

# **Team Kaizen** **Guide**<sup>v3.6</sup>

**(Launch, Leadership and Resources)**

Compiled by Brody Craney

In Collaboration with:

Steve Bono, Barbara Bertucci, Igor Gruendl,  
Carol Gruendl, Linda Morris, Patty Bach

# Launch!

## The Basics

- \_\_\_ Enroll as a Nikken Collaborative Entrepreneur (\$60)
- \_\_\_ Become Quality Enrolled (100PV Autoship included in min. 500PV)
- \_\_\_ Begin creating your Wellness Home (demo, personal, display products)
- \_\_\_ Begin your names list(s)
- \_\_\_ Plan your launch (in-home presentation, 21 Club, ABC with Top 20, etc.)
- \_\_\_ Register for Humans Being More Training (800-669-8859 Option4)
- \_\_\_ Register for online Silver Training (800-669-8859 Option4)
- \_\_\_ Review and order w/sponsor: tools/bus cards, etc.
- \_\_\_ Calendar in regular events/training/expos, etc. and a national field event.
- \_\_\_ Activate & know how to use 3-way calling
- \_\_\_ Use a prospect tracking sheet
- \_\_\_ Set goals: 1-3 month, 6 month, 1 year, 5 year. THINK BIG
- \_\_\_ Study and implement the Smart Start Guide
- \_\_\_ Be on a Monday night Team Kaizen Call (choose one)
  - \_\_\_ 8:30 pm Eastern: [712-432-0900](tel:712-432-0900) Participant Code: 172398
  - \_\_\_ 9:00 pm Mountain: 712-432-0075 participant code 618434
- \_\_\_ I will be Coachable and a Team player that is positive and empowering to all.

I \_\_\_\_\_ am committed to doing the steps necessary to joining the Team Kaizen team. My direct upline is \_\_\_\_\_. I will be on the \_\_\_ East or \_\_\_ West Coast call. I will let my upline know who my accountability partner is. My Team Kaizen Diamond or Royal Diamond Mentor is \_\_\_\_\_. I understand the "Law of the Harvest" and will put blinders on and commit to build my Nikken business on a daily basis for a minimum of 1 year before reevaluating. Signature: \_\_\_\_\_

"When performance is measured, performance improves. When performance is measured and reported back, the rate of improvement accelerates."  
-Thomas S. Monson

### **Things I will put on the backburner in order to make more time for my Nikken business:**

- 1.**
- 2.**
- 3.**
- 4.**

## Qualities of a Leader

- \_\_\_ I move towards options and possibilities. I maintain and share a positive attitude.
- \_\_\_ I spend my energy identifying solutions not magnifying problems.
- \_\_\_ I did my first 5-10 appointments with the assistance of my active upline.
- \_\_\_ I go on the first 5-10 appointments with each of my new business builders.
- \_\_\_ I have created a Wellness Home (note: Vital Pack discount options).
- \_\_\_ I have an ongoing names list with a *minimum* initial 100 names list.
- \_\_\_ I have seen my "Top 21" from my list and approached them with my active upline.
- \_\_\_ I have identified my coach/mentor(s) .
- \_\_\_ I communicate with my coach/mentor(s) on a regular basis.
- \_\_\_ Acquire an accountability partner. Meet daily (5x/wk) person/email/phone.
- \_\_\_ Attend all national field events.
- \_\_\_ Maintain and exceed personal quality enrollment (500PV which includes 100PV Autoship).
- \_\_\_ Daily fueling of the mind with books, CDs, MP3s, etc.
- \_\_\_ Register for Gold Training (eligible after going Silver – 800-669-8859 Option 5).
- \_\_\_ GOALS. My Silver date: \_\_\_\_\_, My Gold date: \_\_\_\_\_, My Platinum Date: \_\_\_\_\_  
Other: \_\_\_\_\_

## Daily Leadership Activities

- \_\_\_ One New Contact (min)
- \_\_\_ Follow-up on prospecting and recruitment activities
- \_\_\_ Do something each Key Leg (#1 priority to those committed to Team Kaizen and Silver Runs)
- \_\_\_ Attend and/or create Nikken events with my team and prospects.
- \_\_\_ "Enroll" in Nikken University on the road or at home! (audios, videos, book: enrich the mind.)

## What you will encounter:

**Not NOWers** – keep them on file and reconnect in the future.

**Buyers** – They buy products but don't want to stay informed. They say "Bye" after they buy.

**Customers** – They love what we do and want to be informed and stay informed. They don't want to do the business. Are on Autoship.

**Partners** – They participate in meetings and trainings. They are part time collaborative entrepreneur but don't commit to developing the skills to becoming a leader (part or full time), trainer or mentor.

**Professionals** – They want to become a leaders. They fulfill all the requirements of being a leader. They have a "Whatever it takes!" attitude. They make an initial 3-5 year commitment to put on the blinders and plow ahead before making any assessment. Works to achieve Nikken's Team Kaizen and later on Team Taishi. They start with the end in mind (Major vision/Royal Diamond/Ambassador).

