



Take a Look

The New Incentive PPlan

Introduction

The Take a Look Series are short videos with instructions on specific topics to learn, followed by instructions and homework in a practical exercise.

They are designed to help you understand exactly what needs to be done so you can apply what is learned and then go build your business.

As you gain an understanding of each topic your skills and ability will improve dramatically.

I hope you enjoy the series.



The Compensation Plan changes and new Incentives.

Today I'm here to talk to you about the changes that have been made to the Compensation Plan and the new Incentives. We are going to explore how knowing this can play a huge role in creating your success.

When you are finished listening, you should do your homework and review what you have learned with your sponsor, then go out and really build your business.



Dave Rolfe



What are the specific changes

**Building a Successful
Business**



The Changes

1. **New Senior Rank:** This will be the second rank of the Compensation Plan and the requirements are: Accumulate in one (1) calendar month, 500 Personal Group Point Volume (PGPV) and a minimum of 100 Personal Point Volume (PPV).
2. **Silver Rank bypass** has been removed.
3. **The requirements** to advance to Executive Rank or Silver Rank must be achieved in one (1) calendar month. The multi-month rank advancement path has been removed. *
4. **The Silver Rank monthly OV** qualification requirement has been removed. The Silver Rank monthly qualification requirement will be 100 PPV and 1500 PGPV.
5. **The 5% penalty** for all leadership ranks who do not meet the monthly PGPV requirements for PGCV Override has been removed.

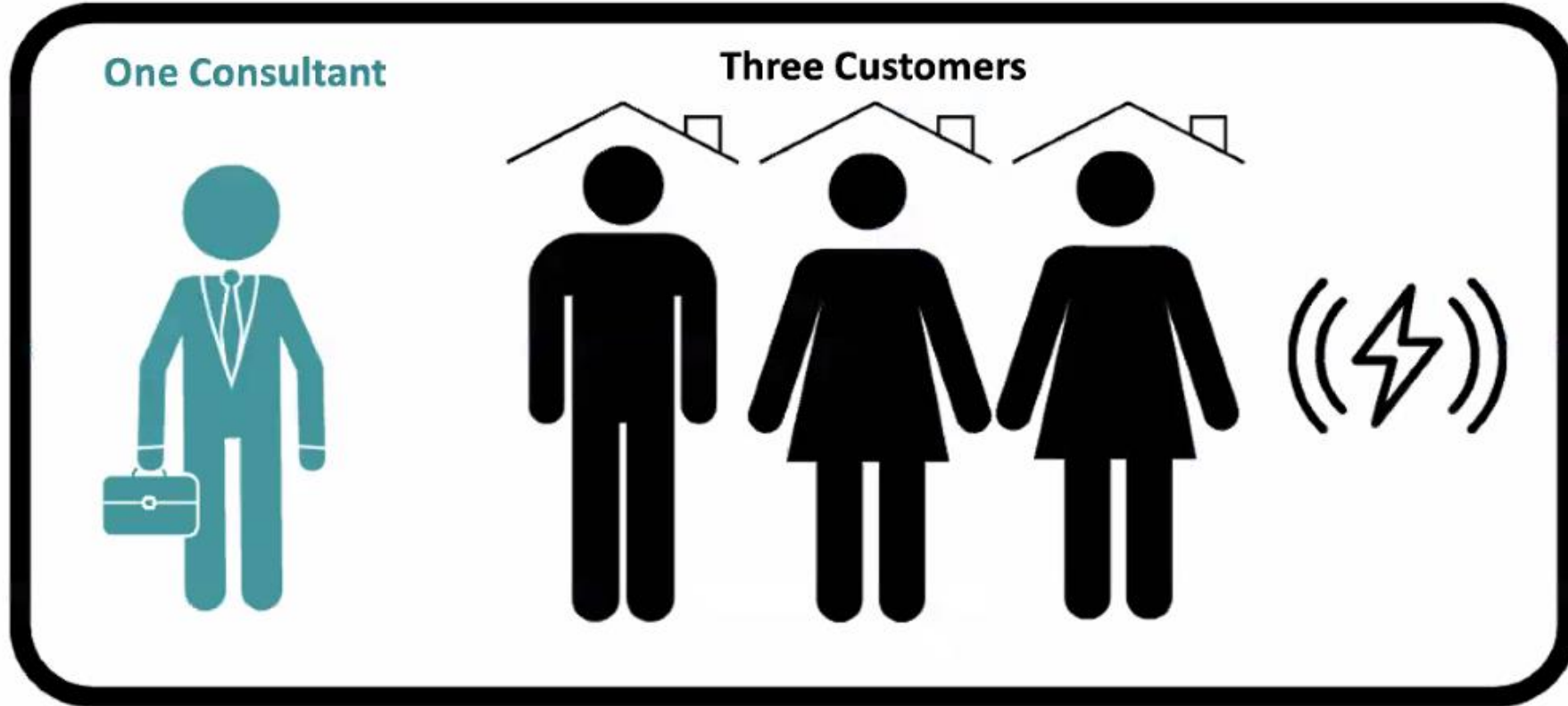
*** Those that started a run in Nov or Dec can use 3 months to reach Exec or Silver.**



