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FEBRUARY 2016



**PLANNING
THE FUTURE**

**GROWING
YOUR BUSINESS**

**BACK OFFICE
RE-DESIGN**

DAILY PLANNER
BUILD YOUR GANO EXCEL BUSINESS ALL YEAR LONG

A Monthly Publication

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GANO EXCEL | USA
4828 Fourth St.
Irwindale, CA 91706

Corporate Office Hours:
Mon - Fri: 8:00am - 5:00pm
Tel: (626) 480 - 7550
Fax: (626) 898 - 9669

Customer Service Hours:
Mon - Fri: 8:00am - 5:30pm
Tel: (626) 338 - 8081

Will-Call Hours:
Mon - Fri: 9:00am - 6:00pm
Sat: 10:00am - 3:00pm

www.GanoExcel.us

GoExpo

Gano Excel is hosting a unique conference-style event on February 20th designed to unleash the high performer in you! Packed with informative trainings, professional development and an expert panel discussion, GoExpo is an event that you do not want to miss! This event is for prospective Affiliates, experienced Affiliates and top Diamonds within Gano Excel. We will host custom trainings to empower and motivate each Affiliate with the knowledge to be the best they can be.

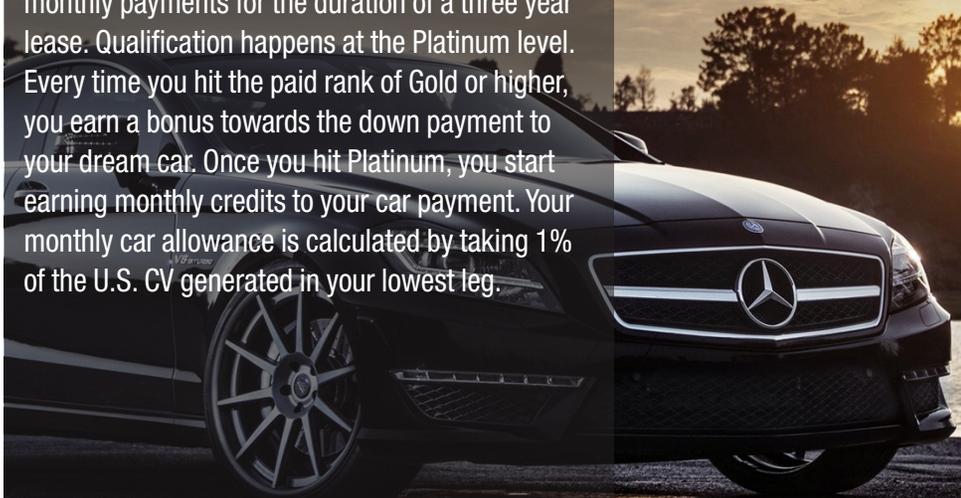
Is 2016 your year? This extraordinary event will walk you through the process of how to be successful with Gano Excel from experts who were recently recognized as the top leaders in North America!

Please visit the Back Office or contact Customer Service for more information.



Excelerate Promotion

Gano Excel is bringing back the car promotion and we have made it better than ever! Gano Excel will help you drive off with your dream car in two ways. First is with a down payment. The second is with monthly payments for the duration of a three year lease. Qualification happens at the Platinum level. Every time you hit the paid rank of Gold or higher, you earn a bonus towards the down payment to your dream car. Once you hit Platinum, you start earning monthly credits to your car payment. Your monthly car allowance is calculated by taking 1% of the U.S. CV generated in your lowest leg.





PLANNING THE FUTURE

Whether you're a company or an employee, an athlete or an Affiliate, setting your goals and creating a plan on how to get there are important steps to success. Here at Gano Excel, we understand the importance of planning for the future, which is why we've planned an incredible year of events and tools to help you be successful. We have a number of projects that we have been working on that will be ready to launch this year.

One such project is the GoExpo in February. This event will help Affiliates and potential Affiliates learn about Gano Excel and how to build your business. Whether you're new to Gano Excel or an Executive Diamond, everything you need to know about how to start and grow your business will be presented.

We've also been working on a back office re-design slated to launch later this year. We understand how important the back office is to our

Affiliates and we're making every effort to make it more user friendly, and to provide you the information you need for your business.

Now it's up to you to do your part. Have you set your goals for the year yet? If not, you still have plenty of time, so start today!

First, grab a Gano Excel Daily Planner and write down your goals. Maybe you want to schedule at least one "1-on-1" a week, or maybe you want to hit the rank of Gold by March 1st. Do you want to build a strong team by June so you can take a weeklong vacation? Whatever your goals may be, **WRITE THEM DOWN!**

With an incredible product, a great compensation plan, and great tools coming out, success in this business is not a matter of if, but when. Let us help you achieve your success!

GOALS TO HELP YOUR BUSINESS GROW

There's a common notion that if you have a goal, you should write it down and put it somewhere that you can see everyday. According to a recent interview with Dr. Gail Matthews, a psychology professor at Dominican University of California, those who wrote down their goals accomplished significantly more than those who did not write down their goals. In 1979, an interview was conducted with a group of Harvard MBA graduates. Out of all the students, 84% of them had no specific goals, 13% had goals but they were not committed to paper, and only 3% had clear, written goals and plans to accomplish them. In 1989, another interview was conducted with the same group of students. The result? The 13% of the students who had goals were earning twice as much as the 84% of students who had no specific goals. Even more staggering: the 3% of students who had clear and written down goals were earning TEN times more than the 13% of students.