# Your Team Directory

<u>Rank</u>	<u>Name/Address</u>	<u>Activity</u>	<u>Phone/Email</u>	<u>Honors</u>
R.D.	Yoshi Yokohama	F.T.		\$100,000 Auto/Home
R.A.	Dave & Valerie Johnson 2542 Sundown Drive Coeur d'Alene, ID 83815	F.T.	509.255.3544 O. 775.772.7741 M. <a href="mailto:dave@ruexcited.com">dave@ruexcited.com</a>	\$430,000 Auto/Home \$1 Mil. Bonus
Dia.	Bruce & Nancy Erickson 13 Sandpiper lane New Harbor, ME 04554	F.T.	208.772.4402 H. 208.691.3981 M. <a href="mailto:liahona_group@yahoo.com">liahona_group@yahoo.com</a>	\$72,000 Auto/Home Top 10 Builder
R.D.	Brody & Peggy Craney 768 E 400 S, River Heights, UT 84321	F.T.	435-512-1944 M. 435-787-2881 O. <a href="mailto:gobrody@gmail.com">gobrody@gmail.com</a>	\$17,000 Auto Top Builder 2013
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Contact your active upline team. Mentor with them. Introduce them to your prospects and recruits via 3-way calling. Program these contact numbers in to your cellular speed dial.

# The Nikken Plan

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Quality Enroll (Q.E.)	500	500	500	500	500	500	500	500	500	500	500	500
Level 1	1500	1500	1500	1500	2000	2000	2000	2500	2500	2500	3000	3000
Level 2	4500	4500	4500	4500	4500	6000	6000	6000	7500	7500	7500	9500
Level 3	13500	13500	13500	13500	13500	13500	18000	18000	18000	22500	22500	22500
Level 4			40500	40500	40500	40500	40500	54000	54000	54000	67500	67500
Level 5			121500	121500	121500	121500	121500	162000	162000	162000	162000	202500
Level 6							364500	364500	364500	486000	486000	486000

Q.E. Enrolment	You Q.U.	3 FL.Q.E.s	3 FL.Q.E.s	3 FL.Q.E.s	4 FL.Q.E.s	4 FL.Q.E.s	4 FL.Q.E.s	5 FL.Q.E.s	5 FL.Q.E.s	5 FL.Q.E.s	6 FL.Q.E.s	6 FL.Q.E.s
Direct	Senior	Executive	Silver	Gold	Platinum	Diamond	RD	RD	RD	RD	RD	RD
Volume	500	2000	6500	20000	61000	184000	553000	567000	609000	735000	749000	791500
Commission (90% CV)	\$ 22.50	\$ 337.50	\$ 1,237.50	\$ 3,213.00	\$ 9,801.00	\$ 29,992.50	\$ 34,080.00	\$ 36,600.00	\$ 44,160.00	\$ 45,000.00	\$ 47,550.00	

**Month 1:** You Quality Enroll (Autoship and 500PV)

**Month 2:** You help three others Quality Enroll.

**Month 3:** Your three frontline help three to Quality Enroll.

**Month 4:** Duplication continues.

**Month 5:** Quality Enroll one more front line.

**Month 6:** Your frontline duplicate and Quality Enroll one more person each. Continue to Quality Enroll one frontline every 3 months.

**Scenario:** You do 500 PV in month of signup with at least 100 PV coming from personal autoship. The following month, you continue by doing 500 PV and sponsor 3 frontline, who each do 500 PV in the month of signup with at least 100 PV being autoship. The month after, you and your 3 frontline continue doing 500 PV, while the 3 frontline also sponsor 3 downlines each who do 500 PV with at least 100 PV being on autoship. Each successive month, you and your downlines continue doing 500 PV and each new downline from the previous month sponsors 3 new downlines who do 500 PV with at least 100 PV autoship.

**New branch in Month 5:** In order to meet the PGV requirement of 1000 PGV for Platinum rank, you sponsor one NEW frontline who does 500 PV with at least 100 PV coming from autoship. Each month there after, this new frontline continues the duplication process. Your Frontline Leadership (Gold) follow your example in Month 6 and sponsor 1 NEW downline each with 500 PV and at least 100 PV from personal autoship. Your new frontline sponsor 3 new downlines.

**Maximum Earnings:** Earnings do not include potential profit from retail sales or larger wellness home or business builder purchases.

# Important Incentives

**KAIZEN:** “Continuous improvement through positive change.”

**Setting a foundation:**

\_\_\_\_ I understand the Nikken Plan, the importance of Quality Enrollment, and how to teach the Nikken Plan. I have asked an upline Diamond or Royal Diamond to be a Mentor in achieving Team Kaizen.

**Nikken Requirements: Team Kaizen.** January 1 to September 30, 2015

1. Be Silver or above or advance to Silver
2. Be Quality Enrolled (500 PV with 100 PV Autoship monthly) for 8 out of 9 months.
3. Develop and maintain for the remainder of the qualification period at least three new or existing frontline Quality Enrollments (500PV with 100PV Autoship monthly)
4. Develop at least TWO frontline Silver consultants.