The New Incentive Strategy

Enroll and Team Building

NIKKEN POWERHOUSE



CASH BONUS for every NEW Customer that starts a Wellness Home

POWERHOUSE INCENTIVE



+



+



\$60 USD*

\$60 USD*

\$60 USD*

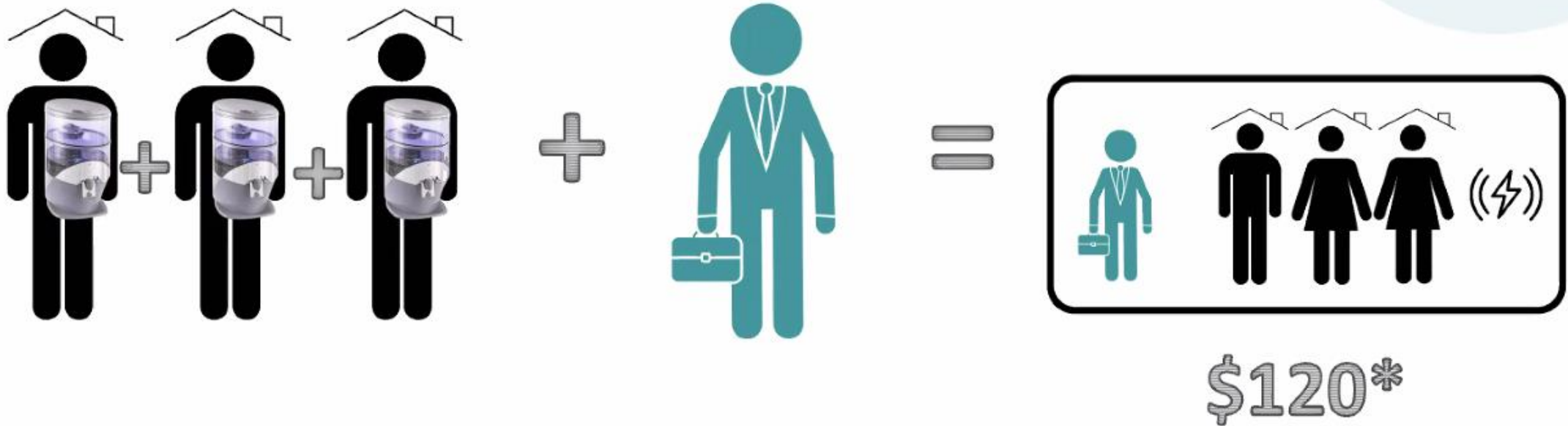


Wellness Home Startup Link



Additional Cash bonus if the Consultant builds a Nikken Powerhouse within a month

