

Congratulations and the Start of the Month. *How to start every month correctly.*



Congratulations! “If these people can do it, why can’t I ?”

Page 1 of 4

We are proud of all consultants on our team and we are grateful for their work and achievements, and especially those who have advanced to new levels of success.

‘Well done’ to you all ! Enjoy the moment and your achievement. Then plan your next step. For new Silvers, it is to reach Gold and start to receive your Lifestyle Bonuses. Start planning now on what you want to do with that extra money.



Monthly Rhythm of the Business

There is a Monthly Rhythm to the Nikken Business. At the start of every month all Business Builders will want to contact many new people. That means talking with one, two, three or more people per day, and following up with them. The idea is to get as many people as possible in the first half of the month exploring what Nikken is all about – the Products and Business. **The desired result is to build a network** of consultants and customers. Ideally, you want to sponsor many people to find at least four serious business builders as fast as possible, will build a network as well.

Start of the Month – *Plan your work and work your plan.*

Each new month holds endless possibilities. Be open to the many good things that can happen. At the start of each month, contact with your sponsor and successful upline team leaders to **discuss your goals** and what you want to achieve. They will share their ideas and strategies with you to create an *Action Plan*. Important – do this every month.

Decide to go as far and as fast as possible every month. Do all you can to advance to the next level or higher. If you are very part-time, move from Senior at 1,500 points to Executive at 4,000 points, etc. For Business Builders, reach the Silver level A.S.A.P. That means a team of about 10 to 20 people doing 12,000, or more, total PGV - personal group volume points. It is very possible for many people who are not yet Silver, to reach that level in one month. Some people do it over two or three months. Silver can be done with a committed decision and the required activity. Business Builders: decide and commit to reaching Silver this month or next, to contacting many people and sponsoring

several consultants, and them helping them to sponsor as well. Do it as fast as possible.

Be aware of any specials or contests that Nikken is offering this month and use them to your advantage. Do all you can to win any and all trips, contest and incentives. These can boost your business forward to make much more money and winning them can be a lot of fun. Talk with your upline and see www.mynikken.com.

The Process – *Informing rather than ‘selling.’*

By getting 100% informed via the 5 Stages of the Sponsoring Process (the Process), people can make a sound business decision about Nikken. If your goal is to build greater time and money freedom, you do not want to just sell some products but to build a business, a network of consultants and customers. The more people in your network, the more products are consumed and sold every month, and the bigger your check!

In this business, we want people to become fully informed and to ‘sell themselves’ on Nikken, via the Process. This Process is usually two or more events where people get exposed to the products and business, where they get good information and get their questions answered. The Process includes these basic steps, below. You want your guests to go through this Process in a week or less, or as soon as possible.

It can happen in a few days, the sooner the better. It usually happens in this sequence, but not always:

1. **Information** – initial contact, as well as audio and video materials, 3 way call with a successful consultant, internet, brochure. Not all at once, but a little at a time.
2. **Product Demos** – seeing and experiencing the benefits of the various products by using them during presentations, having fun with ‘energy tests,’ and experiencing 100% stress relief with a sleep system demo.
3. **Nikken Event** or a **One-on-One** – usually an “In-Home” or a Wellness Preview - a Presentation to a group, large or small, covering the Products, Business, and Testimonials.
4. **Decision**- to join and be a Business Builder, or a Member / Customer.
5. **HBM** – Humans Being More . A two day event where you can really see the ‘heart of Nikken,’ remove limitations, discover greater possibilities for your future. A great experience. Attend as soon as possible.

Steps 1 to 4 can and should be done as quickly as possible, usually in a week or less. Do HBM when you can, as it is held a few times per year in most large centers. No one has seen all of Nikken until they have been to HBM one or more times. Go as soon as possible!

ABC = Your sponsor / upline (A) helping you (B) to present to someone else (C). Doing lots of ABCs and 3-Way Calls is very, very important. Your experienced upline team members can be the helpful by assisting you in person and with 3 Way Calls. They can help you contact people and present Nikken, to answer questions that your prospects and new recruits have; they can help them to decide on what product order to

start with, and give them an exciting vision for the future! Do ABCs ('live' in person, or as a 3-Way Call) with everyone on your team. All the top leaders still do ABCs. You should, too. Use all forms of ABC with audios, videos, 3 way calls, Nikken events, etc.