## Team Kaizen Member Benefits:

- Special Recognition for Top 10 PGV achievers in each market unit
- Special Team Kaizen leadership experience
- Reserved seating at Nikken events
- Free Nikken event tickets
- Dedicated Team Kaizen phone line
- Monthly leadership calls
- Free PWP in applicable countries
- **Free enrollment at Nikken University events**
- **Recognition on stage at Nikken events**

## Nikken Rising Star Program

- This program incentivizes everyone to become and remain Quality Enrolled.
- QE for 3,6,9,12 consecutive month intervals
- Recognition
  - 3 Star Reward: online recognition
  - 6 Star Reward: 3 Star perks PLUS Renewal Fee waived
  - 9 Star Reward: 6 Star perks plus Free shipping on one order
  - 12 Star Reward: 9 star perks plus Rising Start Recognition-
    - Onstage recognition at Nikken Event
    - Incentive pin and certificate
    - Featured in *NIKKEN FAMILY MAGAZINE*
    - MORE!

# **Nikken 21 Club**

- **See [mynikken.com](http://mynikken.com), Information Center, for full details**
- **Powerful duplication and training tool**
- **21 ABC appointments in 30 day period**
- **We recommend you start it (30 day time period) when A and B receive their first order from C.**
- **Create 3 Senior Legs**
- **Create 6000 PGV from the 21 appointments**
- **Nikken cash bonus \$250 for A and \$250 for C (verify current bonus).**
- **A new Direct (as the "B") could expect as much as \$575 cash in earnings and achieve Senior to Executive pin**
- **A current Silver (as the "B") could earn as much as \$1450 cash**

## **Nikken Paragon Award**

- **An award of Excellence!**
- **See [mynikken.com](http://mynikken.com), Information Center for full details**
- **Develop 3 new first level Silver consultants within a 3 month period**
- **Receive an engraved I-pad or \$1000 cash**

# Recommended Resources

## Foundational Books for Launching Your Business

\* *The Four Year Career* – Ambassador Edition - Richard Brooke (bliss business.com)

\**Being the Best You Can Be in MLM* – John Kalench

\**Listening for Success* – Steve Shapiro (consider youtube version)

\**Making the Shift: Developing the Entrepreneur Mindset* – Darren Hardy –YouTube or amazon. (1 hr 13 min)... Listen to audio 3 times during your first month

*Go Pro* – Eric Worre

*The Greatest Networker in the World* – John Milton Fogg

*Learning the Business One Story at a Time* – Michael Clouse

*Building an Empire* - Carruthers

*The Magic of Thinking Big* –David Schwartz

## Leadership and Personal Development Books.

\**How to Win Friends and Influence People* – Dale Carnegie

\**Developing the Leaders Around You* – John Maxwell

\**Think and Grow Rich* – Napoleon Hill

*Peaks and Valleys* – Spencer Johnson, M.D.

*The Business School for People Who Like Helping Other People* – Robert Kiyosaki

*Launching a Leadership Revolution* – Chris Brady

*The Go Giver* - By Bob Berg

*Dare to Dream and Work to Win* -Tom Barrett

*Mach II With Your Hair on Fire* by Richard Brooke

*Building your MLM Money Machine* by Randy Gage???

*Positive Thinking* by Norman Vincent Peale

*The Science of Getting Rich* by Wallace D Wattles

*The Greatest Salesman in the World* by Og Mandino

*Who Moved My Cheese* by Spencer Johnson, M.D.

*Put Your Dream to the Test* - John Mazwell

## Technology books to consider after going Silver

*Nikken Nutrition and Skin Care Guide* from Focus on Growth

*Reverse Aging* by Sang Wang,

*BioMagnetics and Herbal Therapy* by Dr. Michael Pierra

*Barley Grass Juice* by Barbara Simonsohn

*Miracle of Pi Water*

\*We recommend you complete these books first.



# Audio and Video Resources (More downloadable MP3's coming)

## Prospecting

Dr. Jim Bews Wellness Preview: <http://www.byoaudio.com/play/WKMY5FHT>

Dennis Williams Preview 2011: <http://www.byoaudio.com/play/W3k0gJzT>

MP3 download: <http://sdwo.byoaudio.com/files/media/b9a2946a-a361-913a-5bcb-bcd72367456f.mp3>

Common Sense Medicine by Dr. Pederson: <http://www.byoaudio.com/play/WFbtR7bQ>

Is This for YOU? A Beautiful Compensation <http://www.byoaudio.com/play/WfnRjSkW>

The Giant Awakening by Rick Murphy <http://www.byoaudio.com/play/WbdtdGjK>

Doctors and Nikken: <http://www.idealbusiness.ca/videos.html>

Nikken: A Life in Balance [https://www.youtube.com/watch?feature=player\\_embedded&v=OY0RGR2yjbk](https://www.youtube.com/watch?feature=player_embedded&v=OY0RGR2yjbk)

A Wake Up Story: <http://healthychild.org/healthy-living/a-wake-up-story/>

Your Last 10 Years: <http://m.youtube.com/watch?v=Qo6QNU8kHxI>

Life In Balance: <http://vimeo.com/93209375>

Rodger Drummer "Choose Vital Care" : <https://www.youtube.com/watch?v=QEM2W4EymEk>

A Chiropractor Discovers Nikken: <https://soundcloud.com/magnetic-leaders/brad-nelson>