POWERHOUSE
INCENTIVE



**Canadian bonuses are calculated based upon the price list conversion rate effective at the time of achievement*

*** New Consultant need to complete 500 PPV for the cash bonus to take place*

Build your first Nikken Powerhouse

Consultant A

USD *

Build a Nikken Powerhouse

\$120

Paid Monthly

**3 New Customers with a
Waterfall - CASH BONUS**

\$180

Paid Monthly

Retail Income

\$280

Paid Weekly

TOTAL

\$580

+ Plus Rebates and Overrides



**Canadian bonuses are calculated based upon the price list conversion rate effective at the time of achievement*

Powerhouse Potential

Each Power house will generate a minimum of \$580 and when you add in the Rebates earned based on rank achievement, this can reach well over \$600.

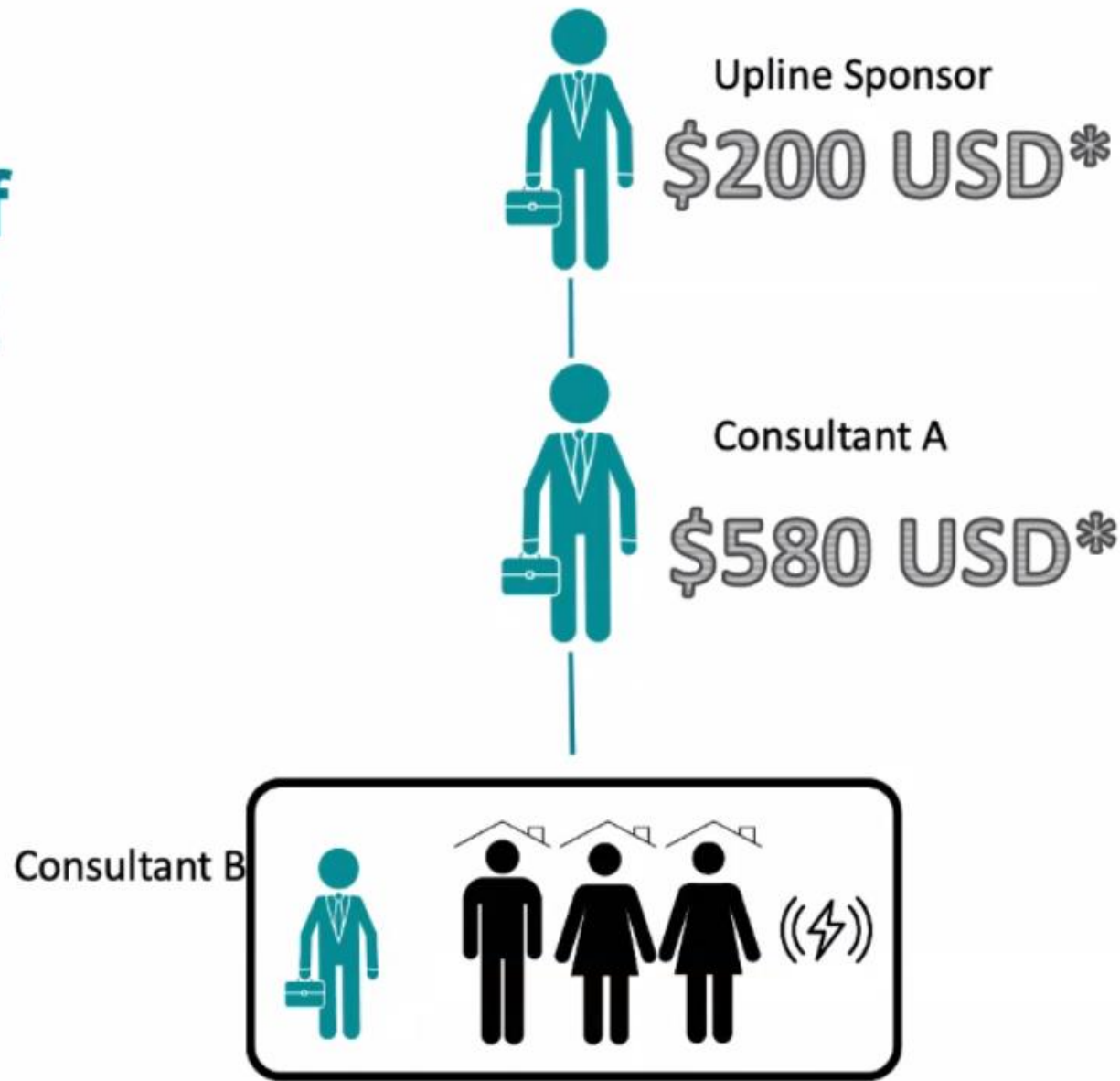
The volume generated on this will be a minimum of 1,871 Points. Each New Customer volume will be 457* and with the distributor volume of 500 the total is 1871.

