



ORGANO



# GUIDE TO SUCCESS

## HELLO

We are very excited to meet you here in the United States and we hope you will find our products and services helpful in your business. We are committed to providing you with the best possible experience.

ORGANO is an international global company with a presence in over 100 countries. Our core values are the same everywhere: we are always striving to be one of the most successful and innovative companies in the world. By joining ORGANO, you are now a member of the most successful team in the world and we are committed to helping you achieve your business and personal success goals.

Over the course of our history we have been committed to providing you with the best possible experience. We are committed to providing you with the best possible experience. We are committed to providing you with the best possible experience.



### WELCOME TO THE FAMILY



### WELCOME HOME


# 4 Steps to **SUCCESS**

- 1 Become a Product of the Product
- 2 Build a List of Contacts
- 3 Plan an OG Mixer
- 4 Plug into a Proven Success System



# CULTURE





“We believe in a strong sense of allegiance and **LOYALTY**. As one **FAMILY**, we stay the course to support each other all the way to the top, because we understand we are only as strong as we are **UNITED**. Through **EDIFICATION**, we grow both in knowledge and entrepreneurial spirit. We believe that everyone can harness their **POWER** and get paid what they are truly worth. We live in a world of **PARITY** where everyone is treated without judgment.”

# Vision and **PURPOSE**

Bringing the  
Treasures of the  
Earth to the People  
of the World.





**The OG Cares Foundation aims to impact thousands, if not millions, of youth around the world. We firmly believe that by investing in the youth of today, we will develop the international leaders of tomorrow.**

Our Mission is to support the youth by providing them with opportunities to become productive and engaged members of their communities, so that they may initiate positive change for future generations.

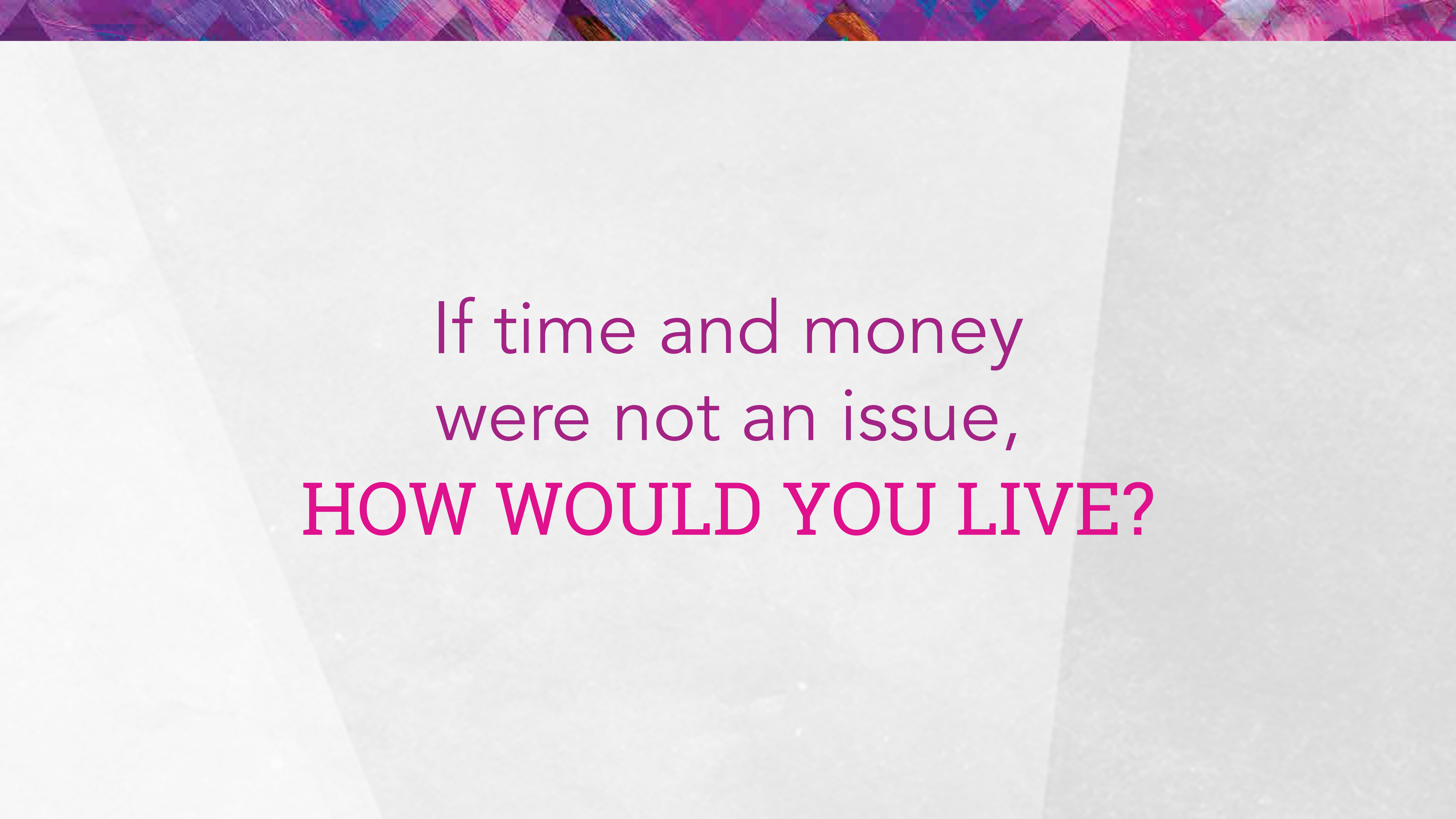
[www.ogcares.org](http://www.ogcares.org)