As a Gano Excel Affiliate, setting schedules and goals is one of the most important tasks in growing your business. To help with this task, Gano Excel has released a uniquely designed and simple to use daily calendar to keep your year organized.

There is a simple formula that can help you set goals and achieve them. Here's how the formula works:

First you need to create a VISION; an outcome that you can picture or imagine in your head. Think about what it is that you really want to achieve, and don't be afraid to think big. Spend some time and document your vision. Make sure to write detailed notes of exactly what you are envisioning.

Once you have the vision, it's time to take MEASURABLE steps. It is important to be realistic with your goals by creating an achievable action plan that suits you and your style.

It is also important to REWARD yourself when you reach a milestone. A reward can be a great motivation and constant reminder of your vision, and why you began your journey in the first place.

Pick up a Gano Excel Calendar and give yourself the privilege of committing your goals to writing, and taking action. Gano Excel plans to grow a lot this year, so write down some ideas and be a part of it!

2016 FEBRUARY

WINTER SUCCESS

Sunday Monday Tuesday Wednesday Thursday Friday

Feb 01 Feb 02 Feb 03 Feb 04 Feb 05

Feb 07 Feb 08 Feb 09 Feb 10 Feb 11 Feb 12

Feb 14 Feb 15 Feb 16 Feb 17 Feb 18 Feb 19

Feb 21 Feb 22 Feb 23 Feb 24 Feb 25 Feb 26

Feb 28 Feb 29

DAILY PLANNER

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Tel: (626) 330-8081

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RE-DESIGNING THE BACK OFFICE

The Gano Excel back office is an important part of the Gano Excel business. It's where you can track your progress, place your orders, find up-to-date information about the company, and track the progress of your team. Gano Excel understands this importance.

Over the past year, we have been working hard on a new back office re-design. Along with modernizing the look and feel of the back office, our goal is to make the back office more user friendly and easier to track the things that matter most.

Making the back office user friendly is our top priority. Soon you'll be able to access up-to-date information about your progress and company information in an easy-to-read format right on the front page. Navigating the back office will also be more intuitive. You will be able to easily place orders, view promotions, and find the latest news.

An important part of this business is fostering the growth of your team. Another priority of Gano Excel is to provide our Affiliates with a wealth of information that will help you track and find your team's next up-and-coming leader, as well as track the growth of other members of your team. We'll also add little modules to help you track your new enrollees. This feature shows you if they reviewed the back office, watched "getting started" videos, their qualifications, etc.

It's important to encourage and educate your personal enrollees and we'll do everything we can to make sure you're able to build a strong and lasting team and business. We're working hard to launch this as quickly as possible, so look for this to come out later this year.



LEADERSHIP SPOTLIGHT: HECTOR CORRAL

Hector Corral believes leadership is about the discovery of people: to meet them, learn from them and help them reach their goals. Hector says a leader must treat people with respect and humility in order to inspire them, teach them, and bring out their best.

Hector's commitment stems from his desire to serve others and empower them. These principles and values are what led him to partner with Gano Excel. Hector saw Gano Excel as a great opportunity to show others how to create residual income for themselves and their families. He strongly believes in the products and the message of Gano Excel.

He tries to personalize his interactions with everyone he meets. He strives to help current and potential Affiliates define their goals and identify their willingness to work hard. These skills help him to determine if a certain person will commit to becoming a serious Affiliate. Through guided efforts, Hector shows these people how to grow themselves and their businesses.

Hector saw Gano Excel as a great opportunity to show others how to create residual income for themselves and their families.

Hector says he sees a brilliant future for Gano Excel. "With the result of residual income, Gano Excel's products are the building blocks one needs to market to the United States. There are so many prospects out there... such a large pool of potential Affiliates in the World's greatest economy," says Hector with a smile. And it all starts with a cup of coffee.

LEADERSHIP
SPOTLIGHT

EMERGING LEADER: JOE PAGE

Joe Page is an emerging leader in Gano Excel for 2016. He is a familiar face around the corporate office, often meeting with various staff members, picking up product or arranging meetings with his team members. His devotion to his team is evident as he clearly invests time and money into their business. He organizes them, informs them, and helps them use the Gano Excel system as a road map to achieving their success.

Joe has worked very diligently within Gano Excel for the Coffee for Causes promotion, or C4C. This allows his team to get immediate returns on their immediate actions. It also gets his team involved in the community, while maximizing prospecting by exposing products to people who haven't considered Gano Excel or network marketing. C4C has resulted in new prospects sharing products amongst groups of people faster than Joe or his team could ever accomplish on their own.

Joe's confident yet humble persona allows for him to approach and engage with people at any level. He believes that most people have leadership qualities but need a little encouragement to recognize it within themselves. This is what challenges Joe, to bring out the leadership qualities in others, and help them every step of the way on their personal journey. He advocates for those who just need a kind word or a quick smile, and tells them he believes in them. Thank you, Joe!



He believes that most people have leadership qualities but need a little encouragement to recognize it within themselves.

EMERGING LEADER



LIVING UP TO OUR FULL POTENTIAL
RANK ADVANCEMENTS

**It's time to take action!
 Dream big! Believe in YOU!**

Take the Gano Excel path to success for your "Health and Wealth" business and get to that next level! We relish celebrating your success every step of the way!

We are so happy to announce the following Affiliates who've achieved rank advancement! We are so glad you are on this journey with us!

GOLD



Isidro Martinez
 Rank: Gold



Alejandro Muro
 Rank: Gold



Alicia Martinez
 Rank: Gold



Jose A. Avila
 Rank: Gold



Lidia Madera
 Rank: Gold