



MASTERDAY

EMPOWERING THE GLOBAL
WELLNESS COMMUNITY



NIKKEN®



It's MASTER DAY
“Let's Up Your Game”

Six Things

You Should Know to Up Your Game
in 2022

Introduction

The whole Idea here is to make the relationship with Nikken work so that it provides you with everything you want and that starts with a financially successful business operation, that generates cash flow that allows you to get what you want.



As I am in my 32nd year with Nikken, this was something that I am proud to say I accomplished, and today I want to provide you with some valuable information that I learned to make this happen. You can find the original presentation of this, **“I’m new to this, how does it work, how can I make a living”** on www.daverolfe.com



01

What do You Want

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Knowing What You Want

It's been said **you can't get what you want until you know what you want**, then when you know what you want you can do the correct activities that are known to create the results you want.

The beauty of doing Nikken is, **you can actually decide on what you want and go and create it**. This is so unique and there are very few places where this can be done the way we can do them.

I wanted income , freedom to do what I wanted , the ability to enjoy my life and raise my family well. I needed to know what that meant in business terms, so those things had to be converted to numbers, costs, amounts.

My first number was 8,000. Now I could learn what Nikken says will generate this amount. Once that's done it's a matter of going to work.



Nikken is a Business

Coming from a business background and with Corporate experience my first look at this was, what needs to be done to earn the money that I need.

Nikken doesn't pay you in hugs or high fives although these can be had when you do a great job.

Nikken will give me a check when I create sales volume and qualify.

Therefore, if I want Freedom, if I want to help others, If I want to put food on the table, a roof over my head and clothes on my back and I want to do Nikken to get that, It was going to require cash flow. **Once I knew how much**, then I could understand the rest of the puzzle, what to do, where to work how I could earn, etc; etc.

This was one of my first AH HA moments





02

The Nikken Plan

Choices

It Must be Important

It was because of my personal needs that I focused on learning the **Comp Plan**. My living budget was \$ 8,000, this is what I needed to be able to live my life, so this then caused me to really pay attention and look; **what do I need to do** and **where do I focus**, for both the short and long term, to earn this.



I wanted a good opportunity that had potential. I had a family, responsibilities to take care of, and these were very important. **WHAT I WANTED WAS IMPORTANT** so what I do to get it, must be important as well.

All of this caused me to learn what to do to build a very successful business.

Learning the Plan

The learning started by fulfilling a request that distributors were having when they got their monthly checks and statements and were trying to figure out how they got paid. They would call the company but there weren't enough staff who knew how to answer their questions, so I volunteered to help and was that a blessing.

When someone called in we would then go through each transaction that was printed, understand the activity that created that result and then where this was explained in the Compensation plan document.

Needless to say after doing this a gazillion times, the clarity of an activity related to a result was huge, and it was very apparent that **“specific results came about by doing certain activities”** And these could later **be defined and expanded upon.**

Another Ah Ha, We'll see more on this later on.



Earning and the Related Activities

Retail Pays 20 % of the Retail Price

Personal Retail Rebate pays up to 20% on the CV volume for a retail sale.

Personal Group rebates runs from 5% to 15% on the CV of the Directs, or Executives CV leadership bonus is 6% up to 6 Levels below. On their entire groups CV

Power Start is 100 Nikken Bucks plus the income on the 1,500 Points

Club Kiai is 500 Nikken Bucks Plus the income from the 12,000 Points

Club KIA Pro is a travel incentive valued at \$2500 Plus the income from the 40,000 Points

Team Kaizen Travel Benefits plus the income from the 50000 points.

Team Taishi Travel Benefits plus income from the 80000 points.