Therefore to reach Silver one could do 3 Powerhouses which would total 5,613 and that would leave a balance of 387 points to get to the Silver Rank. All other qualifications of 100 PPV, 1000 Points out side the primary leg and 500 Points out side the primary and secondary leg must also be met to achieve Silver.

Estimated income for going Silver is approximately \$1,800 compared to \$600 before. That's a very nice increase 300% over the previous amount.

*** Customers can buy more than just the waterfall but must be done in a separate order**

The sponsor of the consultant that builds a Nikken Powerhouse will also get a Cash Bonus



POWERHOUSE INCENTIVE



*Canadian bonuses are calculated based upon the price list conversion rate effective at the time of achievement

** New Consultant need to complete 500 PPV for the cash bonus to take place

Powerhouse Potential for the Sponsor

Each Power house will generate a minimum of \$200 for the sponsor and when you add in the Overrides earned based on rank, can reach almost \$300. *

Therefore to help someone get to Silver as the sponsor could be worth \$600 to \$700

Estimated income for going Silver is approximately \$1,800+ compared to \$600 before.

So, this then creates a very interesting story to attract attention. Someone could do 3 Powerhouses plus the extra 387 Vol and earn over \$1,800 in their first thirty days and it gets even more interesting after that.

**If the sponsor is not active and another upline helps, the bonus currently goes to the sponsor. This is currently being reviewed and may change to the active upline.*



Period of Qualification

- January to March 2023 : Current and New Consultants
- April to Dec 2023: New Consultants with a **Launch Window** : Signup month + 2 months *



Requirements

* The new consultant has his sign up month plus 2 additional months to take advantage of creating a powerhouse, otherwise it ends.

- New Customers who start a Wellness Home by purchasing a PiMag Waterfall system through My Wellness Home Start-up Link
- Build a Nikken Powerhouse = 3 new customers who each purchase a PiMag Waterfall* and 1 new frontline Consultant with 500PPV *From the registration site



Reward

- For every new customer who purchase a PiMag Waterfall system *, the sponsor will receive a \$60 USD** Bonus. The bonus will be paid on the following month. There is no limit on the number of bonuses you can earn under this incentive.
- For every Nikken Powerhouse created within a month, the sponsoring Consultant will receive a \$120 USD** Bonus. The bonus will be paid the following month. There is no limit on the number of bonuses you can earn under this incentive.
- The Upline Sponsor of the consultant who created the Nikken Powerhouse will receive \$200 USD* Cash bonus. The bonus will be paid on the following month



