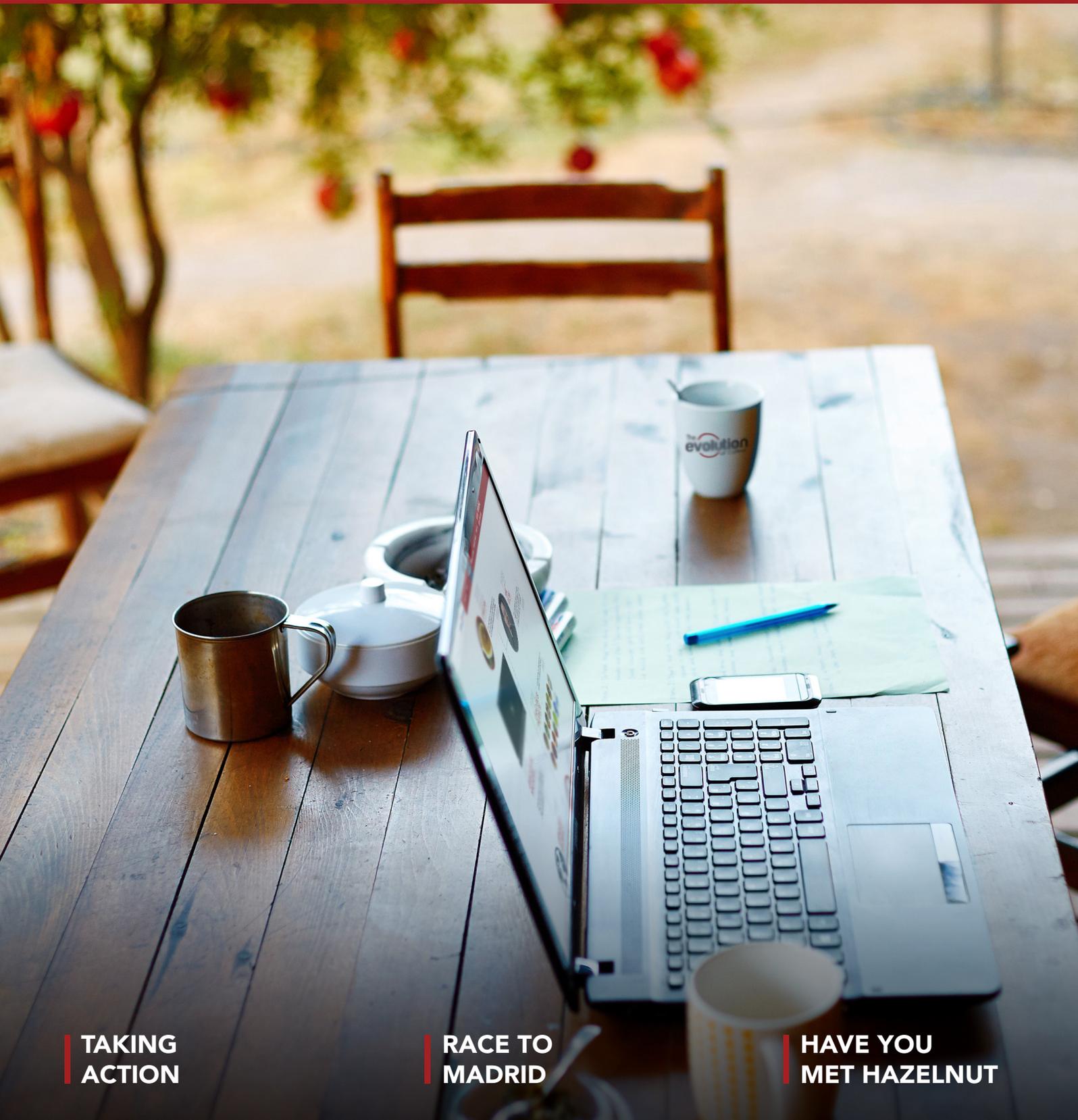


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APRIL 2016



**TAKING  
ACTION**

**RACE TO  
MADRID**

**HAVE YOU  
MET HAZELNUT**

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# evolution

## All Aboard Our Evolution Event!

Are you ready to enjoy the next great voyage with Gano Excel? On June 18 Gano Excel will host the Evolution event aboard the majestic Queen Mary in Long Beach. The semi-formal event will take place in the evening and boast exciting announcements, an incredible promotion and the most recent rank advancements celebrating the achievements of Affiliates who have excelled in our business. In addition, there will be an empowering showcase to lay the foundation for success for every Affiliate present.

