



MONTHLY PLANNER

ORGANO™



A blurred background image of a person's arm and hand holding a white cup of coffee. The person is wearing a white sleeveless top and grey pants. The background is a soft, out-of-focus white and grey.

TASTE the GOLD

MONTHLY PLANNER

ORGANO™

Personal Profile

Name: _____

Address: _____

Phone: _____ Organo Gold ID #: _____

Email: _____

Sponsor

Name: _____

Phone: _____

Email: _____

UPLINE SAPPHIRE

Name: _____ Phone: _____

Email: _____

RUBY

Name: _____ Phone: _____

Email: _____

EMERALD

Name: _____ Phone: _____

Email: _____

DIAMOND

Name: _____ Phone: _____

Email: _____

Rank Achievement Goals

Dual Team	Date: _____
VIP Consultant	Date: _____
Platinum Consultant	Date: _____
Platinum Elite Consultant	Date: _____
Sapphire Consultant	Date: _____
Ruby Consultant	Date: _____
Emerald Consultant	Date: _____
Diamond Consultant	Date: _____

Other Goals

_____	Date: _____
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"Nothing gets accomplished without a vision."

- Bernie Chua

4 Steps to Success

1. Be a Product of the Product

- Share your experience within 48 hours
- Set yourself on the proper Autoship
- Purchase two Boxes of Coffee
(Black & Latte)

2. Build a List of Contacts

- 50 Coffee Drinkers
- 50 Opportunity Seekers
- Learn and Use the 4 Questions
- Get Customers Now with the Script

3. Book Four OG Mixers (OGMs)

- At your Home or Office

4. Plug into a Proven Success System

- 18-Month Commitment to Proven System
- Ongoing Weekly OGMs
- Business & Leadership Events
- Opportunity & Training Calls

The 20-20 Plan



Each leg may have:

6 - 8	6 - 8	6 - 8	1 - 2
Inactive	Incubate	Business Builders	Super Stars within 6-8 Builders

Fast Track to Diamond

MONTH	1	2	3	4	5	6
Personally Sponsored L/R	$\frac{L}{3} \frac{R}{3}$	$\frac{L}{6} \frac{R}{6}$	$\frac{L}{9} \frac{R}{9}$	$\frac{L}{12} \frac{R}{12}$	$\frac{L}{16} \frac{R}{16}$	$\frac{L}{20} \frac{R}{20}$
Personals Engaged	1-2	2-4	4-6	6-8	8-10	12-16

Taste the GOLD



How to Hold an OG Mixer™

An OG Mixer is a private business meeting, in a comfortable and relaxed environment that allows you to share both the ORGANO™ product line and business opportunity with potential Distributors. We recommend taking immediate action by hosting your initial OG Mixer within the first seven days of launching your ORGANO™ business. This will allow you to build personal momentum and prepare you for the group momentum that will come from new Distributors joining your organization.

The OG System recommends hosting or supporting four OG Mixers per week. Close communication with your Sponsor or Upline Sapphire and Above will be critical to your success. Your Sponsor has a vested interest in you achieving your goals, so we recommend letting them know about all of your OG Mixers so they can be available to provide the proper support.

RECOMMENDED LOCATIONS TO HOST YOUR OGMs

Here is a list of locations where you'll be able to host a successful OG Mixer:

Home, Apartment, Clubhouse, Office, Restaurant, Hotel, Private Room

The best location for an OG Mixer is in a living room or den. The personal atmosphere of your living room will allow you to develop strong relationships with your new business partners and customers, ensuring that your OG Mixer will be a success.

RECOMMENDED DAYS AND TIMES FOR OGMs

Weekdays: 7pm

Saturdays: between 2 and 7pm

Sundays: between 3 and 6pm

Important Note: Do not schedule OG Mixers during the Sunday night Millionaire Mentorship Call, which is held at 8:00pm CST.



If you are building your business on a part-time basis and you work during the week, become a 'Weekend Warrior' and host or support multiple OG Mixers on the Saturday. If you're in a market where there is a weekly Business Briefing, it is always recommended that you support the meeting and not hold a local OG Mixer on those nights. Business Briefings are a great opportunity for you to BAM FAM (book a meeting from a meeting) guests who attended your OG Mixers so they can take another look at ORGANO™ and meet other Distributors who can assist them in their decision making process.

WHO TO INVITE

This is where your list of coffee drinkers and Preferred Customers from Step Two of the "4 Steps" will come into play. We recommend inviting 4 Checkers. Checkers are individuals who are:

1. Self-Starters
2. Influential
3. Teachable, Trainable, Coachable
4. Have financial resources

Experience has shown that people who fall within the above 4 Checkers turn out to be great customers, business partners, or referral sources. Invite as many people as you can, keeping in mind that couples count as one person. When it comes to contacting and inviting people to your OG Mixer, a personal phone call has proven to work best. E-mails and text messages work well as reminders only. People will respond to the excitement they hear in your voice more than the excitement they read about through an e-mail or text message.

Your goal should be to have 5 qualified prospects in attendance. A qualified prospect is someone who is a 4 Checker and has the potential to become one of the leaders of your organization. By identifying and developing qualified prospects, you will be able to grow your business much more efficiently and effectively.

REALISTIC EXPECTATIONS

For a list of 50 people, here's an estimate of what to expect:

- 30 to 35 will answer the phone
- 15 to 20 will confirm
- 7 to 10 will show up
- Expect everyone to buy product

OG MixerTM Suggestions

- ENERGY is critical! Play some upbeat music to create and maintain an exciting atmosphere.
- It's OK if guests have to talk a little bit over the music to hear one another; this increases their energy.
- Have the room set at a cool temperature. The cooler it is the more warm beverages they'll want.
- You'll need:
 - coffee, tea, cups, stirrers, creamer, sugar and hot water (pastries are optional).
 - TV and DVD player or laptop and projector.
 - Gold Standard DVD and OG Presentation DVD
 - Pen and paper for guests to take notes
 - Sign-in sheets for guests and Distributors who attend. This documents the business you've conducted.
 - Color copies (front and back) of the ORGANOTM Application. You can find them under "Company Documents" in your BackOffice.