Rick Murphy's Nikken Plan <https://www.youtube.com/watch?v=qvFvI4Wtw6E>

## Product Resource

Dr Gary Lindner "Take Charge": <https://www.youtube.com/watch?v=VjP-ChzjM8I>

Herb Rapp on athletes and magnetics: <https://www.youtube.com/watch?v=gKdCASWvrK8>

Magnets and Heart Health: <http://www.youtube.com/watch?v=M7KLezfqfVQ>

Heart study posted at: <http://news.temple.edu/news/using-magnets-help-prevent-heart-attacks>

Bone and Joint Seminar (Brody Craney May 2015): <https://www.youtube.com/watch?v=hi6B3XxRrdc>

Bone Health Testimonials: <http://www.byoaudio.com/play/WKGGKFI2W>

Bone Health Overview (testimonials, overview, Dr. Naidu): <http://www.byoaudio.com/play/WKSPX83K>

Sreus Naidu (video-bone health): [http://video.nikken.com/watch/?v=2015\\_NGAC\\_Sreus#.VVC0LPiVikp](http://video.nikken.com/watch/?v=2015_NGAC_Sreus#.VVC0LPiVikp)

Dr. Gary Lindner May 2015 : [https://www.youtube.com/watch?v=n0KVakEOf\\_E](https://www.youtube.com/watch?v=n0KVakEOf_E)

Sreus Naidu's (audio-bone health) <https://itunes.apple.com/us/podcast/2015-ngac-sreus-naidu/id868191039?i=342907734&mt=2>

Diane Chanco Bone Health Testimonial: <http://www.byoaudio.com/play/WKjNkWQT>

MP3 Download Link: <http://sdwo.byoaudio.com/files/media/f617dc21-8878-8a59-513f-8df66e407e96.mp3>

Weintraub News Cast - <http://www.youtube.com/watch?v=nx0v3WnwI8A&NR=1>

National Rehabilitation Hospital rheumatologist Dr. Robert Bunning - "Frozen Bone"

<http://www.wcsh6.com/video/default.aspx?bctid=67266089001>

ABC evening news : Bone drugs weaken bones.

<http://abcnews.go.com/WN/WorldNews/osteoporosis-drugs-fosamax-increase-risk-broken-bones-women/story?id=10044066>

Kay Logan OsteoDenx commercial: "This Formula is Awesome"

<http://www.youtube.com/user/n2bettersolutions>

Nikken PiMag Technology by Dr Kim PiMag (video): <http://www.youtube.com/watch?v=oig-GvW0tBg>

Necrosis and Fosomax - Australia:

[http://www.youtube.com/watch?v=uogixZdpTIk&feature=player\\_embedded#at=91](http://www.youtube.com/watch?v=uogixZdpTIk&feature=player_embedded#at=91)

PiMag Waterfall Water Demo. Murphy: <http://www.youtube.com/watch?v=LslkrQSxjzg&feature=youtu.be>

Dr Oz: magnets

<http://www.doctoroz.com/videos/healing-potential-magnets-pt-1>

<http://www.doctoroz.com/videos/healing-potential-magnets-pt-2>

<http://www.doctoroz.com/videos/healing-potential-magnets-pt-3>

<http://www.doctoroz.com/videos/best-magnets-treat-your-pain>

Air pollution linked with stroke: <http://www.ksl.com/?nid=148&sid=19244937#.Tz2abyllly-l.email>

Salt, Water, and Grass:

audio: <http://www.byoaudio.com/play/WbGIW0mf>

download: <http://sdwo.byoaudio.com/files/media/c69b0acc-744a-2e95-2617-4c6cb8372c06.mp3>

Magnets and depression...

[http://www.youtube.com/watch?v=7tmUUy8e\\_Ls](http://www.youtube.com/watch?v=7tmUUy8e_Ls)

Kenko Air Purifier. Linda Morris: [http://download3.freeconferencepro.com/rec/1000003097-20140826125820-0\\_unnamed\\_20140826\\_125820.wav](http://download3.freeconferencepro.com/rec/1000003097-20140826125820-0_unnamed_20140826_125820.wav)

Jade Greenzymes: Linda Morris: [http://download3.freeconferencepro.com/rec/1000003097-20140916131235-0\\_unnamed\\_20140916\\_131235.wav](http://download3.freeconferencepro.com/rec/1000003097-20140916131235-0_unnamed_20140916_131235.wav)

True Elements: Linda Morris: [http://download3.freeconferencepro.com/rec/1000003097-20140729125852-0\\_unnamed\\_20140729\\_125852.wav](http://download3.freeconferencepro.com/rec/1000003097-20140729125852-0_unnamed_20140729_125852.wav)

Omega Green. Linda: [http://download3.freeconferencepro.com/rec/1000003097-20140902125232-0\\_unnamed\\_20140902\\_125232.wav](http://download3.freeconferencepro.com/rec/1000003097-20140902125232-0_unnamed_20140902_125232.wav)

Mega Daily 4 (Mens and Womens. Linda: [http://download3.freeconferencepro.com/rec/1000003097-20140715132451-0\\_unnamed\\_20140715\\_132451.wav](http://download3.freeconferencepro.com/rec/1000003097-20140715132451-0_unnamed_20140715_132451.wav)