Building your  
**ORGANO**<sup>TM</sup>  
**BUSINESS**







If time and money  
were not an issue,  
**HOW WOULD YOU LIVE?**

Find 3 Sign 3  
**ENJOY FREE**



New Distributor's Objective

**Preferred**  
CUSTOMER



# HIGH PAYOFF ACTIVITIES

Attend Weekly Calls & Webinars

Read Corporate eBlasts

Promote the Products

Promote the Opportunity

Attend Live Events

Train a New Distributor

Host OG Mixers

Planning is essential  
**FOR SUCCESS**



Attend weekly  
**CALLS &  
WEBINARS**



# Read corporate **EBLASTS**

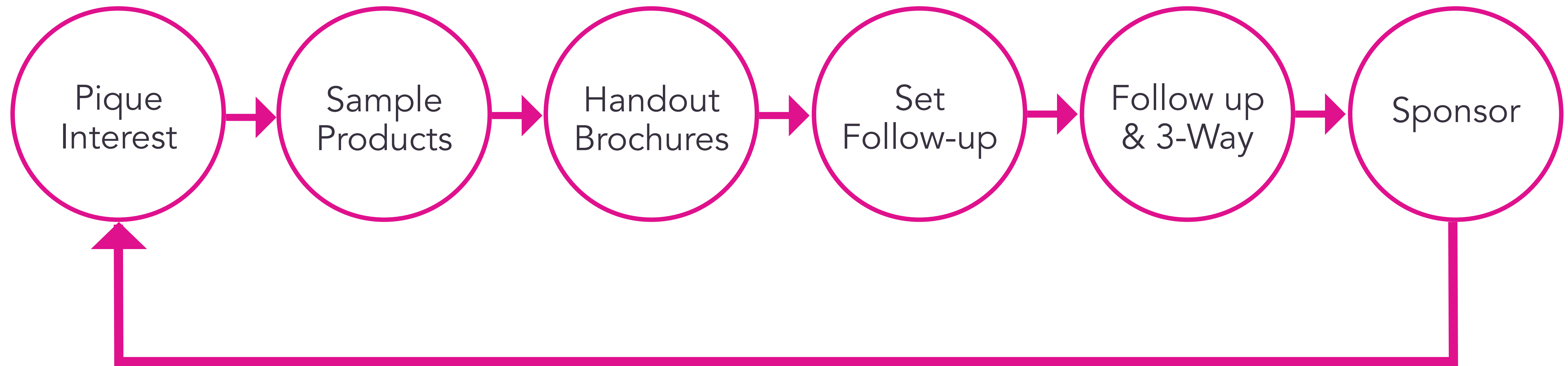


# The 4 QUESTIONS

- 1 Do you or anyone you know drink coffee or tea at least occasionally?
- 2 How do you drink your coffee?  
(black or with cream and sugar)
- 3 What's your favorite brand?
- 4 When was the last time  
(name of company)  
paid you for drinking or recommending their coffee?