Seating for the Evolution event is limited, so get your tickets in the Back Office or by contacting Customer Service. Due to the unique physical arrangements of the ship, the first 200 seats are prime seating and the most desirable, so order now!



# TAKING ACTION

Our Affiliates encounter many personal and professional opportunities in this business. What distinguishes those who are successful from those who are not is the confidence to take action. At Gano Excel, we do our best to provide our Affiliates with the best tools possible so that they can take advantage of every one of those opportunities.

Taking action at Gano Excel means that our Affiliates are taking steps to grow their businesses and strengthen their teams. They do this by inviting everyone on their contact lists to One-on-Ones or Coffee Breaks. They talk to people they meet standing in line at the grocery store, follow up with new Enrollees and attend and participate in regional events. When our Affiliates take these necessary steps, it creates a cycle of success.

Keep your eyes and ears open for exciting new announcements in the coming months.

# —RACE TO MADRID



Taking a trip can have a great impact on a person because unfamiliar places can often provide new perspectives and foster greater cultural appreciation and understanding. It's great to be able to visit a country that you've never been to before, especially if Gano Excel is footing the bill! Our new promotion, Race to Madrid, gives lucky Affiliates the chance to enjoy a 9-day trip to beautiful Madrid, Spain including a cash allowance to spend while there.

Race to Madrid is a unique promotion that gives Affiliates the opportunity to earn the trip of a lifetime while also competing for generous bonuses at various milestones. Each time you accomplish a business achievement, whether it's advancing to the next rank, helping your teammate complete You + Two or maintaining your consumers' AutoShips, you earn "miles" toward your trip.

We will also release monthly "mini" milestones along the race to give you the extra boost you need to get ahead. You can simply receive miles by attending our Super Saturday or attending a Weekly Open and bringing a new guest. The possibilities are endless, and you can attain any goal at your own pace. This promotion is available to anyone with a Gano Excel Affiliate ID.

Best of all, you don't have to do this alone. You can accomplish this promotion by leveraging your teammates' efforts. We highly encourage you to utilize this opportunity and build a solid team by working and targeting goals together. It's much more fun when you have a team that believes in the same mission and goal.

The Race to Madrid Promotion was officially launched at the Super Saturday on March 26 and lasts up to four months, or 16 cycles. This gives you time to create an action plan for yourself and your teammates. Are you ready to transform your business AND win a luxury trip to Spain in the process? You can find more information in the Back Office on the Gano Excel North America website ([www.ganoexcel.us](http://www.ganoexcel.us)). Begin your journey now and find out more about how to obtain miles on our Weekly Conference Call.



# HAVE YOU MET HAZELNUT?

Entertain your taste buds with the rich, buttery flavor of our GanoCafé Hazelnut. You can enjoy this beverage anytime, day or night. Combine GanoCafé Hazelnut with your morning smoothie, drink it as an afternoon pick-me-up, or even fuse it into your nightcap at the end of the day. Here are a few delicious recipes to try:

## **GanoCafé Hazelnut Smoothie**

The perfect healthy breakfast option to enjoy at home or on-the-go:

- 1 cup water
- 1 package GanoCafé Hazelnut
- 1/2 cup ice
- 1 cup light vanilla yogurt
- 1 tsp. acai berry
- 3 tbsp. honey

Combine all ingredients in a blender and enjoy!

## **GanoCafé Hazelnut and Nutella Iced Coffee**

Need a pick-me-up to get you through your day? Try this:

- 1 cup low fat milk (chilled)
- 1 ½ tsp. GanoCafé Hazelnut
- 2 tbsp. Nutella
- ½ tsp. vanilla extract

Stir ingredients together, add ice and enjoy!

## **Chocolate Hazelnut Coffee Cocktail**

Looking for something sweet yet strong for an energy boost? Look no further:

- 1 cup GanoCafé Hazelnut (already mixed with hot water)
- 2 tsp. unsweetened natural cocoa powder
- 1 oz. hazelnut liqueur (such as Frangelico)
- ½ oz. coffee liqueur (such as Kahlua)
- 2 oz. half and half

Stir ingredients together and enjoy!



## **GOEXPO RECAP** grow a healthy business

In February Gano Excel hosted a unique conference style event, GoExpo. Over 400 Affiliates attended at the beautiful Pacific Palms Resort.