Joint and CM. Linda: [http://download3.freeconferencepro.com/rec/1000003097-20140610130924-0\\_unnamed\\_20140610\\_130924.wav](http://download3.freeconferencepro.com/rec/1000003097-20140610130924-0_unnamed_20140610_130924.wav)

## Training

The Nikken Rollout: <http://youtu.be/24C0aVZ8jYU>

Building Your Network Marketing Business - Jim Rohn: <http://www.byoaudio.com/play/Wzl6LFrk> (+ YouTube)

Conversation That Communicate (Handling Objections)

1) <http://www.byoaudio.com/play/Wg1brnck>

- 2) <http://www.byoaudio.com/play/WYww36nk>
- 3) <http://www.byoaudio.com/play/WKd6qXQk>

Business Launch: Road to Freedom: <http://www.byoaudio.com/play/WK9Q29WK>

How to Build a Nikken Empire. Dave Johnson: <http://www.byoaudio.com/play/WY7fcKJK>

Telephone Mastery by Dave Johnson

Telephone Mastery 1: <http://www.byoaudio.com/play/WmY9HtBK>

Telephone Mastery 2: <http://www.byoaudio.com/play/WfxhxZBK>

Michael Durkin Recommendation Selling

CD1: <http://www.byoaudio.com/play/WqrLsYyf>

CD1 download: <http://sdwo.byoaudio.com/files/media/b2a9a211-629b-1a4e-5a1d-128319379a4f.mp3>

CD2: <http://www.byoaudio.com/play/WzRVRv8f>

CD2 download: <http://sdwo.byoaudio.com/files/media/36727463-757f-6e22-64db-e21cff7032cc.mp3>

CD3: <http://www.byoaudio.com/play/WvTbbQzf>

CD3 Download: <http://sdwo.byoaudio.com/files/media/4b39c12f-1102-bd28-43e4-16d383e1c13d.mp3>

CD4: <http://www.byoaudio.com/play/WY2jS1zf>

CD4 Download: <http://sdwo.byoaudio.com/files/media/e6953d12-2ccd-960e-fd37-1090998342a9.mp3>

CD5: <http://www.byoaudio.com/play/WmK2NhQf>

CD5 download: <http://sdwo.byoaudio.com/files/media/55d9b82d-168a-2e5b-1fcd-c870392f3753.mp3>

CD6: <http://www.byoaudio.com/play/WfYnY7sf>

CD6 download: <http://sdwo.byoaudio.com/files/media/67748210-25a6-6682-023b-554662b05ae2.mp3>

CD7: <http://www.byoaudio.com/play/WFxN934f>

CD7 download: <http://sdwo.byoaudio.com/files/media/e9acb6e0-5d1b-73bf-0f89-125324cb774e.mp3>

CD8: <http://www.byoaudio.com/play/W3j8sj4f>

CD8 download: <http://sdwo.byoaudio.com/files/media/75e32820-611d-a276-8347-56ea6a27b2ca.mp3>

## Personal Development

\*Aladdin Factor 1

Download MP3: <http://sdwo.byoaudio.com/files/media/byoaudio-2824-u-523943-s-1.audio.mp3>

Online Audio: <http://www.byoaudio.com/play/WqVYv0Kf>

\*Aladdin Factor 2

Download MP3: <http://sdwo.byoaudio.com/files/media/byoaudio-2824-u-523940-s-1.audio.mp3>

Online Audio: <http://www.byoaudio.com/play/WnyvS2kf>

\*Aladdin Factor 3

Download MP3: <http://sdwo.byoaudio.com/files/media/byoaudio-2824-u-523941-s-1.audio.mp3>

Online Audio: <http://www.byoaudio.com/play/Wx6GNgXf>

\*Aladdin Factor 4

Download MP3: <http://sdwo.byoaudio.com/files/media/byoaudio-2824-u-523942-s-1.audio.mp3>

Online Audio: <http://www.byoaudio.com/play/WgNwpX7f>

The Strangest Secret with Earl Nightingale: <http://www.byoaudio.com/play/WgyZkv6k> (+ YouTube)

How Can I Get Myself to Do What I Need To Do?

Audio: <http://www.byoaudio.com/play/WKSlvY6f>

MP3 download: <http://sdwo.byoaudio.com/files/media/sdwo-20150513020524.mp3>

Jim Rohn – Take Charge of Your life and Succeed (YouTube): [https://www.youtube.com/watch?v=IH4Mem-y0\\_c](https://www.youtube.com/watch?v=IH4Mem-y0_c)

## **The New Psychology of Achievement by Brian Tracy:**

- CD 1.1 <http://www.byoaudio.com/play/WnZqWbmS>
- CD 1.2 <http://www.byoaudio.com/play/WxsDmSdS>
- CD 2.1 <http://www.byoaudio.com/play/WgZrC47S>
- CD 2.2 <http://www.byoaudio.com/play/WqsgYR7S>
- CD 3.1 <http://www.byoaudio.com/play/Wgc5SfvS>
- CD 3.2 <http://www.byoaudio.com/play/WqXRNd9S>
- CD 4.1 <http://www.byoaudio.com/play/WFzRhVZS>
- CD 4.2 <http://www.byoaudio.com/play/W3J3S4pS>
- CD 5.1 <http://www.byoaudio.com/play/W3jThfnW>
- CD 5.2 <http://www.byoaudio.com/play/WKQ9Kd0W>