Note:

Make sure to review and print out the Independent Distributor Application Form. Other relevant company documents (ex. Independent Distributor Agreement, Policies & Procedures, etc.) can also be found in the BackOffice, under 'Company Documents'.

Business Tools such as DVD's and printed materials are available online.
Visit us at ogstore.organogold.com



Notes:

OG Mixer™ Timeline

7:00 – 7:30 COFFEE TASTING: As guests arrive ask them how they drink their coffee-black or with cream and sugar. Get them appropriate beverage and escort them to their seat.

7:30 – 7:35 HOSTING: Turn music off. In 2 minutes or less share with everyone why you are excited about ORGANO™.

ADDRESS THE ROOM AND SAY:

"Welcome everyone! We are excited to have you all here. My name is [your name] and I will be your host for this evening. Before we start, I want to do a little housekeeping to make sure we have a great event for everyone in attendance. Please place all cell phones and electronic devices on silent, so we don't have any interruptions. We recommend you have pen and paper handy to take notes; we will answer all questions individually once the presentation has concluded. I'm going to play a quick overview of what we do and share a few testimonials."

If you have someone who is presenting you will introduce them. Be relaxed and be yourself. Keep in mind you always know more about the business than your guests, so it's OK if you make mistakes or forget a few words; they won't know. The more OGMs you do the better you'll get; your excitement will be what moves them!

7:35 – 8:10 PRESENTATION: Turn on your DVD player and put in the Gold Standard DVD. Press play and share the Business Overview, Compensation Plan and testimonies from Diamonds. If you are using the OG Presentation DVD, simply follow and read what's on the slides.

8:10 – 8:15 CLOSE: If you have multiple ORGANO™ Distributors in attendance, have 5 or less come to the front of the room and take 30 seconds or less to share their name, background, and why they got started. The goal is to show diversity and connect with the guests by relating to various professions they know of.

8:15 – 8:20 ENROLLMENT: Let the guests know you'll have a 5 minute enrollment period for them to fill out applications and get their questions answered.



You will need to separate the “Customers” from “Potential Distributors”. For Customers, introduce them to the Preferred Customer Program. For Potential Distributors, give them another presentation on the 4 Step Training process.

Critical Note: Each person should be spoken to individually. Have music playing just enough so guests can’t hear what you’re saying privately to others. This is important for isolating distractions so you can identify individuals who are ready to get started.

8:20 – 8:30 4 STEP TRAINING: Turn music off, and give a round of applause for those who got started. Set the tone by letting everyone know their success will be highly dependent upon their willingness to follow the 4 Steps exactly as they are.

Once concluded, book out the 4 OGMs for your new business partners and duplicate until Diamond and beyond!

Notes:

Coffee Sales Script

Here's where your list of 50 Coffee Drinkers comes into play! The Coffee Sales Script is a simple and very effective way to obtain new customers and referrals. We recommend you follow the script, keep it super simple, and most importantly - have fun! You have one goal: to sell coffee. Their experience with the product is what will lead you into providing them with more information on Ganoderma and the income opportunity. Until then, simply use the script to sell the product.

"Hello, _____ Name _____." Small talk for a few seconds, then get to the purpose of the call (to sell COFFEE).

"I NEED YOUR HELP, _____ Name _____ ,

" _____ Name _____ , I just started my own coffee business, and we launched it with three flavors of Coffee - Black, Latte, and Mocha.

Can you buy a box or two from me ONE TIME?

If you like the coffee, I can show you how to get it at wholesale through the Preferred Customer program, if you don't like it, I will never ask you to buy from me again.

"Can I count on your support by buying one or two boxes from me?"

Note: We know your list of Coffee Drinkers will consist of individuals who do not live in your city or state. In that case you can send them to your personalized ORGANO™ website to place an order or gather their information so you can place the order for them. Other options in those cases include wire transfers and bank deposits, or you can set up a third party payment transfer account.

[illegible]



Taste the GOLD

"When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the action steps."

ACTION TO TAKE THIS MONTH:

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SUNDAY

MONDAY

TUESDAY

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SU _____

QV _____

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SU = Sign-ups
QV = Qualifying Volume
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Income Goal