# Promote the **OPPORTUNITY**





# Label your **TOOLS**

- Name
- Telephone
- Quote of Day
- Website
- Social Media

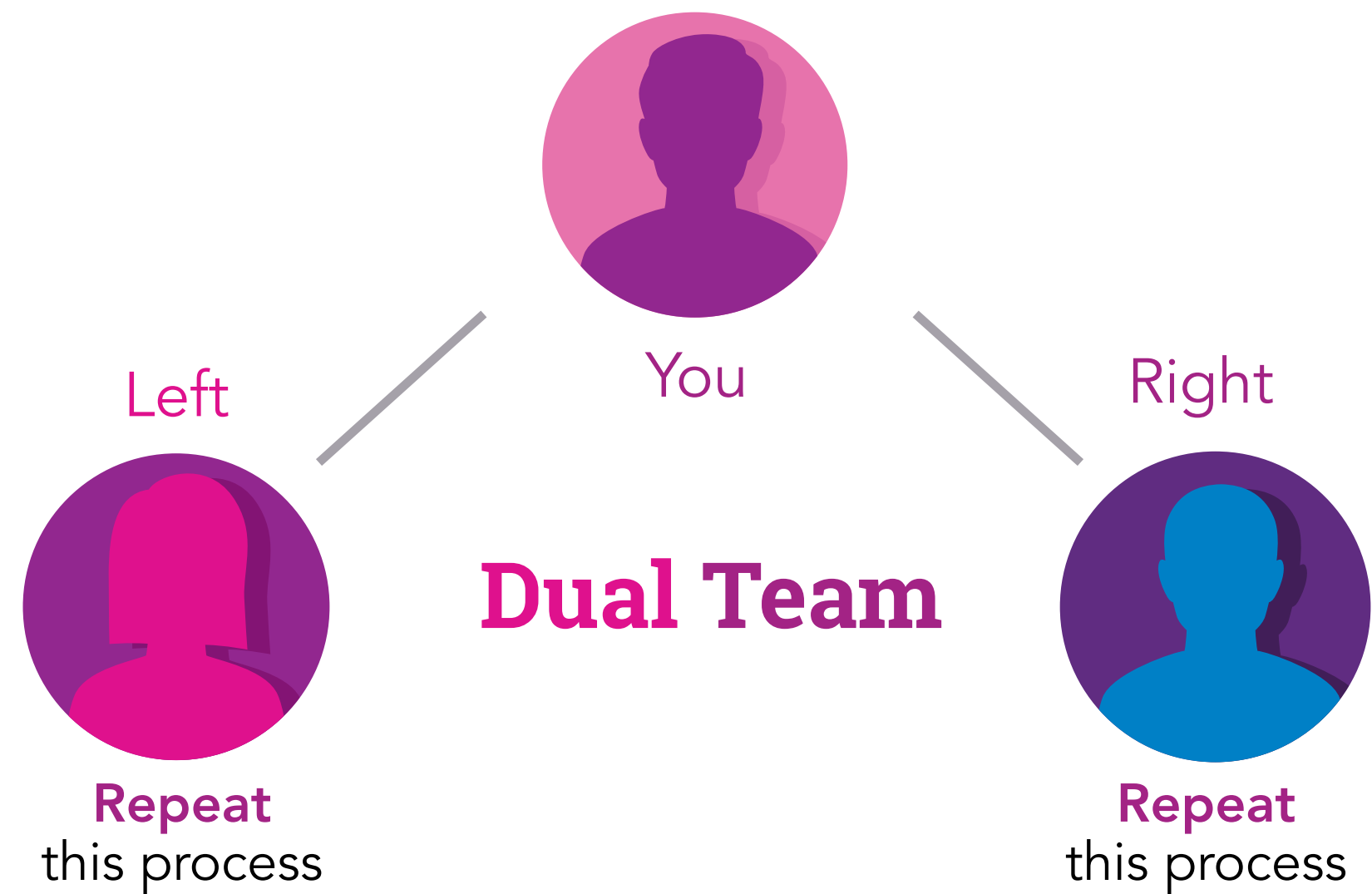


# SUCCESSFUL PROSPECTING

Show me the number of prospects  
and I'll show you how close you are to success.