## **Jeffery Combs Psychology of Success**

- 1) <http://www.byoaudio.com/play/Wbd9RRyx>
- 2) <http://www.byoaudio.com/play/WvRdsz4x>
- 3) <http://www.byoaudio.com/play/WKjZvf7x>
- 4) <http://www.byoaudio.com/play/W3S3NMPx>
- 5) <http://www.byoaudio.com/play/WK5dpGvx> for oct 20
- 6) <http://www.byoaudio.com/play/Wfvz1bhx>
- 7) <http://www.byoaudio.com/play/WFnXhSbx>

Invisible Profit System by Chris Widener <http://www.byoaudio.com/play/WKSwwcFk>

## **Testimonials:**

Elsa Boynton. Fibromyalgia Testimonial (aprox 20 min): <http://www.byoaudio.com/play/WgD3jdxk>

Roxanne: Sleep system: back problems, chronic discomfort, no sleep: <http://youtu.be/OMo846NjZA>

Carissa McLeish shower testimonial [http://m.youtube.com/watch?v=hubPiCPn\\_rg](http://m.youtube.com/watch?v=hubPiCPn_rg)

Anne Rooney Bone Health testimonial  
<https://www.youtube.com/watch?v=dMyaRBXgzow>

Juvenile Arthritis (Kari Roundy): <https://www.youtube.com/watch?v=uch4ICaXjMw>

Diabetic Neuropathy (Mark's story): <https://www.youtube.com/watch?v=Po1RK1NePpA>

# Recommended Web Resources:

## General:

<https://www.youtube.com/user/nikkenhqvideos>  
<https://www.youtube.com/user/NikkenEurope>  
<https://www.youtube.com/user/nikkenlatinoamerica>  
<https://www.youtube.com/user/RoyalAllianceLive>  
<https://www.youtube.com/user/RoyalAllianceAudio>  
<https://www.youtube.com/user/MagneticLeaders>

<http://www.theroyalalliance.com>  
<http://www.pathfinders.biz>  
<http://magneticleaders.com>

First Look at Nikken: [www.mtbinfopack.com](http://www.mtbinfopack.com)

## Europe:

<http://www.high5life.eu>

## Facebook:

High5life (Europe -German)  
Magneticteambuilders

## Itunes podcasts:

Success Library - Magnetic Leaders  
The Wellness Revolution - Magnetic Leaders  
The Call of the Leader - Magnetic Leaders

## Soundcloud: Morning Rev Calls

<https://soundcloud.com/magnetic-leaders/sets/the-morning-rev>

# Your 100 Name List

A Fast Track Quest for Leaders.

Whether you plan to "**take this to the TOP,**" go for a "test drive" or simply help a few people, it is important to start by **making a names list.** Duplication is everything in this business. If you do not make a **100 list** you cannot expect your leaders to make their list. Just think of the vast potential you have if every business builder makes a minimum list of **100 people.** If you found 10 people who each make a list of 100 people you would have over 1000 contacts! If they EACH found ten leaders there would be an additional **10,000 contacts.** This one simple step can create an **unending list** of potential contacts. For those just wanting to take Nikken for a test drive - start by making a list of 20+ people that you feel are good candidates for our product or business.

Make a list of everyone you know. Even if you do not know someone's name, simply write down a description that reminds you of who they are (ie: the UPS guy). For those on the **Fast Track:** don't pre-judge while making this list (unless you can't stand the thought of having them on your team...one of the advantages of this business is that YOU CHOOSE who you get to work with). It is your prospect's job, not yours, to decide if Nikken is for them. Countless people are searching for more out of life. So let's get started...right now:  
**Who do you know?**

Nikken business developers can impact countless lives through the vast network of consultants that are created from one person's singular decision. Your influence may expand through your community, nation and perhaps the globe. **The more leaders you find, the greater your impact.** If your goal is to create a **League of Leaders,** you are looking for people who are capable, switched on, git-er-dun people. After you make your complete **Freedom List** (everyone you know) you may want to prioritize the list and strategize who you think would be most capable. Approaching these people **FIRST** can dramatically speed up the rate of growth of your organization.

When a prospector is **looking for diamonds,** he sorts through the piles of rock, coal and debris until he finds the diamonds. It would do little good to find a hunk of coal and then squish it with all his might hoping to create enough heat and pressure to transform the black lump into a diamond. A prospector simply sifts through the pile to find the diamonds that have already gone through the transformation.

Nervous? Scared? Feeling inadequate? This "freedom" list may well be your key to solving many deficiencies. If your bucket of skills is not yet full...say computer skills, speaking, training, presenting, personality, friends, etc., all you need to do is sponsor someone who has a full bucket -- or at least the skill you need. Work to improve your talents over time while your network expands through its diverse talents.

# 100 Name List

The prospector will open up many clams to find precious "PEARLS." Who do you know? Who will your PEARLS be? Make a list (100+) of your contacts, friends, and associates. Do not pre-judge as you make your list.