Rank Achievement Goal

WEDNESDAY

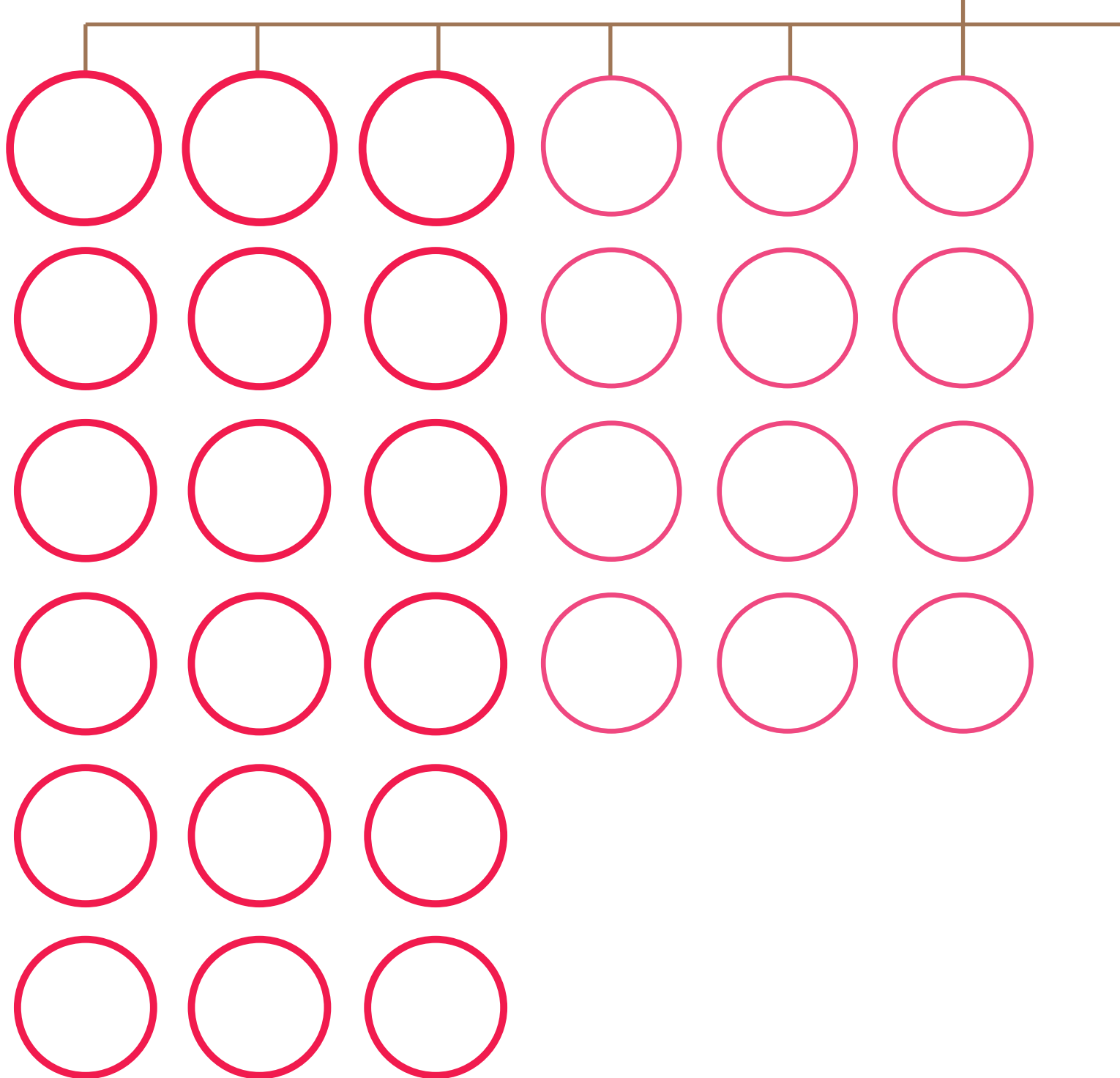
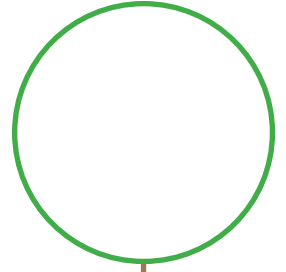
THURSDAY

FRIDAY

SATURDAY

Taste the GOLD

Write the name of the leader of each leg within each circle,
starting with the largest and ending with the smallest.



Write the previous month's GV below the circle and current month's GV goal above.

The diagram consists of a horizontal line with six vertical lines descending from it, each leading to a circle. Below the first two circles are two more circles.

Notes:



ORGANO™

Taste the GOLD

"A dream becomes a goal when action is taken toward its achievement."

- Bo Bennett

ACTION TO TAKE THIS MONTH:

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

SUNDAY

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Taste the GOLD

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ORGANO™

Taste the GOLD

"Success is not final, failure is not fatal: it is the courage to continue that counts."

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[illegible]