Life Style Bonus earn monthly based on Rank and Sales Volume \$500 to \$2000





03

How Does it all Work

ACTIVITIES



The Mechanics of How It Works

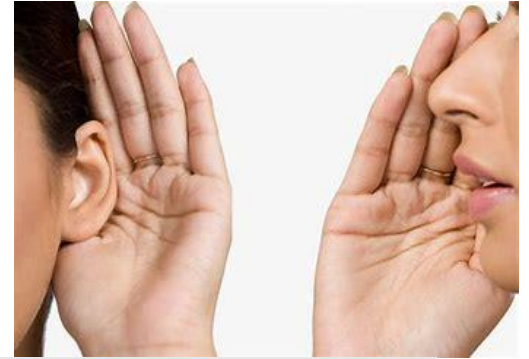
By helping those that called in, this is what I found out
Word of mouth.

When someone gets a benefit using
the products and tells others.

When someone does well doing this
as a business and tells others.

By doing activities that have been
proven to get these results, which is
sharing them with others.

Finding out what others need or want
in terms of their health, lifestyle or
income needs.



Product Benefits



MONEY

Go to Work

With all the people I ever spoke with, the checks I saw, the results I observed over the years, there was no secret to what made this work and there was no special sauce or super science on how some became successful. It all boiled down to basically a few simple things.

Communication

Finding out what is needed and wanted followed by

The ability to present what you offer

The persistence to continue asking and

The willingness and desire to do what must be done to reach a goal

In other wordsGO TO WORK and do the activities that are

known to create results, and don't quit till you arrive.



This was the Next AH HA moment



**Beauty is in
the Eye of the
Beholder**

Check out Take a Look on www.daverolfe.com https://youtu.be/sE5Ymh_4Q2w

Once you are in it's no longer about you, it's all about the person you are speaking with. Remember "Beauty is in the eye of the beholder"

1. George my first distributor - out of work
2. My second partner Howard – benefits from products
3. Chuck from an ad in the paper – needed work with lots of upside
4. Jim from Colorado - products curious
5. My neighbors Ralph and Geri - lifestyle solution
6. My new next door neighbor Michael – lifestyle economics potential

Each of these individuals got involved based on solving a problem, fulfilling a need or desire and when they saw that they could possibly get what they wanted by doing Nikken, they joined.





04

The Potential

Where the heck are you going

“Because of my experience in this industry, I had a basic idea that **the amount of money I needed and any future ongoing residual income, was going to happen from having an organization with plenty of distributors and lots of customers.”**

The key was in **understanding what I wanted meant**, in relation to **the activities that needed to be done** and over **what period of time, and in what kind of structure** so that I could get paid and live my life.

Your Distributorship is a business and **You are the CEO** and your job is to solve problems and get results. This is not a magical mystery tour. **So that is what I did, figured out what was best to do for my situation and goals.**

RESIDUAL INCOME: income that continues to be generated by the efforts of others or work that was done and continues to create income after the initial effort.



There are basically **two activities** you do to generate Income with Nikken; **Retail and Sponsoring Distributors.**

Depending on what you want, determines the activity that is going to work best for your situation.

We just saw that the retail activity will pay a potential 20% plus a rebate based on your Rank.

The **Leadership Bonus** activity will pay a potential of 6% up to 6 Levels below you.

It was this last area that gave me the biggest ah ha. This was where the **potential earnings power is the largest** and based on our history has been **the primary area for Residual Income.**



Leadership Bonus: a bonus of 6% of the CV of a Silver or above in your organization and these can be earned up to 6 compressed levels below you.

A Theoretical Distributorship

In theory, if you sponsored 6 on your front line that all went Silver, first Leadership Level and they in turn did the same sponsored 6 on their front line, and they all went Silver and then this group did the same and all went Silver, you would have a total of 258 Silvers/ Leaders in your organization on the first 3 levels below you that you could earn 6% on, based on their Commissionable Volume (CV).

First Level 6 Front Level Silvers who expand by getting 36 below them

Second Level 36 Second Level Silvers who expand by getting 216 below them

Third Level 216 Third Level Silvers who in theory would get (1296)

As an example, lets say you earned \$30 for each Silver (258) each month.

First Level Earnings $6 \times 30 = 180$

Second Level Earnings $36 \times 30 = 1080$

Third Level Earnings $216 \times 30 = 6480$ See how this increases the deeper you go

Remember **this is theory** but at the same time, if it were created it could be reality.