**THE HIGHER THE NUMBER,  
THE HIGHER THE SUCCESS RATE.**

# Power of **DUPLICATION**



YOU

**2**/DAY

TEAM OF 10

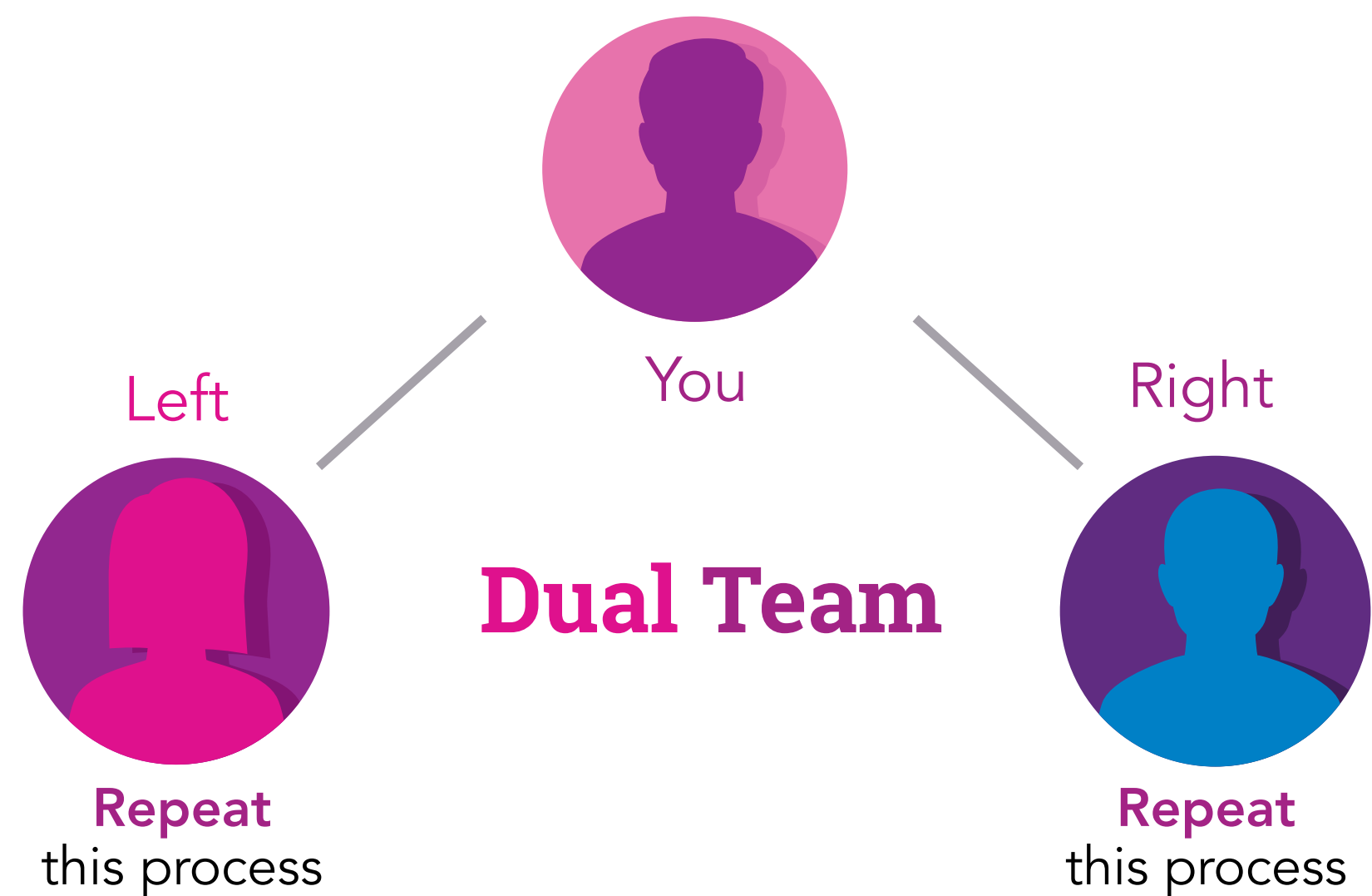
**20**/DAY

TEAM OF 30

**60**/DAY

Replicate this structure to harness  
**THE POWER OF THE DUAL TEAM**

# Do it **CONSISTENTLY**



YOU

**730**/YEAR

TEAM OF 10

**7,300**/YEAR

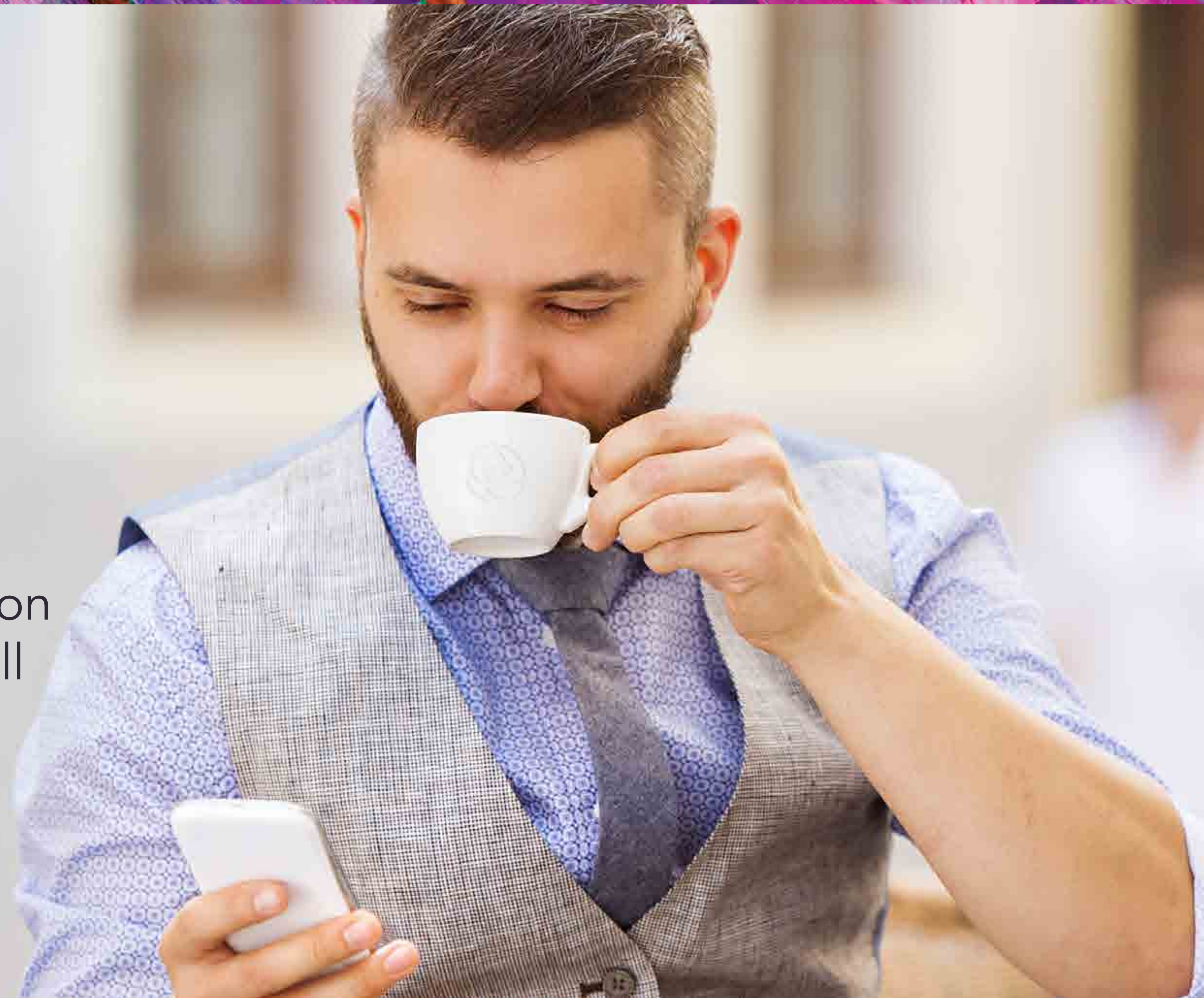
TEAM OF 30

**21,900**/YEAR

Replicate this structure to harness  
**THE POWER OF THE DUAL TEAM**

# Follow up & **3-WAY CALLS**

- Hear a success story
- Answer questions
- Use third party validation
- Invite to conference call
- Invite to live event
- Sign up prospect
- Welcome call



# THE POWER OF 3-WAY CALLS

- Invite an expert to join the call
- Brief the expert on everything they need to know
- Transition into call with expert
- Validate the expert
- Listen and take notes
- Thank expert

A vibrant concert scene with a large crowd of people, many with their hands raised in the air. The stage is illuminated with bright blue and white lights, and a shower of colorful confetti is falling from the ceiling. The overall atmosphere is energetic and celebratory.

# Attend **LIVE EVENTS**

- Build relationships with your team
- Learn the presentations
- Discover the bigger picture

A photograph of two young women with long dark hair, wearing straw hats and denim vests over striped shirts. They are both smiling and looking towards the camera. The woman on the left is pointing her right hand towards the viewer. The background is a blurred indoor setting with warm lighting.

