



PLACE & REPLACE

Help your
new partners
on the road
to success

**When is your new business partner
THE MOST EXCITED?**

The day they
START!

COINCIDENTALLY....

This is the same day they don't have any training, tools, or most importantly...

PRODUCT



Place & REPLACE



Place & Replace is a simple method to help your Partners start growing their business their very **first day** by lending them your product to use at Coffee Parties. Once their product arrives, they will replace the product you have lent them.

The goal is to help them get results their very **first week**.

You will succeed,
if you help them succeed.

Place & REPLACE

- 1: TRAIN** them how to host a successful Coffee Party
- 2: EQUIP** them with tools and resources
- 3: PROVIDE** them with product
- 4: PLAN** two (2) Coffee Parties within their first two weeks
- 5: SUPPORT** them by attending their calls and parties

Step 1: TRAIN YOUR PARTNERS

- 4 Steps to Success
- ESP Strategies (TELL-A-FRIEND)
- The Official Opportunity Presentation
- Getting Started Training

Step 2: **EQUIP** **YOUR PARTNERS**

1. Gano Excel Opportunity Slideshow,
and Online Presentation Video
2. Prepare at Least Three (3)
Testimonials to Share
3. 3rd Party Validation Ready & Waiting

Step 3: **PROVIDE** **THEM WITH PRODUCT**

And Most Importantly...

PRODUCT
PRODUCT
PRODUCT

Step 4: PLAN FOR SUCCESS

- Help your Partners PLAN & HOST two Coffee Parties in their first two weeks
- Provide at least three (3) different types of GanoCafé products for your Partner's Coffee Party
- Serve Coffee + Press Play + Testimonial + Enroll = Successful Coffee Party

It's that easy.

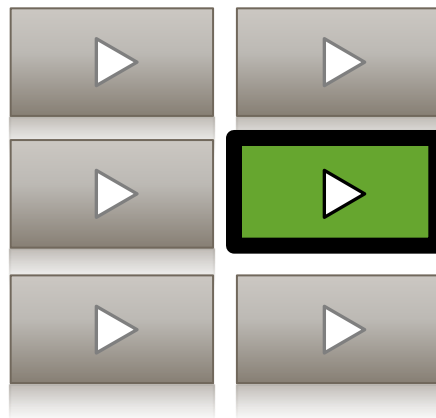


Step 5: SUPPORT YOUR PARTNERS

Place & Replace the Coffee



Show them how to access the online **presentation to show** their friends and family



Be ready for a 3-way call or have your mentor ready



Thank You



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