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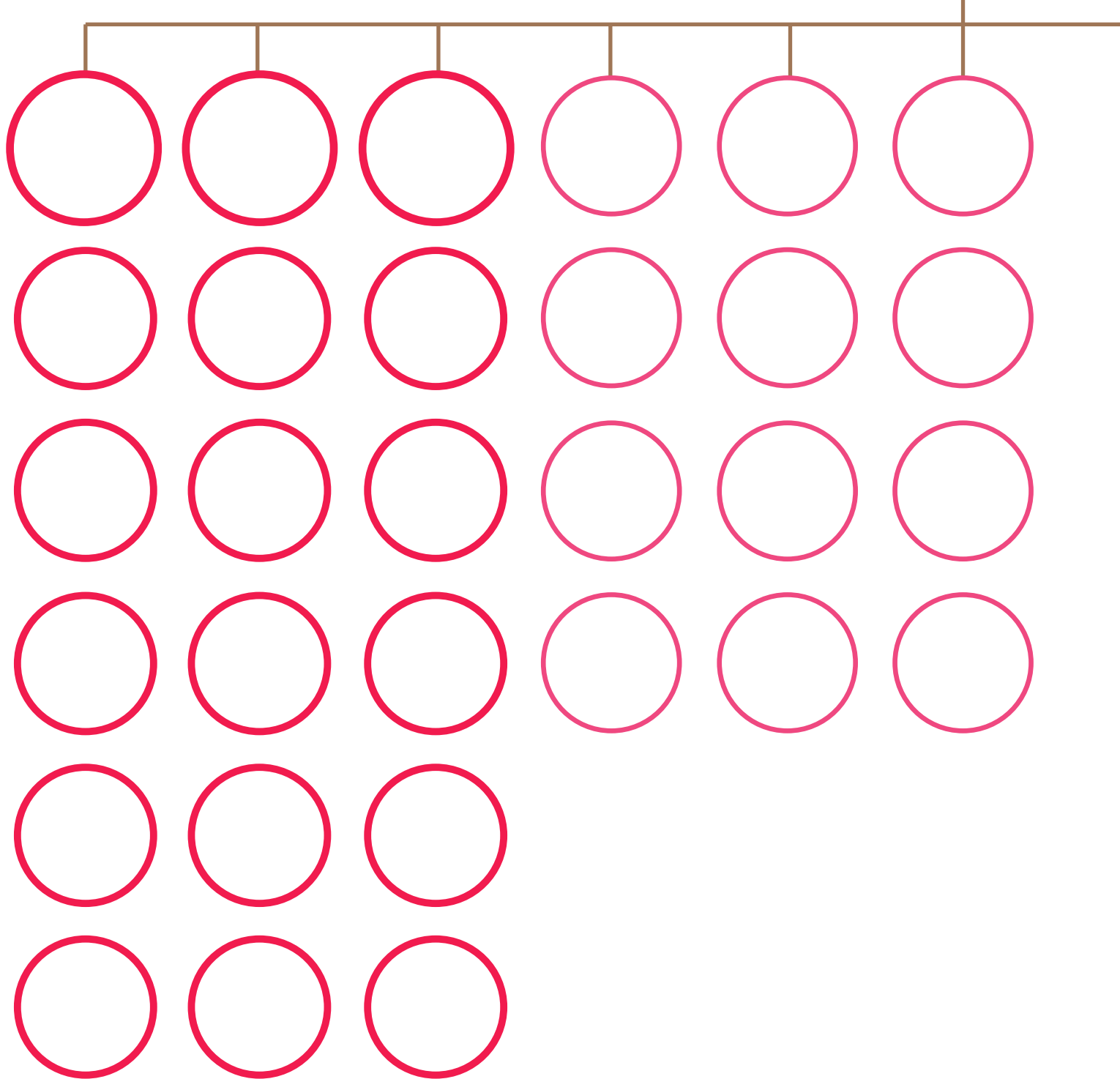
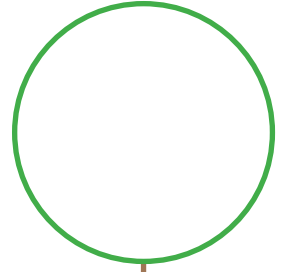
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Taste the GOLD

"In every day, there are 1,440 minutes. That means we have 1,440 daily opportunities to make a positive impact."

- les Brown

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Notes:



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Taste the GOLD

"Believe you can and you're halfway there."

- Theodore Roosevelt

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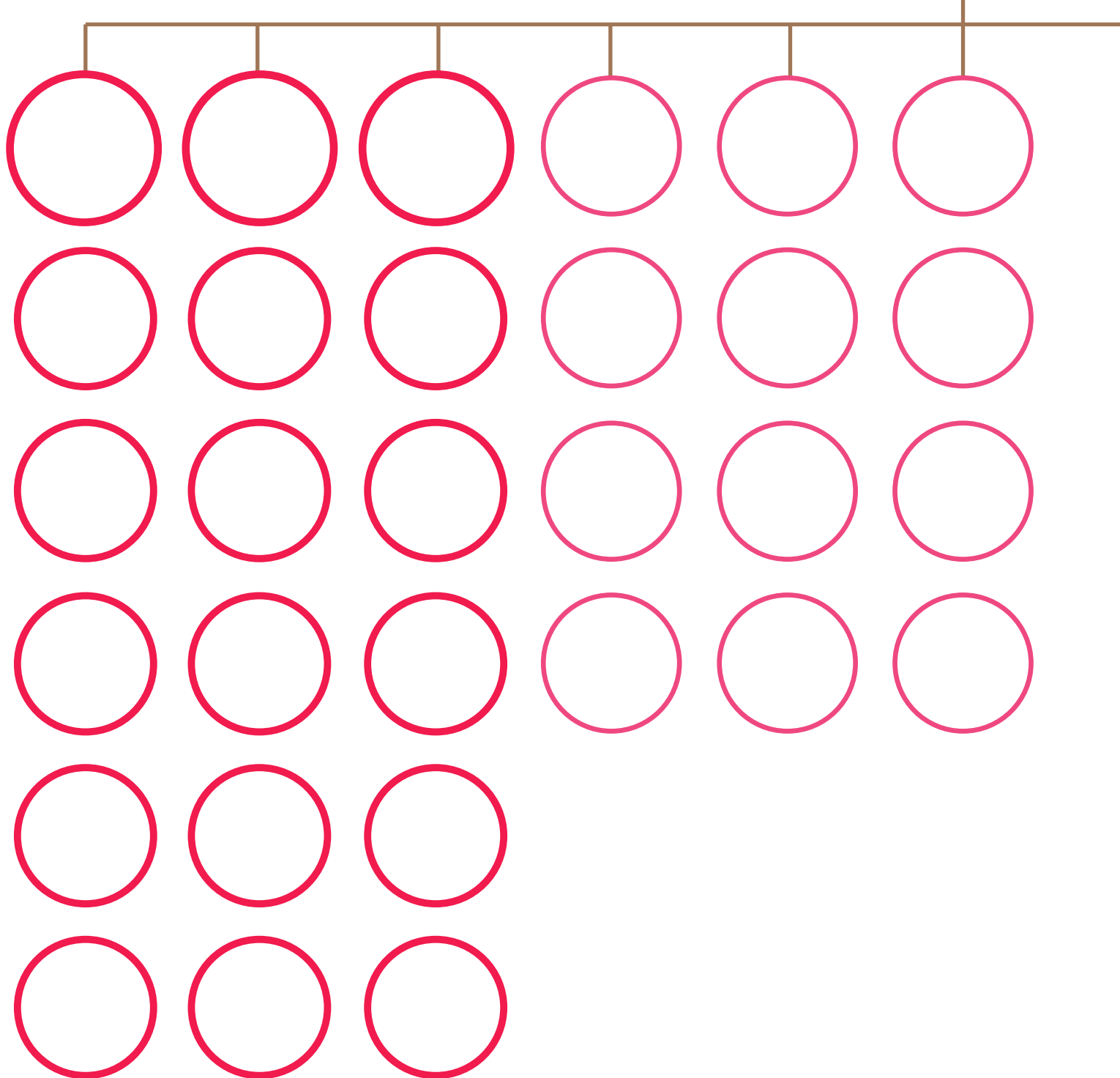
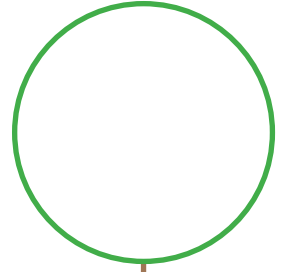
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Taste the GOLD