# Fast Start **GAME PLAN**

## **EMPOWER A NEW DISTRIBUTOR**

- Their Why
- Their Lists
- Schedule an OG Mixer
- Preferred Customer Program
- Plug into the OG System



“Strength and growth come  
only through **continuous  
effort and struggle.**”

*Napoleon Hill*  
Napoleon Hill Foundation





# Host a training **MIXER**

Build an OG Community  
**AND HAVE FUN.**



# Host an OG **MIXER**

## **INVITE YOUR FAMILY & FRIENDS TO THE PARTY**

7-7:30 Coffee Tasting

7:40 Welcome and Play DVD

8:10 Product/Business Testimonial

8:20 Invitation to Join

# TYPES OF PARTIES

**HOME**

**RESTAURANTS**

**HOTELS**

Simple and informal gathering of warm market.

Invite people you feel comfortable having.

OG Secret

# GANODERMA LUCIDUM

- Regarded by the Chinese as the **“Miraculous King of Herbs”**.
- The Ganoderma infused in ORGANO products contain many natural compounds including beneficial anti-oxidants.









RECOGNITION





NEW OG DISTRIBUTOR







ELITE

PLATINUM

VIP

ORGANO

The logo is a horizontal, rounded rectangular shape with a brushed metal texture. The top half is silver and contains the text 'SAPPHIRE' in a large, bold, black serif font, with 'CONSULTANT' in a smaller, black sans-serif font below it. The bottom half is a solid blue color and contains the name 'ORGANIO' in a light blue, sans-serif font.