GoExpo was packed with informative training sessions and dynamic Gano Excel leaders. An expert panel discussion, led by Gano Excel's Top 5 Diamonds, shared advice and tips on how to earn a consistent paycheck based on their experiences in the business. GoExpo was aimed at prospective Affiliates, experienced Affiliates and top Diamonds.

The classroom-style breakout sessions were designed to empower and motivate each Affiliate with the knowledge and power to be the best. Sessions included trainings on the Fast Start, Wealth Plan, and financial planning and tax benefits for Gano Excel distributors. Professional Motivational Speaker Rafael O'Farrill closed the event with a speech that had Affiliates cheering, laughing and committed to the pursuit of greatness in their own businesses.





## LEADERSHIP SPOTLIGHT: MILO SANCHEZ

Milo Sanchez has a voice that conveys honesty, trust, confidence and grace. This is important because he speaks to Affiliates all across the United States and Latin America. Even though he speaks to hundreds of people at a time, each person feels as if he is speaking directly to them. When asked how he achieves this, Milo says it is because he speaks the truth with honesty and conviction. Milo believes very passionately in creating a real partnership with his team and with prospects. The ability to translate a successful path for any individual is what motivates Milo to travel around the world helping others.

Milo believes being a leader is built on honesty, knowledge and preparation; respect for others and being open minded. Milo teaches others that Gano Excel offers the right products, the right opportunity and the right tools to succeed. He commits to working with others to develop their teams and duplicate the process. However, Milo warns that this is not a quick process. In order for someone to create and sustain a strong and lasting business, a leader must invest time, commitment and possess the drive to develop themselves. It is the extra effort to be honest that will pay off. As soon as someone identifies their weaknesses and works hard to fix them, they can be successful. Milo truly believes anyone can succeed in this business if they know that the challenge ahead requires belief in themselves, the willingness to work hard and the commitment to help others. This is what gives Milo's voice the power to deliver every time and inspire people to feel confident in their decisions and ability to succeed.

*Milo truly believes anyone can succeed in this business if they know that the challenge ahead requires belief in themselves, the willingness to work hard and the commitment to help others.*



LEADERSHIP  
SPOTLIGHT

# EMERGING LEADER: JESUS RODRIGUEZ

There should be a big picture of Jesus Rodriguez in the dictionary next to the word “perseverance.” Jesus recently achieved the rank of Gold with Gano Excel, but his journey to get there was not always easy. It was the result of hard work, dedication and of course, perseverance.

Working for Gano Excel runs in Jesus’s family. His wife, sister and father are also in the business. Jesus’ mother, Rosa Lincon is a Diamond in the company and has served as a constant inspiration. She encouraged Jesus to pursue the opportunity of owning his own business, being his own boss, and controlling his own destiny.

Jesus dedicated himself to learning, practicing and training in his craft. He read books about the success of others and learned about their paths to success. Specifically, Jesus cited chapter 12 of leadership expert John Maxwell’s book, *21 Irrefutable Laws of Leadership*, as an inspiration.

After taking the time to research, Jesus went to work on his contact lists, setting up One-on-Ones, hosting Coffee Breaks and attracting new prospects to events. He never stopped meeting people and sharing the Gano Excel opportunity, even when others suggested that he give up and try something else. Jesus knew this was the best way to achieve his goals as he developed his own strategy and adapted his approach to what worked. He took responsibility for his business and started enjoying the opportunity to help others in their pursuits as well.

Jesus has a simple philosophy about his achievements. He says, “you can bet on one horse, or you can own the race track.”



*He never stopped meeting people and sharing the Gano Excel opportunity, even when others suggested he give up and try something else.*



# LIVING UP TO OUR FULL POTENTIAL

## RANK ADVANCEMENTS

Recognizing others is how we express our gratitude for their hard work. Recognition communicates our satisfaction and approval of one another.

At Gano Excel, we know that when we focus on the positive and rewarding aspects of our business, Affiliates take cue and experience success. Our Affiliates are very appreciative of recognition, and take pride in their accomplishments alongside supportive friends and family. The recognition we provide sets the stage for future growth and professional development.

At Gano Excel, we walk hand-in-hand with our Affiliates as they reach important milestones, grow their businesses and achieve the success that catapults them from one rank to the next. We proudly congratulate our Affiliates, applaud their efforts and support their dedication to the business. It is an honor and pleasure to present our most recent list of Affiliate Rank Advancements.

## GOLD



Marlene Hernandez  
Rank: Gold

## SILVER



Lisette Ortiz  
Rank: Silver



Mario Barragan  
Rank: Silver



Yesenia Ramos  
Rank: Silver