"In order to carry a positive action, we must develop here a positive vision."
- Dalai Lama

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Taste the GOLD

"Life isn't about finding yourself. Life is about creating yourself."

- George Bernard Shaw

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"Talent is cheaper than table salt. What separates the talented individual from the successful one is a lot of hard work."

- Stephen King

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"The measure of a person's life is the affect they have on others."

- Steve Nash

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Taste the GOLD

"Try not to become a person of success, but rather try to become a person of value."

- Albert Einstein

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"To create a new standard, you have to be up for that challenge and really enjoy it."

- Shigeru Miyamoto

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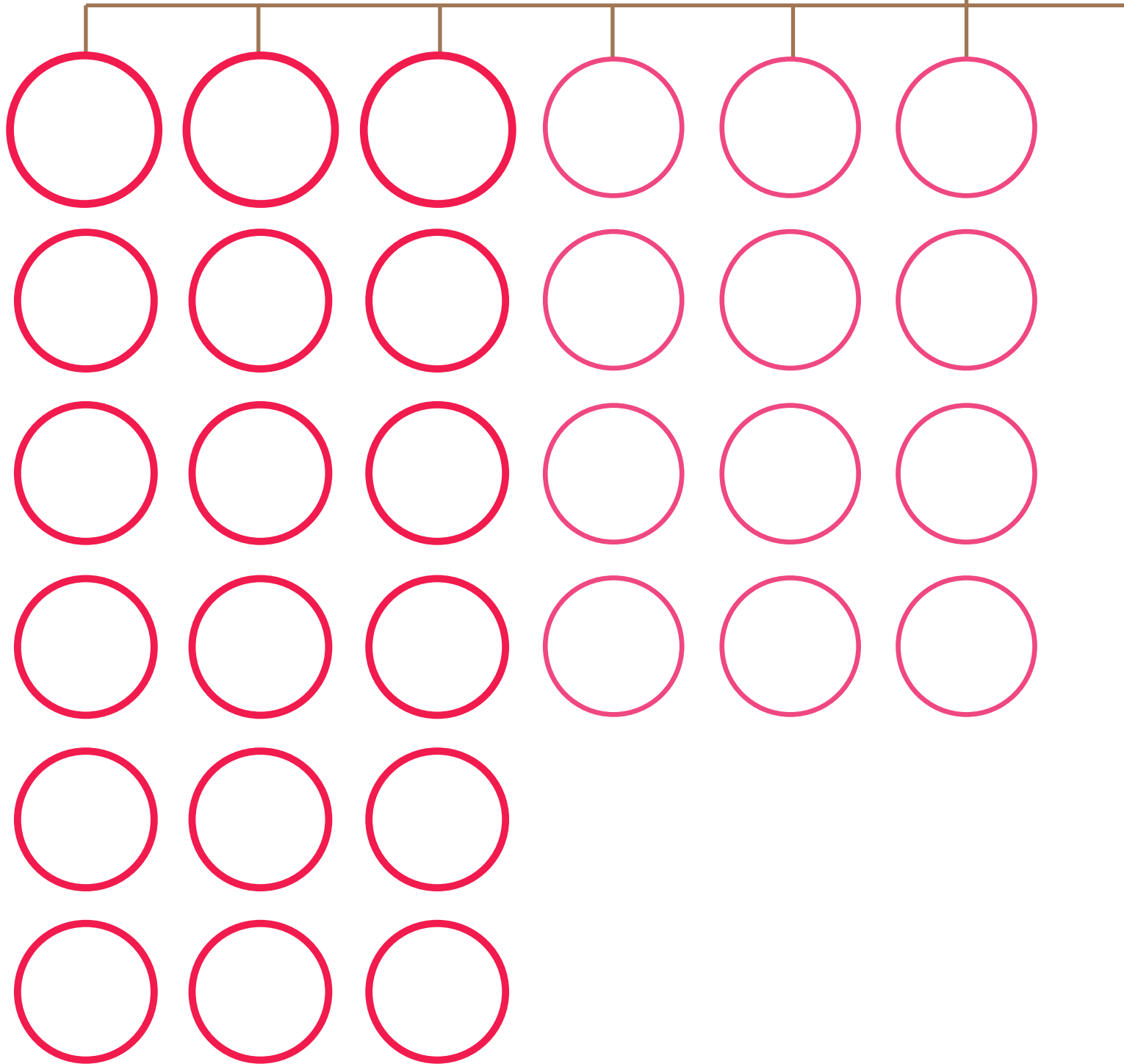
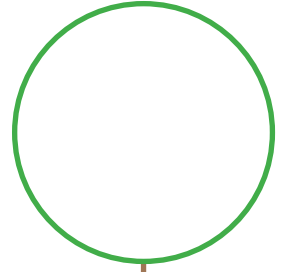
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"Some people want it to happen, some wish it would happen, others make it happen."

