

It Works! Status
Presidential Diamond

Home
Virginia

Family
Husband, Bryan;
sons: Dylan, 9;
Mason, 7; Jacob, 3

Key to Success
Give it a shot, then give it all
you've got!

**Wendy
Gano**

I'M A SIX-FIGURE-EARNING STAY-AT-HOME MOM.

— Wendy Gano

Just One Small Step

Watching others succeed opened the door for Wendy Gano's financial freedom.

by Nicole Bywater

What began as a way for Wendy Gano, a former nursing student, to contribute to her household income became a way out of credit card debt and the answer to keeping her soldier husband at home after his latest tour of duty.

"My husband, Bryan, was serving in Iraq and worked as a contractor when he was home, but he wasn't really happy," Wendy confesses. For Bryan, being home for his three sons was the best occupation he could imagine.

Looking for a Way Out

Like many Americans, the Ganos were dependent on credit cards. What began as a way to meet the daily family expenses spiraled into \$40,000 of debt. "We were miserable," Wendy recalls of the financial burden wearing them down.

After spotting an It Works! distributor on Facebook and looking into the company, Wendy thought she'd take the first steps toward debt freedom.

Full Speed Ahead

"I don't slow down!" Wendy says. She convinced herself that if others could succeed at this business, she had what it took to thrive as well. "I didn't have many contacts, but I love talking to people.

Her business allowed the family to pay off the credit card debt in one year, buy the cars she and her husband always dreamed of, and they are now saving to buy a home—with cash.

"We don't have to tell the kids 'no' anymore or look at price tags!" she says. "I'm a six-figure-earning stay-at-home mom. I want to let people know that if I can do this, they can, too. All you have to do is give it a shot and then give it all you've got!"

What started as a small step led to Wendy jumping in with both feet, and having the freedom to help others travel the same path. **SIH**

It Works! Accomplishments:

- ▶ Earning six figures as stay-at-home mom
- ▶ Paying off \$40,000 in credit card debt in one year
- ▶ Saving to purchase house with cash