- P = Positive.** Positive, outgoing, open, bubbly, zest for life.
- E = Entrepreneurial** Self-starter, recognizes opportunity, possible desire to start own business, MLM experience.
- A = Achiever** Productive, goal oriented, ambitious, driven to success.
- R = Relationships** People-person, compassionate, bubbly, cares about the greater good.
- L = Leader** Influential (business, church, community, school, sports, civic groups, etc)
- S= Successful** In business, family, fun or personal have achieved success at some point in life.

	P	E	A	R	L	S	Name		P	E	A	R	L	S	Name
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	P	E	A	R	L	S	Name		P	E	A	R	L	S	Name
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# Top 21 List

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11			



# Memory Magic - A Trigger List

## Work / Associates

Boss / Partner  
V.P. / Board  
Work associates  
Landlord Maintenance  
Managers  
Security Guard  
Secretary  
Caterer  
Customer  
Coffee Shop  
Car pool / Lunch with  
Personal Manager  
Sales Person  
Competitors  
Repair Person  
Copier Person  
Union  
Inspector  
Credit Union  
Pension Plan  
Delivery Person  
Mail Carrier  
Lost Job  
Almost Lost Job  
Will be Laid Off  
Job Hunting  
I.T. guy  
Human Resources  
Most Likable  
Needs Part-time  
New Employee  
Payroll  
Plumber  
Electrician  
UPS / Fed Ex  
Engineer  
Operator  
Contractor  
Social Worker  
Auctioneer  
Brick Mason  
Carpenter  
Heavy Equip. Operator  
Computer Programmer  
Web Designer  
Computer Technician  
Body Repair  
Car Sales / Auto Mechanic  
Gas Station  
Banker  
Instructor  
Bank Teller / Banker  
Highway Patrol  
Policeman  
Judge  
Home Builder

## Retired

Interior Decorator  
Painter / Roofer  
Insulator  
Landscape  
Wallpaper person  
Carpet Layer  
Department Store  
Grocery Store  
Convenience Store  
Waiter/ Baker / Chef  
Cashier  
Dishwasher  
Auto Supply  
Hardware Store  
Truck Driver  
Flower shop  
Funeral Director  
Dry Cleaner  
Electronics Repair  
Movie Rental  
Appliance Person  
Tire Store  
Eye Center  
Office Supply / Artist  
Phone / Cable Installer  
Venture Capitalist  
Stock Broker  
Financial Planner  
Lawyer / Judge  
Printer / Surveyor  
Radio / TV Announcer  
Writer / Journalist  
Editor / Publisher  
Secretary  
Actor / Actress  
Pilot / Stewardess  
Accountant  
Flight Attendant  
Travel Agent  
Ambulance Driver  
Antique Dealer  
Piano Tuner  
Service Station  
Locksmith  
Cabinet Maker  
Architect  
Fund Raiser  
Game Warden  
Cab / Bus Driver  
Pampered Chef  
Amway / NuSkin  
Vitamin Company  
Juice Company  
Cosmetics Company  
Tupperware / MLM  
Network Marketer

## Family / Friends

Father/ Mother  
Sister/ Brother  
Aunt / Uncle  
Mother / Father-in-law  
Sister / Brother-in-law  
Adult children  
Niece / Nephew  
Aunt / Uncle  
Cousin  
Best Man  
Grandparents  
Maid / Matron of Honor  
Bridesmaids  
Groomsmen / Ushers  
High School Friends  
College Friends  
Best Friend Now / Then  
Neighbors  
Church  
Sunday School  
Youth Groups  
Clergy  
Preachers

## Recreation/Hobbies

Who Plays Basketball  
Softball / Baseball  
Football / Rugby  
Swimmers / Gymnasts  
Hikers / Rock Climbers  
Gymnastics  
Hang Gliding / Bungee  
Martial Arts  
Soccer / Cricket  
Handball, Racquetball  
Bands / Dancers  
Musician  
Quilting  
Scrapbooking  
Gardener  
Bowling  
Hunting / Fishing  
Golf  
Skier / Snowboarder  
Scrapbooking  
Boating / Water Ski  
Quilting  
Bingo / Card Games  
Board Games  
Avid Reader  
Workout Partner  
Bridge / Chess Group  
Political Group  
Horse Lover / Dog / Cat  
Doll Maker  
Facebook/ Twitter / etc.