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Rank Achievement Goal

WEDNESDAY

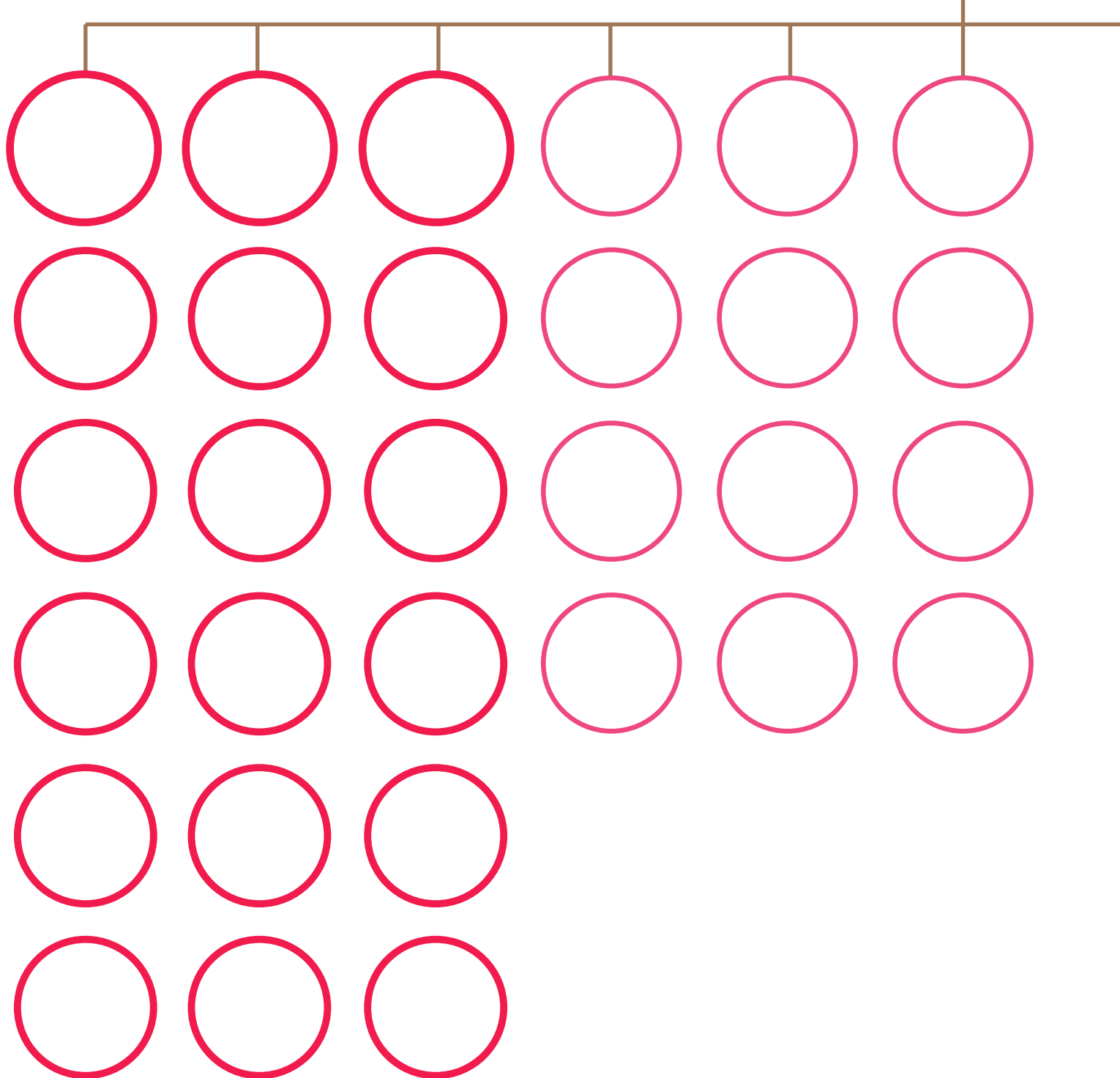
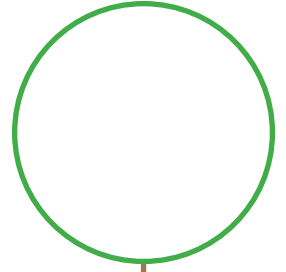
THURSDAY

FRIDAY

SATURDAY

Taste the GOLD

Write the name of the leader of each leg within each circle,
starting with the largest and ending with the smallest.



Write the previous month's GV below the circle and current month's GV goal above.

The diagram consists of a horizontal line with six vertical lines extending downwards from it. Below each vertical line is a circle. The first two circles have a second circle below them, while the other four circles have only one circle below them.

Notes:



ORGANO™

Taste the GOLD

"Arriving at one goal is the starting point to another."

- John Dewey

ACTION TO TAKE THIS MONTH:

[illegible]

SUNDAY

MONDAY

TUESDAY

QP ○○○○○

SU _____

QV _____

CV _____

GV _____

OGM _____



Call 1

Tel _____
Day _____
Time _____
PIN _____



Call 2

Tel _____
Day _____
Time _____
PIN _____



Call 3

Tel _____
Day _____
Time _____
PIN _____



QP = Qualified Prospects
SU = Sign-ups
QV = Qualifying Volume
CV = Commisionable Volume
GV = Group Volume
OGM = OG Mixer

Income Goal

Rank Achievement Goal

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

Taste the GOLD

A diagram consisting of a 6x6 grid of circles. The circles are arranged in 6 rows and 6 columns. The first three columns have a thick red outline, while the last three columns have a thin red outline. Above the grid, there is a horizontal line with six vertical lines extending downwards to the top of each column. From the first three vertical lines, additional lines branch out to the right, connecting to the top of the fourth, fifth, and sixth columns respectively, forming a branching structure.