**SAPPHIRE**  
CONSULTANT

ORGANIO



RUBY

CONSULTANT

ORGANIO



EMERALD

CONSULTANT

ORGANO

DIAMOND





# BLUE DIAMOND



# BLACK DIAMOND



# CROWN DIAMOND



# CROWN AMBASSADOR



There's nothing like  
ORGANO Distributor  
**INCENTIVE  
TRIP**





**TASTE THE GOLD 2017**  
ORGANO ANNUAL WORLD CONVENTION



**TASTE THE GOLD 2017**  
ORGANO ANNUAL ASIA CONVENTION

# Take a **BREAK**

- Register for Event
- Purchase Tools



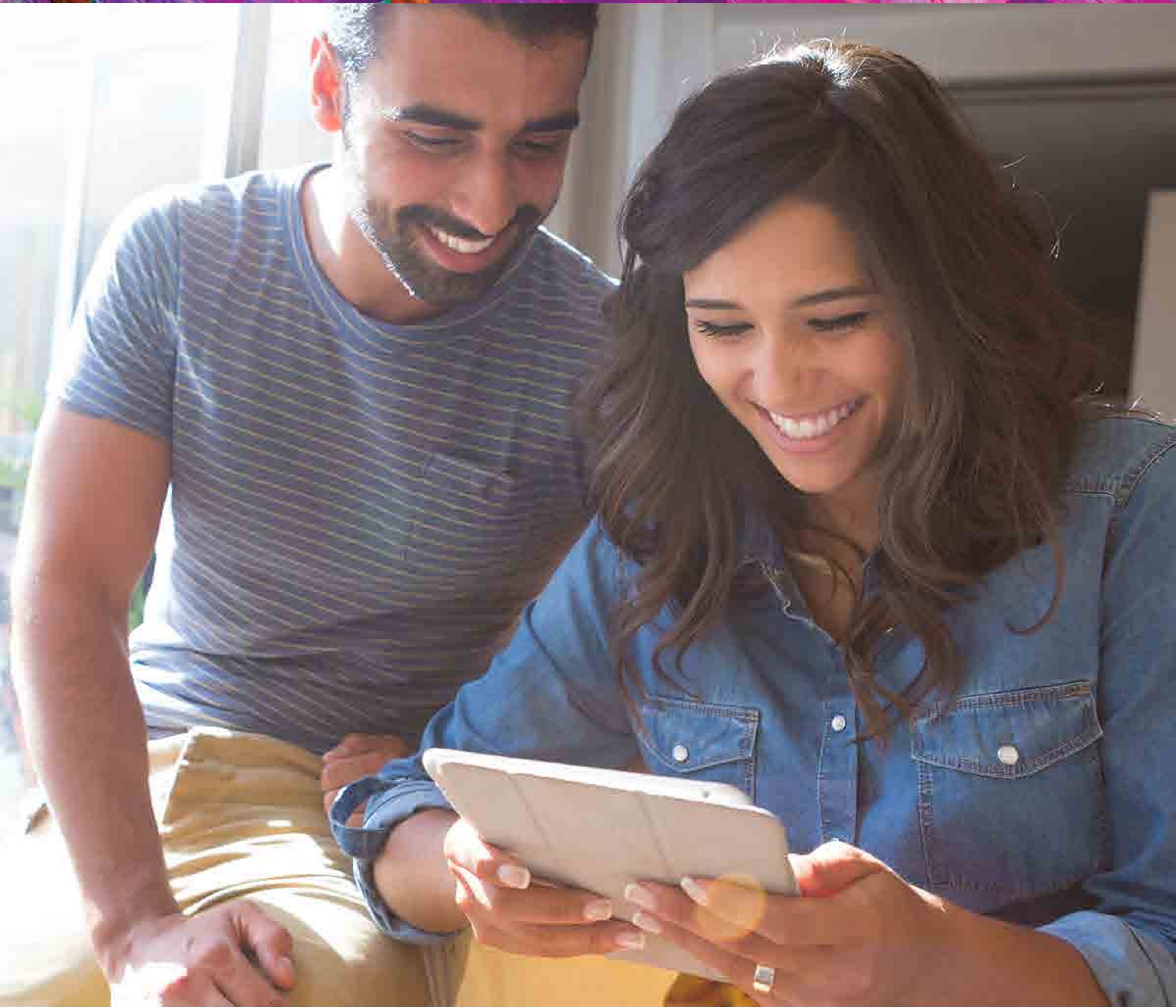




The **Real You**

# Social MEDIA

- Connect with Corporate
- Social media training
- Mobile app
- Share OG videos
- Action Item: share a picture, post or tweet about today's event



# BECOME A BUILDER

Focus on New Distributor  
Identify the Early “Diamonds”