Earning Money

The Nikken Compensation Plan, based on the monthly calendar, encourages and rewards consultants to take action today, to get started now and to advance as far as possible this month. What you do this month affects your Nikken advancement, income and earning potential the following month. By advancing to higher and higher levels, from Senior (5%) to Executive (10%) and then on to Silver (20%) where you maximize your commissions on anything you purchase and / or sell, and on the activity of your group.



Run for Silver – The business starts at Silver. Launch your business!

It is best to Run for Silver in your first month or two, or as soon as possible. As you *Run for Silver*, do not focus on the minimum of twelve thousand (12,000 PGV - total personal group volume) for the month. You want to “*Run Through the Tape*” by aiming at a higher goal, like twenty thousand (20,000) points, or more. This gives you a greater chance of reaching the minimum goal of 12,000 total group volume points and earning even more money. *Run for Silver* and help your most excited / committed consultants to do the same. Some people have done over 60,000 PGV to achieve the 60 K Club.

For Silvers and above

After you have reached Silver, the main question you must ask yourself and your Business Builders is, “*Who is going Silver this month?*” By helping three others to reach Silver, you can advance to Gold and qualify for your Lifestyle Bonuses.

Keep personally sponsoring at least one or two new people every month, while helping your Business Builders to reach Silver, Gold and higher.

Volume is King!

The **volume** that you and your network create this month determines what you and your team will earn the next month. We all get paid on the 15th of each month based on the previous month’s volume of our network. Do you want a good income on the 15th of next month? Create a lot of activity NOW. High volume is a direct reflection of many people being helped by the products and the business. When you help many people, you earn a high income. Simple. Contact many people, sponsor as many as possible and help your new team members to do the same. This is done better and faster with ABCs. When you do this and help your team to do it, that is good DUPLICATION = BIG VOLUME.

In Summary

Start each month with Vision, Enthusiasm, an action Plan for you and your team, and get going! Reach out to your sponsor and upline team for guidance and help. Plan out your month and the volume you want to create. *“Who is going Silver (or Gold) this month?”* Also, contact your team members, frontline and downline, to congratulate them on their activity and advancement last month.

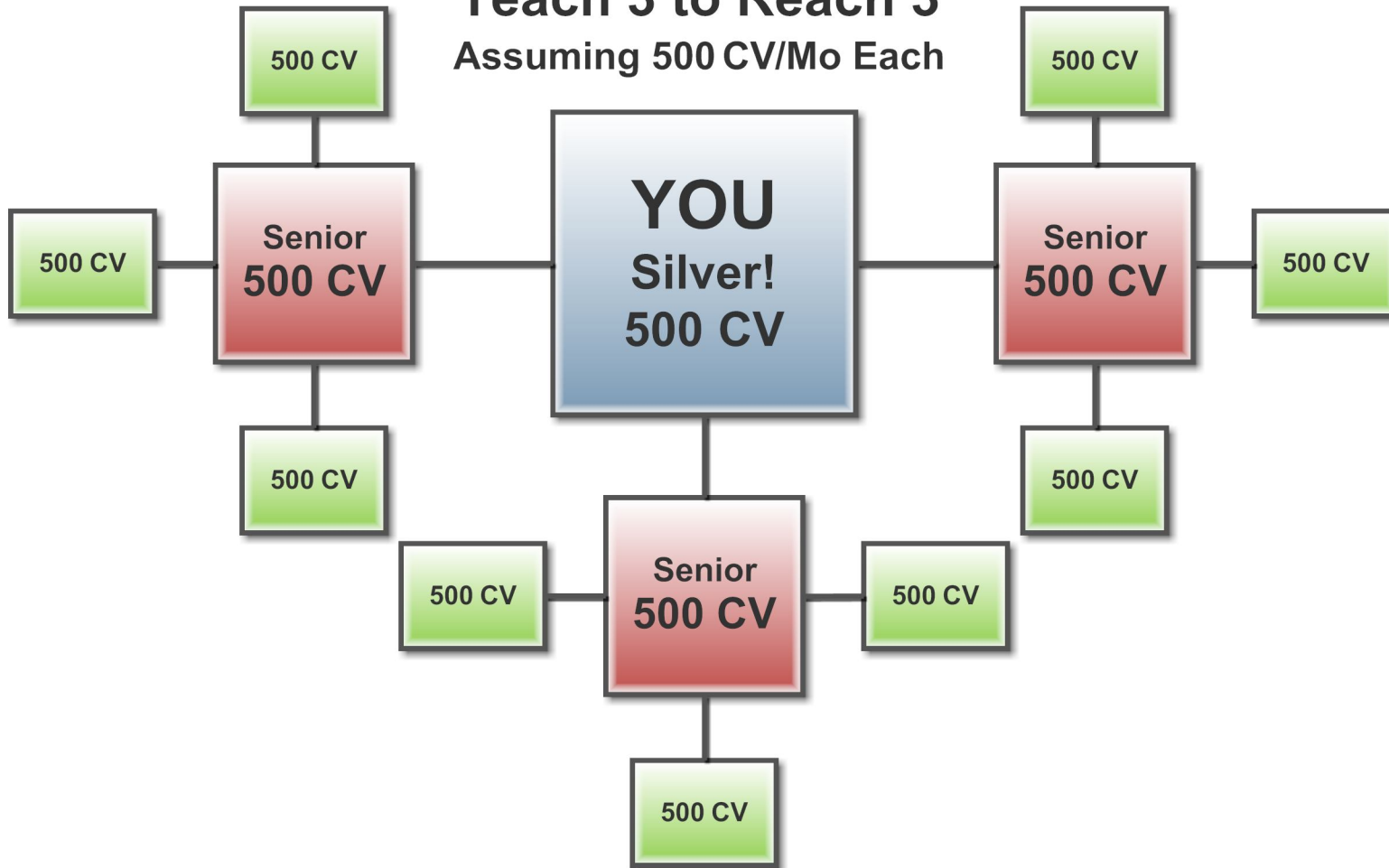
To create a bigger team and higher income, keep sponsoring at least one or more consultants monthly and focus on helping your most excited and committed Business Builders to reach Silver and Gold as soon as possible. Get your PGV (Personal Group Volume) to 10,000 to 20,000 points per month, or more. When you have a few strong Business Builders on your team, creating that kind of monthly volume is not difficult. More volume = more income for everyone!