Write the previous month's GV below the circle and current month's GV goal above.

A diagram for tracking goals. It features a horizontal line with six vertical lines extending downwards from it. Below each vertical line is a circle. The first two circles have a second circle below them, while the other four circles have only one circle below them.

Notes:



ORGANO™

Taste the GOLD

"Success is finding satisfaction in giving a little more than you take."

- Christopher Reeve

ACTION TO TAKE THIS MONTH:

[illegible]

SUNDAY

MONDAY

TUESDAY

QP ○○○○○○

SU _____

QV _____

CV _____

GV _____

OGM _____



Call 1

Tel _____
Day _____
Time _____
PIN _____



Call 2

Tel _____
Day _____
Time _____
PIN _____



Call 3

Tel _____
Day _____
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Income Goal

Rank Achievement Goal

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

Taste the GOLD

A diagram consisting of a 6x6 grid of circles. The circles are arranged in 6 rows and 6 columns. The first three columns have circles in all six rows. The fourth column has circles in the first four rows. The fifth column has circles in the first two rows. The sixth column has circles in the first row. Above the grid, there is a horizontal line with six vertical lines extending downwards to the top of each circle in the first row. The circles are colored in a gradient from light yellow to light blue.

Write the previous month's GV below the circle and current month's GV goal above.

The diagram consists of a horizontal line with six vertical lines extending downwards from it. Below each vertical line is a circle. The first two circles have a second circle below them, while the other four circles have only one circle below them.

Notes:



ORGANO™

Taste the GOLD

"Great works are performed not by strength but by perseverance."

- Samuel Johnson

ACTION TO TAKE THIS MONTH:

[illegible]

SUNDAY

MONDAY

TUESDAY

QP ○○○○○

SU _____

QV _____

CV _____

GV _____

OGM _____



Call 1

Tel _____
Day _____
Time _____
PIN _____



Call 2

Tel _____
Day _____
Time _____
PIN _____



Call 3

Tel _____
Day _____
Time _____
PIN _____



QP = Qualified Prospects
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Income Goal

Rank Achievement Goal


WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

Taste the GOLD

A 6x6 grid of circles. The top row of circles is connected by a horizontal brown line at the very top. From each point where a circle touches this line, a vertical brown line segment extends down to the top edge of the circle. The circles have a thick red border and a thin pink border. The grid is 6 columns wide and 6 rows high. The first three columns have circles in all six rows. The last three columns have circles in the first four rows, but are empty in the fifth and sixth rows.

Write the previous month's GV below the circle and current month's GV goal above.

The diagram consists of a horizontal line with six vertical lines extending downwards from it. Below each vertical line is a circle. The first two circles have a second circle below them, while the other four circles have only one circle below them.

Notes:



ORGANO™

Taste the GOLD

"Obstacles are those frightful things you see when you take your eyes off your goal."

ACTION TO TAKE THIS MONTH:

[illegible]

SUNDAY

MONDAY

TUESDAY

QP ○○○○○

SU _____

QV _____

CV _____

GV _____

OGM _____



Call 1

Tel _____
Day _____
Time _____
PIN _____



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Tel _____
Day _____
Time _____
PIN _____