# How to **GET PAID**





# OG ROAD TO GOLD

Retail Profit

Fast Track Bonus

Dual Team Bonus

Unilevel Bonus

Unilevel Matching Bonus

Generational Bonus

Global Bonus Pool

# Retail **PROFIT**

**EARN AT MINIMUM  
50% RETAIL  
PROFIT**

**Example:**

Box of Latte (Wholesale Price): \$18.00

Box of Latte (Selling Price): \$27.00

Profit: \$9.00

10 boxes of Latte: \$90.00

100 boxes of Latte: \$900.00

*\*Price varies per country*





# Fast Track **BONUS**
















**PROMOTIONAL SALES PACK  
FAST TRACK BONUSES**

Earn up to

**\$130**

on every Promotional  
Sales Pack sold.















# Dual Team BONUS

	<b>MARKETING ASSOCIATE</b>	PQV 50 DUAL TEAM PAY LEG BONUS 10% MAXIMUM WEEKLY COMMISSION \$500
	<b>SUPERVISOR</b>	PQV 50 DUAL TEAM PAY LEG BONUS 10% MAXIMUM WEEKLY COMMISSION \$1,000
	<b>CONSULTANT</b>	PQV 100 DUAL TEAM PAY LEG BONUS 15% MAXIMUM WEEKLY COMMISSION \$1,500
	<b>VIP CONSULTANT</b>	PQV 100 DUAL TEAM PAY LEG BONUS 15% MAXIMUM WEEKLY COMMISSION \$1,500
	<b>PLATINUM CONSULTANT</b>	PQV 100 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$1,500
	<b>PLATINUM ELITE CONSULTANT</b>	PQV 100 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$1,500
	<b>GOLD PACK QUALIFIED</b>	PQV 100 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$2,500
	<b>SAPPHIRE</b>	PQV 100 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$5,000
	<b>RUBY</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$10,000
	<b>EMERALD</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$15,000
	<b>DIAMOND</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$20,000
	<b>BLUE DIAMOND</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$30,000
	<b>BLACK DIAMOND</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$40,000
	<b>CROWN DIAMOND</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$50,000
	<b>CROWN AMBASSADOR</b>	PQV 200 DUAL TEAM PAY LEG BONUS 20% MAXIMUM WEEKLY COMMISSION \$75,000












# Unilevel BONUS

## UNILEVEL BONUS SUMMARY

	LEVEL	1	2	3	4	5	6	7	8	9
	Marketing Associate	5%	4%	4%						
	Supervisor	5%	4%	4%						
	Consultant	5%	4%	4%						
	VIP Consultant	5%	4%	4%						
	Platinum Consultant	5%	4%	4%						
	Platinum Elite Consultant	5%	4%	4%						
	Sapphire	5%	4%	4%	3%					
	Ruby	5%	4%	4%	3%	3%				
	Emerald	5%	4%	4%	3%	3%	3%			
	Diamond	5%	4%	4%	3%	3%	3%	3%		
	Blue Diamond	5%	4%	4%	3%	3%	3%	3%	2%	
	Black Diamond	5%	4%	4%	3%	3%	3%	3%	2%	1%
	Crown Diamond	5%	4%	4%	3%	3%	3%	3%	2%	1%
	Crown Ambassador	5%	4%	4%	3%	3%	3%	3%	2%	1%





# Unilevel Matching BONUS

UNILEVEL MATCHING BONUS SUMMARY

LEVEL	1	2	3	4
 Consultant	10%			
 VIP Consultant	10%			
 Platinum Consultant	10%			
 Platinum Elite Consultant	10%			
 Gold Pack Qualified	20%			
 Sapphire	20%			
 Ruby	20%	8%		
 Emerald	20%	8%	8%	
 Diamond and Above	20%	8%	8%	8%