Continue your advancement and remember that the goal for Business Builders is to focus on reaching Platinum in twelve months or less, or as soon as possible. We recommend that you LAUNCH your business by *“Going 21 Wide,”* which means to personally sponsor about twenty or more people in two to three months, or as soon as possible. Find at least four or more business builders and help them do the same, to go *“Go 21 Wide.”* It is very possible for active and committed Business Builders to reach Silver in a month or two. When you have sponsored three people who reach Silver, you become Gold. That can happen within three to six months (or sooner). You can qualify for a Lifestyle Bonus three months later. You can reach Platinum in a year or less when you have at least six frontline Silvers or three Golds. When they are ‘solid’ Silvers with big teams and at least four serious business builders, they can be earning from one to two thousand per month. With at least six ‘solid’ Silvers, you can join the *“100K Club”* and be earning \$100,000 per year or more. Start every month correctly and go for it!

Enjoy the journey, Bo Tanas, Nikken Royal Diamond. Consultant of the Year
botanas@rogers.com, www.nikken.com/botanas



Teach 3 to Reach 3 Assuming 500 CV/Mo Each



When you teach 3 to reach 3, you'll have 3 Seniors at 2,000 PGV each or 6,000 PGV total.
Maintain this for 2 consecutive months, and you'll become a Silver!

As a Silver, you'll earn up to a 20% rebate. 20% of your own 500CV = \$100!
Because your 3 front line Seniors earn a 5% rebate, you'll earn the difference of 15%
on their volume. 3 Seniors with 2,000CV each = 6,000 CV x 15% = \$900!
\$100 + \$900 = \$1,000 a month! (At a 5% return, you would need \$240,000 in the bank!)




Personal Declaration of Independence

When in the course of human events, it becomes necessary for each person to dissolve the economic bonds that tie us to dead-end jobs and unwanted bosses, it behooves each of us to pursue excellence, personal fulfillment and financial independence through Free Enterprise.

I hold these truths to be self-evident, that Free Enterprise is not the private domain of any one gender, race or religion; furthermore, I fully recognize that I possess certain God-given talents and abilities, among them the ability to think, dream, learn, act and believe.

Let it be said, therefore, that from this day forth I choose of my own free will to realize my fullest potential by starting and running my own Nikken business.



If
it is
to be it
is up to me