What Activities do I do ?

Therefore, **I needed to sponsor individuals** and then based on how the Compensation Plan was designed and pays out, **build each as deep as possible**, the deeper you go the more you make, build depth and earn the Leadership Bonuses, **built deep enough and you create “residual Income”**

I was taught how to build and the name given was “Tap Routing” build 3 levels of leaders in any leg you start. If you were a Gold it would mean 3 Golds deep no matter what level they were on, 1st ,5th or 10th, same for any Rank.

This of course would take time, how much, was not yet known. But that was not as important as my “ah ha moment, **identifying the right activity that would produce what I wanted.**



Leg: is a term given to a group in your organization that starts when you sponsor someone and then develop others under them in depth.



05

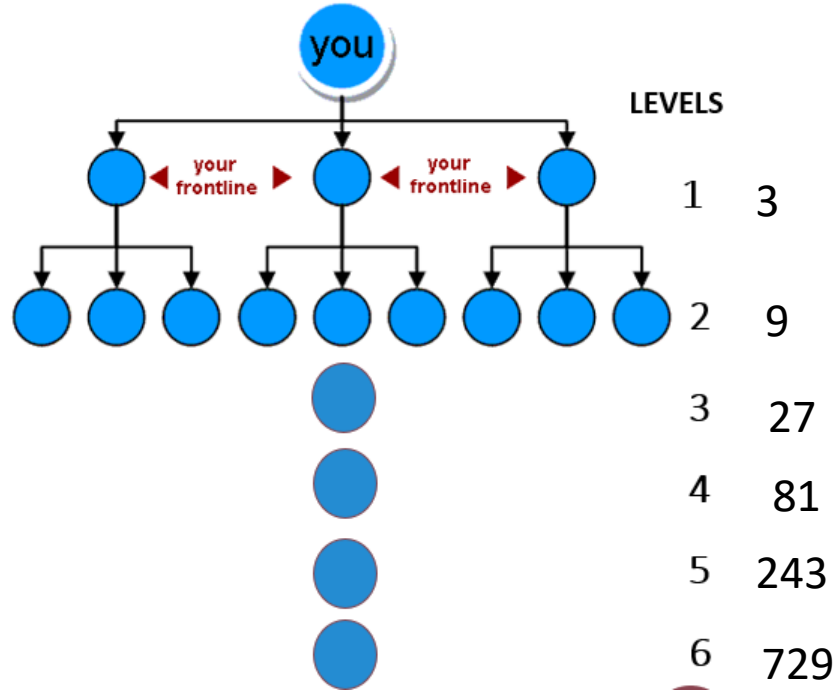
What to Do

How it all comes together

The Theory of Organization Growth

The further down you develop your group, the larger the number of distributors you will have. You can see an example of this on the right side of this page.

The concept is, If your goal is to get 3 and you teach that, then in theory it grows at the same or a similar rate, all the way down.



Sponsor 3 on the front line who each do the same and this would create 9 who sponsor 3 each and this would give you 27 and each would create 3 which would create 81 and each would create 3 which would create 243 who would each create 3 which would create 729

The Plan and Strategy

This is an opportunity to create a distribution business with Nikken. We market Lifestyle Products that everyone needs and uses every day. The business works by Word of Mouth, by finding out what people need or want.

We are all on the same plan created by Nikken, which makes it easy to learn and pass on.

The plan pays out in many different ways, commissions, rebates, overrides, bonuses, travel rewards, product rewards programs and company travel bonuses.

From experience for almost 32 years, the majority of the income that can be earned comes from building a Distribution Network and earning Bonus Income from that activity.