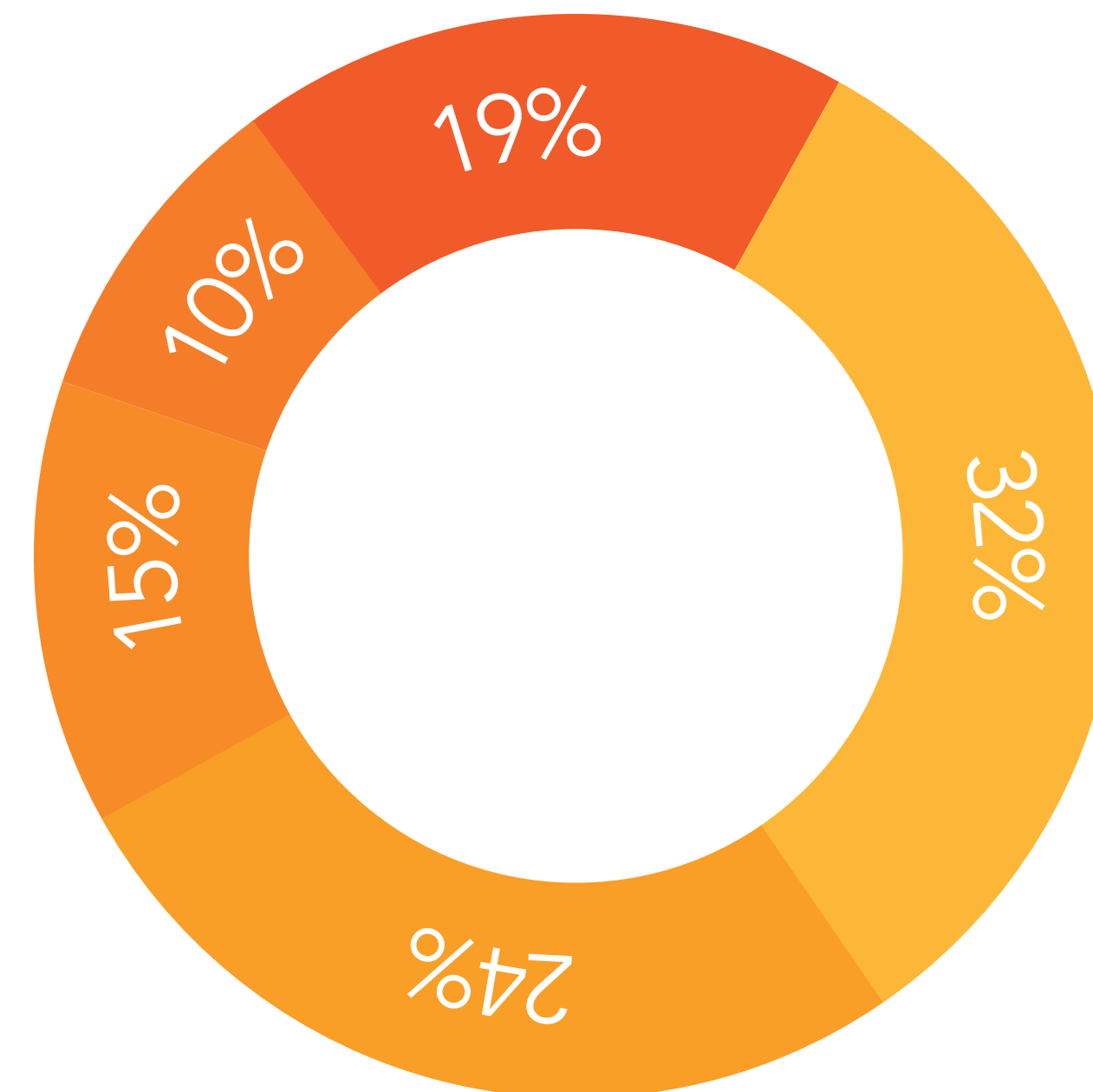
# Generational **BONUS**

## GENERATIONAL LEADERSHIP BONUS SUMMARY

	LEVEL	1	2	3	4
	Sapphire	2%			
	Ruby	2%	3%		
	Emerald	2%	3%	4%	
	<b>Diamond and Above</b>	2%	3%	4%	5%

# Global Pool **BONUS**

Three percent (3%) of ORGANO's worldwide Unilevel CV will be shared amongst qualified Ruby Distributors and Above. The Global Pool pays in direct proportion to one's sales contributions to the total Unilevel CV.



**RUBY**  
**EMERALD**  
**DIAMOND**  
**BLUE DIAMOND**  
**BLACK AND ABOVE**

**Qualify Two  
Consecutive Months**  
to receive your OG DREAMcar  
**MONTHLY** bonus payment

Sapphire	<b>\$ 400</b>
Ruby	<b>\$ 600</b>
Emerald	<b>\$ 800</b>
Diamond	<b>\$ 1,000</b>

**Black Diamond and above**

**\$ 3,000** per month towards  
the purchase or lease of an  
approved elite vehicle.



**DREAMCAR™**

# ORGANO™ WANTS YOU TO BE SUCCESSFUL


We have the product everyone needs.

We have a global opportunity.

We have the answer to your economy.

We have a way to help others.

We are here for you.

A young man with a beard and short hair is smiling broadly while wearing large white headphones. He is holding a white coffee cup with a green lid that has the word 'ORGANO' printed on it. He is wearing a blue and white plaid shirt. The background is bright and out of focus, suggesting an outdoor setting. The top of the image has a decorative border with a colorful, abstract pattern in shades of purple, pink, and blue.

**Success** is not about  
finding yourself, it's about  
**CREATING YOURSELF.**