Recognition

- Top sponsors of Wellness Home Start-ups and Top Sponsors of Nikken Powerhouses

**POWERHOUSE
INCENTIVE**

**The purchase of the PiMag Waterfall system must be through the My Wellness Home Start up*

***For Canada bonuses will be paid according to the Nikken Conversion rate effective @ the time of achievement*

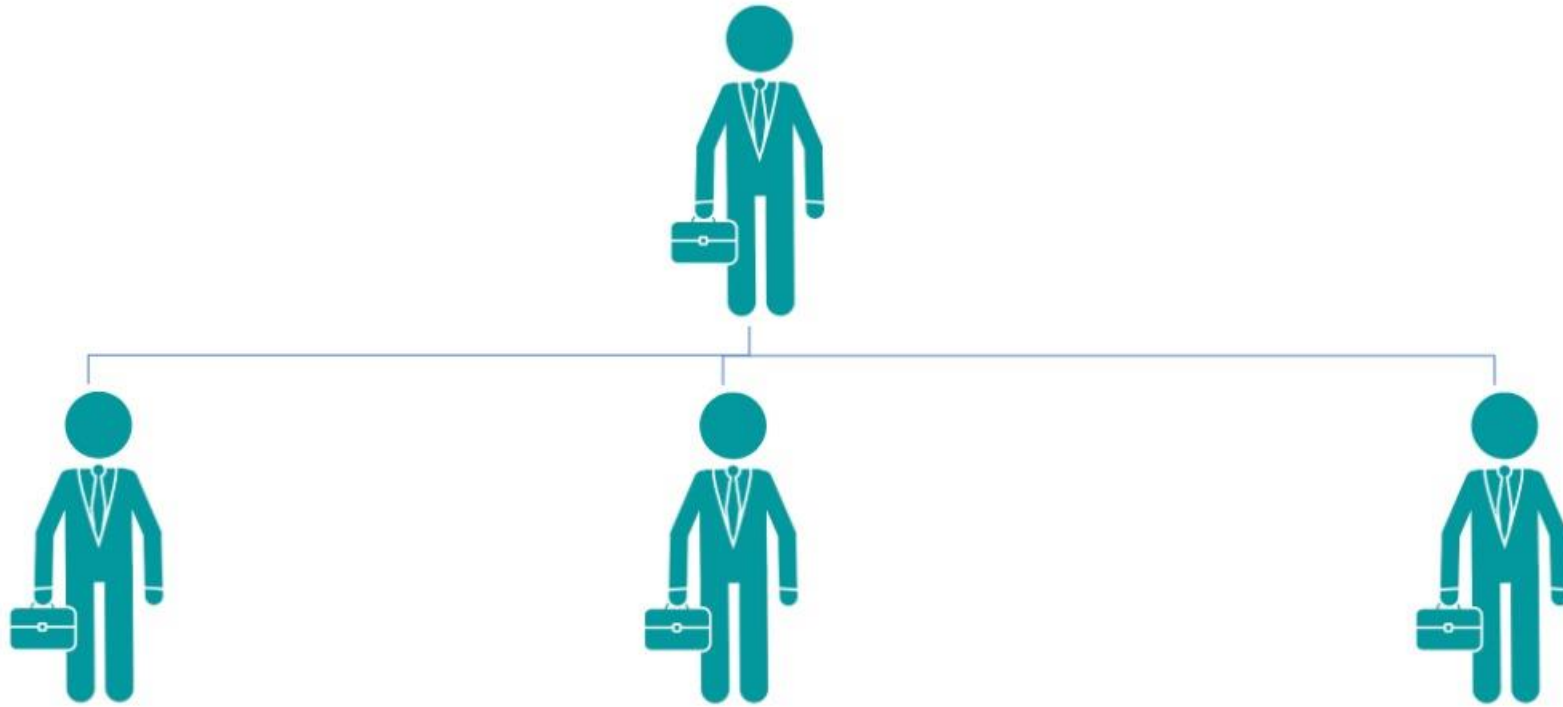


18

18K CLUB

SUMMIT 2023



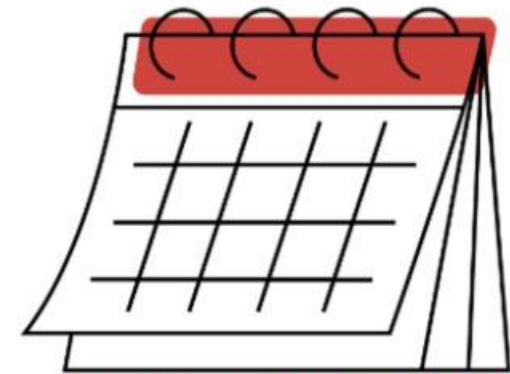


Develop 1 new silver
in a month

Develop 1 new silver
in a month

Develop 1 new silver
in a month

\$1,000 USD*



3 MONTHS

**Canadian bonuses are calculated based upon the price list conversion rate effective at the time of achievement*





Period of Qualification

 Any 3 consecutive months in 2023




Requirements

-  Within 3 months, develop 3 frontline legs from personal group who each achieve 6,000 PGPV in one calendar month
-  Sponsor must achieve 100 PPV in the corresponding 6,000 PGPV month for the volume to count.



Reward

-  \$1,000 USD Bonus.* The bonus will be paid on the 15th of the following month after the requirements are completed.

18



**Canadian bonuses are calculated based upon the price list conversion rate effective at the time of achievement*



18

Going Gold with the 18 K Club

With the 18 K Club, the idea is that you also reach the Gold level but not just with Volume but with 3 other business builders who will also be going for Gold and above.

The current Gold requirements are:

OPV 15,000

Out side the Primary Leg 5,000

Out side the primary and secondary 1,500

So, if you did the 18 K Club you could easily meet all of the Qualifications and become a Gold but more importantly you would have 3 key business builders who would help. Now Platinum and above become more realistic.

In the process if you did this over 3 months then your total potential earnings are a approximately \$3,100 including all bonuses, commissions and rebates and overrides.



MENTOR CLUB

**MENTOR ELITE
CLUB**



SUMMIT 2023

MENTORSHIP PROGRAM



Mentor / Mentee registration site



Both Mentor and Mentee must agree to start program



Mentee may or may not be frontline





Period of Qualification

January to December 2023



