

PLEASE READ These Important Compliance Reminders



Gano Excel™
North America

Thank you for choosing Gano Excel. We know you have many choices in network marketing industries and appreciate your help in making Gano Excel a booming success. As a member of our global family of Affiliates, you join our united effort of enriching people's lives every day.

We understand you have many opportunities and responsibilities as you continue to grow your business. As an entrepreneur committed to the success of your business, you will experiment, explore and test new ground when marketing our products. This freedom to innovate is one of people's favorite aspects of networking. On occasion though, certain innovative efforts may bring unexpected results to your business development and to our Company. That's why we want to provide you with the necessary tools to help you create opportunity and achieve your dreams.

The following top five compliance reminders will help you in your efforts:

INCOME CLAIMS: We know you are excited about being a Gano Excel Affiliate, and Gano Excel is proud to have you. Remember to disclose that profits are not guaranteed and the Commissions program is based upon sales of Commissionable Products. This helps cover both yourself and the company against complaints and litigation down the road. *See Gano Excel Policies & Procedures: Section V: Prohibited Behavior, Part 48.*

PRODUCT CLAIMS: We all love Gano Excel products – after all, they do revitalize and energize. Remember that Gano Excel products are not intended to diagnose, treat, cure, or prevent any disease. Those are medical claims and saying anything like that will not only violate Gano Excel's policies, but also violate laws and regulations in the United States. *See Gano Excel Policies & Procedures: Section V: Prohibited Behavior, Part 47.*

COMPANY AND PROGRAM CLAIMS: Always provide great support and encouragement to your customers and your team. The success of others, as well as your

individual success, is largely determined by the level of support that is given and received. Remember not to give implied statements or testimonies claiming false Company programs, products or organization information. *See Gano Excel Policies & Procedures: Section V: Prohibited Behavior, Part 46.*

ADVERTISEMENTS: We are committed to expanding your business opportunities and helping you reach your dreams. Gano Excel has gone to great efforts to create a host of marketing tools including marketing web sites and printed collateral – all of which have been thoroughly reviewed and certified “compliant” for your use. We encourage our affiliates to leverage these tools. If an Affiliate opts to create their own marketing tools, they must comply in-full with the Policies and Procedures, as well as remit a Compliance Verification Form for approval before use. *See Gano Excel Policies & Procedures: Section IV: Affiliate Advertising and Sales, Part 40.*

SEVENTY PERCENT (70%) RULE: Bonuses are paid based on product sales. Products are to be consumed, not stockpiled in order to achieve a rank or qualify for a bonus or additional income. In fact, there is a rule called the 70% Rule that all Affiliates must follow. This rule means that you should have used-up at least 70% of your personal inventory by consuming it or in doing your business before you place another order. *See Gano Excel Policies & Procedures: Section IV: Affiliate Advertising and Sales, Part 44.*

Our Policies and Procedures provide you with the necessary tools to help your business grow. To ensure the longevity of our Company, Gano Excel is committed to actively policing major compliance violations and enforcing our Policies and Procedures Agreement at all times. You can help us sustain the longevity of your business by informing us of any potential violations.

Together we will create opportunities and achieve our dreams.