Call 3

Tel _____
Day _____
Time _____
PIN _____



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Income Goal

Rank Achievement Goal

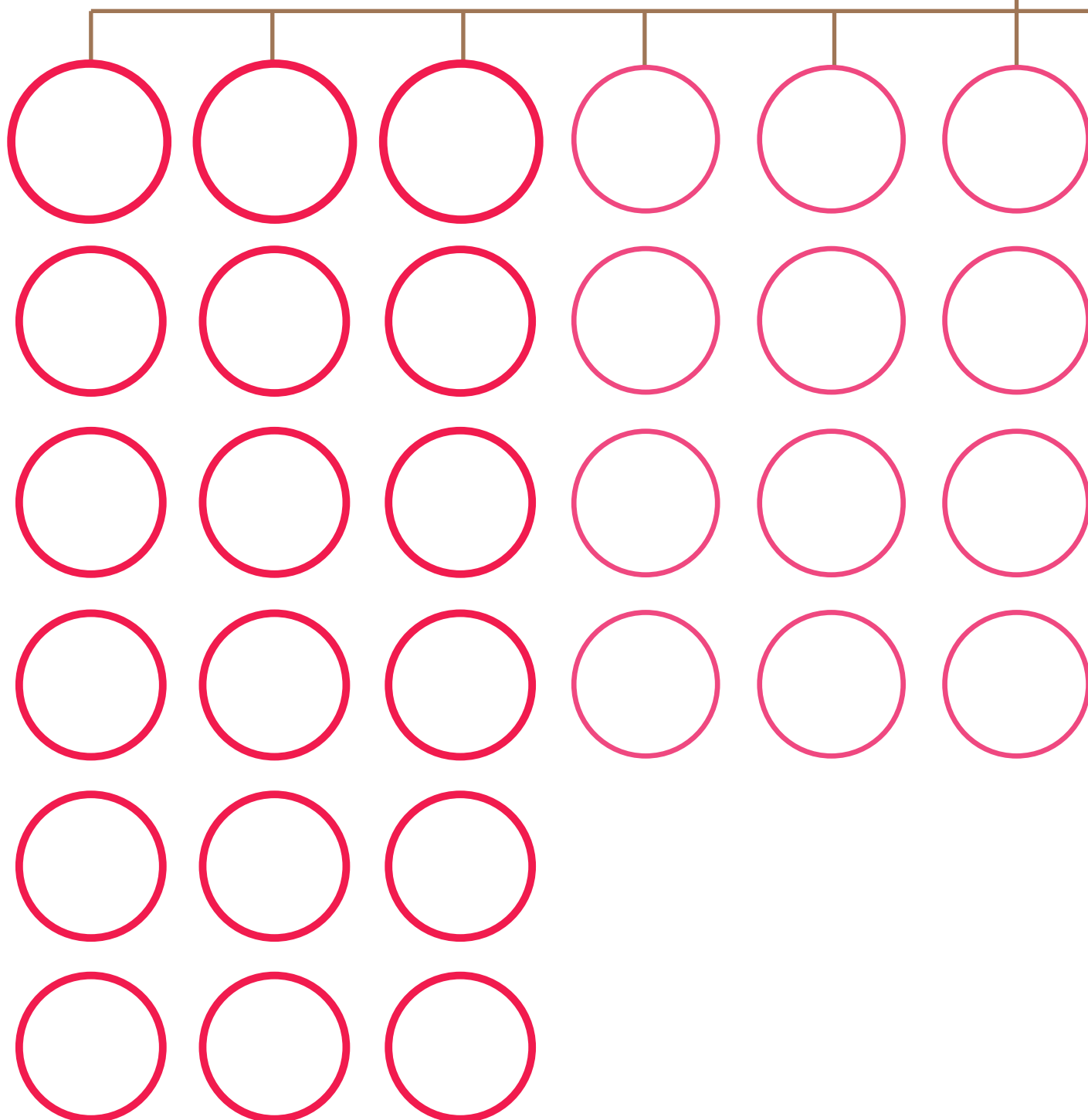

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

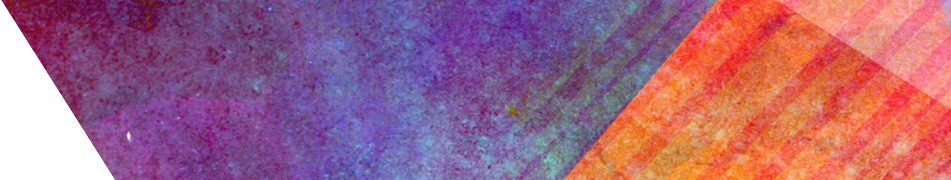
Taste the GOLD



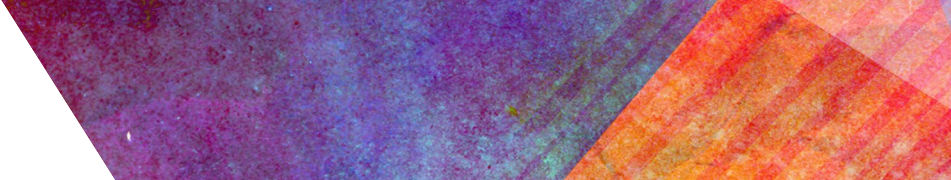
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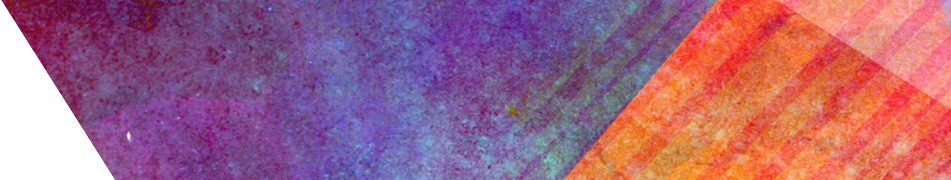
Notes:

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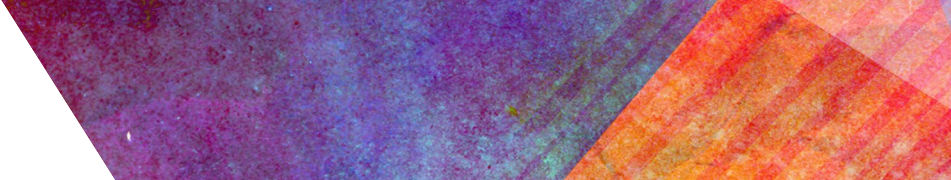
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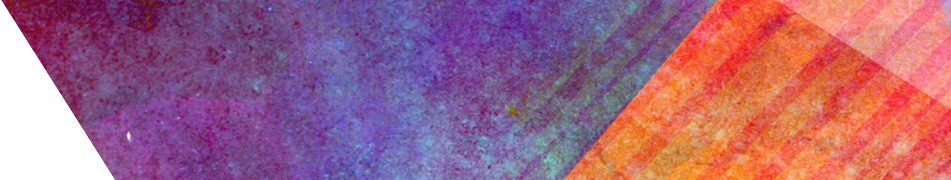
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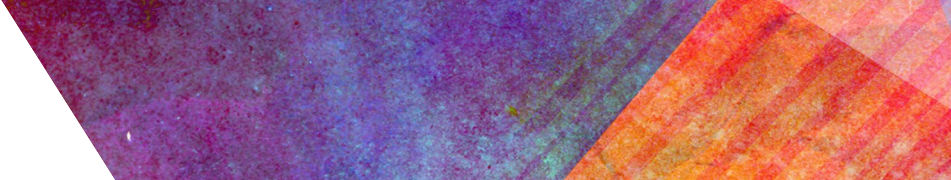
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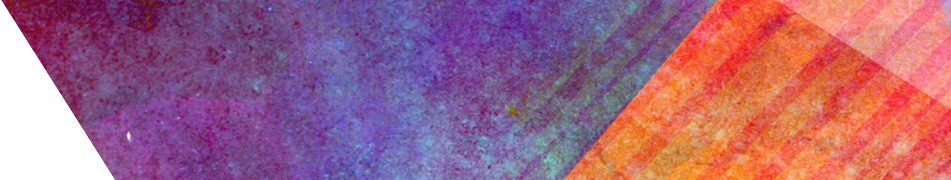
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