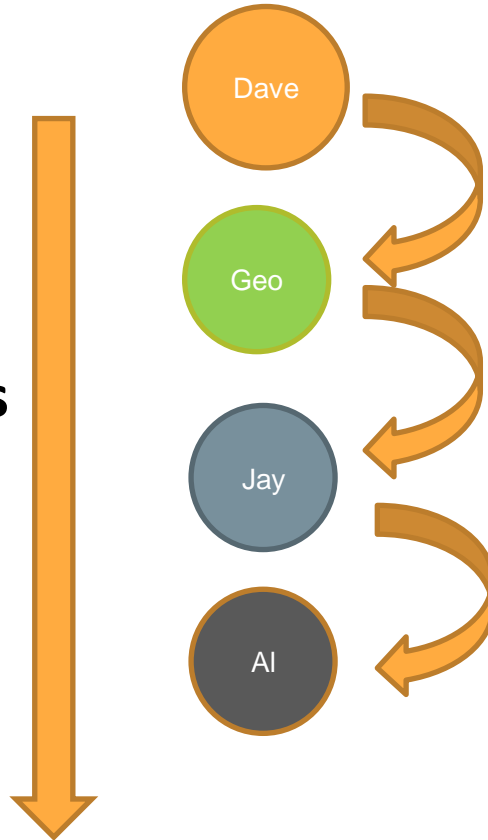
Build Depth/ Build a Team

You sponsor

George who Sponsors

Jay who sponsors

AI .



I sponsored George because he wanted to earn a living, was between jobs and liked what Nikken had to offer.

Once he was on board and based on the way I was taught, my first priority was to help him build his team.

He found and sponsored Jay who got very excited and he sponsored AI.

AI was motivated and built a team very quickly. With all of our help we went down another 4 levels, created a team of 43 Distributors and customers and this made the 4 of us Silver Distributors/ Leaders.



06

The Structure

A picture says a thousand words



What is Structure



Gold Qualifications

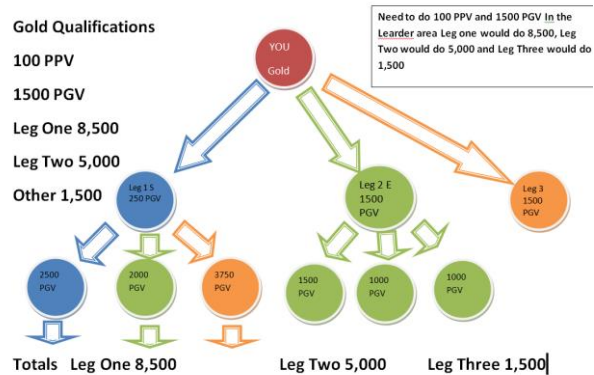
100 PPV

1500 PGV

Leg One 8,500

Leg Two 5,000

Other 1,500



RETAIL SALE



NEW DISTRIBUTOR



INDEPENDENT DISTRIBUTOR & TEAM



www.shutterstock.com - 1722218590

INDEPENDENT DISTRIBUTOR & TEAM



YOU



AND YOUR TEAM



INDEPENDENT DISTRIBUTOR & TEAM



Structure

From a picture, one can **create a Plan and a strategy to build it**, just like an architect would to build a building or a house, as the end result is made up of components and based on resources and activities.

This business is the same and just like any other business. You have Goals and you have methods, you have rules and you have activities. You have a plan to operate on and it's up to you to utilize this plan and create what you want by visualizing the right structure to build.

If you don't know where you are going it's difficult to arrive, and by experience and observation, the only reason that someone doesn't make this work; is either **not understanding what to do (Learning)** or **not doing enough of what needs to be done based on the situation at hand. (doing and Intentions)**

Success is learned behavior and results come about by doing the activities that are known to create results.





Summary



How do you make this all work

How to Make it Work

1. **What you want**, so you can work on what to do to get it
2. **The Compensation Plan**, so you understand your options
3. **How it all works**, so you can focus on the right activities for what you want
4. **Potential**, so you get motivated and inspired to go to work
5. **What to do**, so you build depth and build a team and get help
6. **Structure**, gain vision so you can plan and strategize and show and tell

The rest is all about **DOING, DOING, DOING**

You can't just sit on an mountain top and dream about building your business and hope, pray or wish it happens, you actually have to DO what is necessary. GO TO WORK It's actually a blast



It's Time to Up Your Game
Let's make 2022
your best year ever.