## School / Activities

Principal  
Teachers / Aides  
Band / Choir  
Coach / Umpire / Referee  
PTA / Activities Director  
Clubs  
Counselor / Advisors  
School Nurse  
Campus Security  
Other Parents  
Boy / Girl Scouts  
Wrestling  
Honors classes  
Tutors / Study Partners  
Friends Parents  
Youth Groups / YMCA  
Exchange Students  
Dance Teacher  
Piano Teacher

## Community

Kiwanis / Lions Club  
Rotary Club  
Jaycees  
Chamber of Commerce  
Reporter / TV / Radio  
Librarian  
Notary Public  
Mommy and Me  
Knights of Columbus  
PTA

## Health / Beauty

Losing / Lost Weight  
Needs to lose weight  
Bad Bones / Joints  
Fatigue / Sleep  
Nurse / Doctor  
Physical Therapist  
Dentist Hygienist  
Chiropractor  
Podiatrist  
Surgeon / Specialist  
Rehab Therapist  
Orthodontist  
Hospital Worker  
Vision Specialist  
Pharmacist  
Nutrition  
Massage Therapist  
Foot Zoning  
Naturopath  
Spa / Hair Designer  
Psychiatrist  
Tanning Salon  
Veterinarian

# Prospect Worksheet

Consultant:

\_\_\_\_\_

Name and Phone

Accomplish in 7-14 days for best results

ABC      Fillers      Events      Sponsoring

Introduction (1-1 or ABC)	Brochure/CD/DVD/Web	Rollout	3-Way	Bone Seminar/ WH Tour	Business Preview	Launch Meeting	Use, Join, Refer

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Fax this page to your upline.

Fill in the date that each step was accomplished.

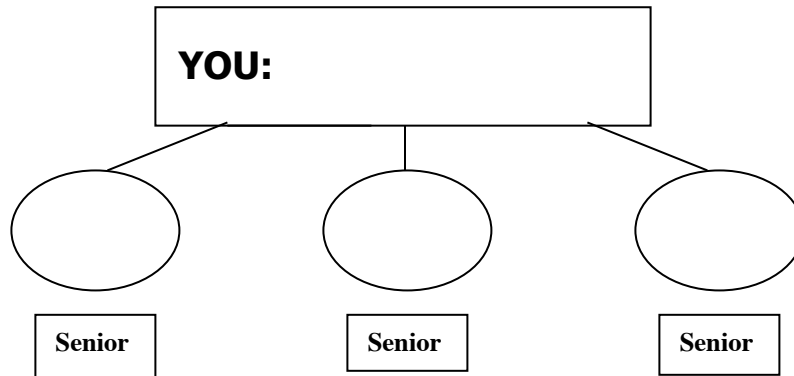
**Follow Up:**

- 1) Never leave an appointment without having the next appointment scheduled.
- 2) Always pick up the old information and leave new information (audio/video/etc.) at each appointment.

# SILVER TRACK

## Your Stepping Stone to Royal Diamond

[Invest minimum of \$500 in your business]



### Go Silver by:

#### One Month Option

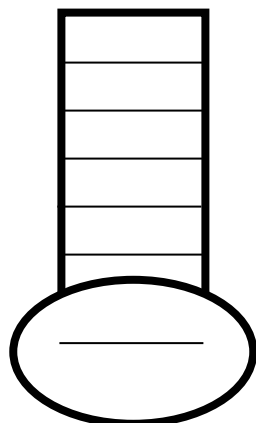
- Create **12,000 PGV** in one calendar month.
- Personally sponsor a minimum of **3 first-level Seniors** (shown above)
- 100 PV** minimum
- Register for Humans Being More Training
- 

#### Three-Month Option

- Create **12,000 PGV** during three consecutive calendar months.
- Personally sponsor a minimum of **3 first-level Seniors** (shown above)
- 100 PV** monthly minimum.
- Register for Humans Being More Training.
- 
- 

OR:

Track what remains to reach your Silver



2 K  
4 K  
6 K  
8 K  
10 K  
11,500

Set your date and post it

*I am SILVER  
on or before  
\_\_\_\_, \_\_\_\_  
of 20\_\_.*

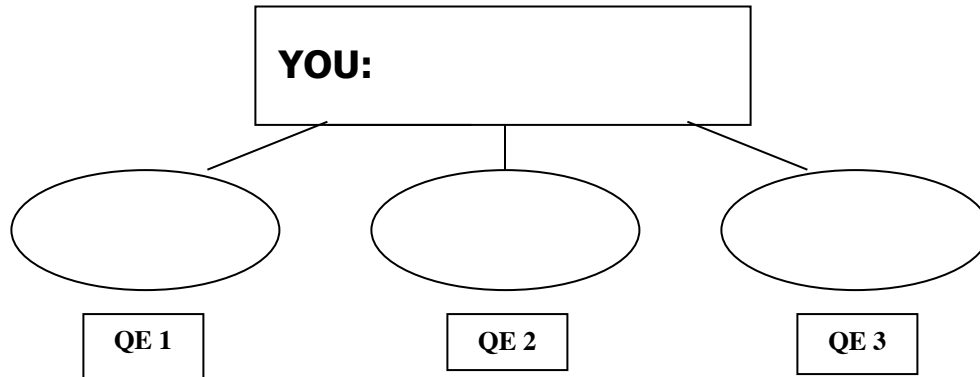
Month 1 PGV:

Month 2 PGV:

Month 3 PGV:

# Team Kaizen Tracking

Quality Enroll 3 new people from October 1 to September 30



## Quality Enrollments

YOU    QE1    QE2

QE3

Oct

Nov

Dec

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sept

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## Requirements

- Become Quality Enrolled(100 AS 500 PV)
- Quality Enroll 3 FL consultants who QE and remain so by the end of the contest period.
- Help 2 QEs achieve Silver

*My New Silvers*

Silver 1:

Silver 2

Achieving The  
Nikken Plan