Requirements

- Mentor 2 Silver/Gold consultants to become 18K Member
- Minimum Gold pay rank requirements for at least 9 months and accumulate a minimum of 14,000 PGPV for the year



Reward

2024 Live Leadership Summit airfare and hotel @ the determined venue and city



Recognition

Recognition as a member of Mentor Club in all Nikken Events

**Mentors
Club**





Period of Qualification

January to December 2023



Requirements

- Mentor 2 Silver/Gold consultants to become 18K Member
- Minimum Platinum pay rank requirements for at least 9 months and accumulate a minimum of 44,000 PGPV for the year



Reward

- 2024 Live Leadership Summit airfare and hotel @ the determined venue and city
- Featured as Guest Speakers to Global events. Nikken will cover airfare and hotel. Details TBD
- Consultants are entitled to receive the benefits of the Mentor Elite Club in place of the Mentor Club



Recognition

- Recognition as a member of Mentor Elite Club in all Nikken Events





INCENTIVE PLAN PROGRESSION





Period of Qualification

- Every Quarter of 2023
 - 1Q – January to March
 - 2Q – April to June
 - 3Q – July to September
 - 4Q – October to December



Requirements

- Develop 6 New frontline Executive ranks
- Accumulate 30,000 PGPV during the period
- Maintain a minimum of 100 PPV and 2,000 PGPV each month during the quarter



Reward

- Consultants will have two options : Domestic Trip or International Trip with Purpose
- Domestic Trip
 - Trip for 4 people: 4 days and 3 nights (hotel)
 - Cap amount for this reward \$2,500 USD*
 - Consultants are eligible to win one trip per quarter.
 - Award must be redeemed within 3 months after qualifying.
- International Trip with Purpose
 - Details TBD



*Canadian bonuses Will be paid according to the Nikken conversion rate effective @ the time of achievement

How to Make this Work...The Strategy

Start by asking if earning \$1,800 in your first 30 days would be of interest. How many would take a look and then how many would act and how many would get the job done.

Then expand this to earning almost \$5,000 or more in your first 120 days by helping 3 get to Silver and personally completing the 18K Club in the following three months.

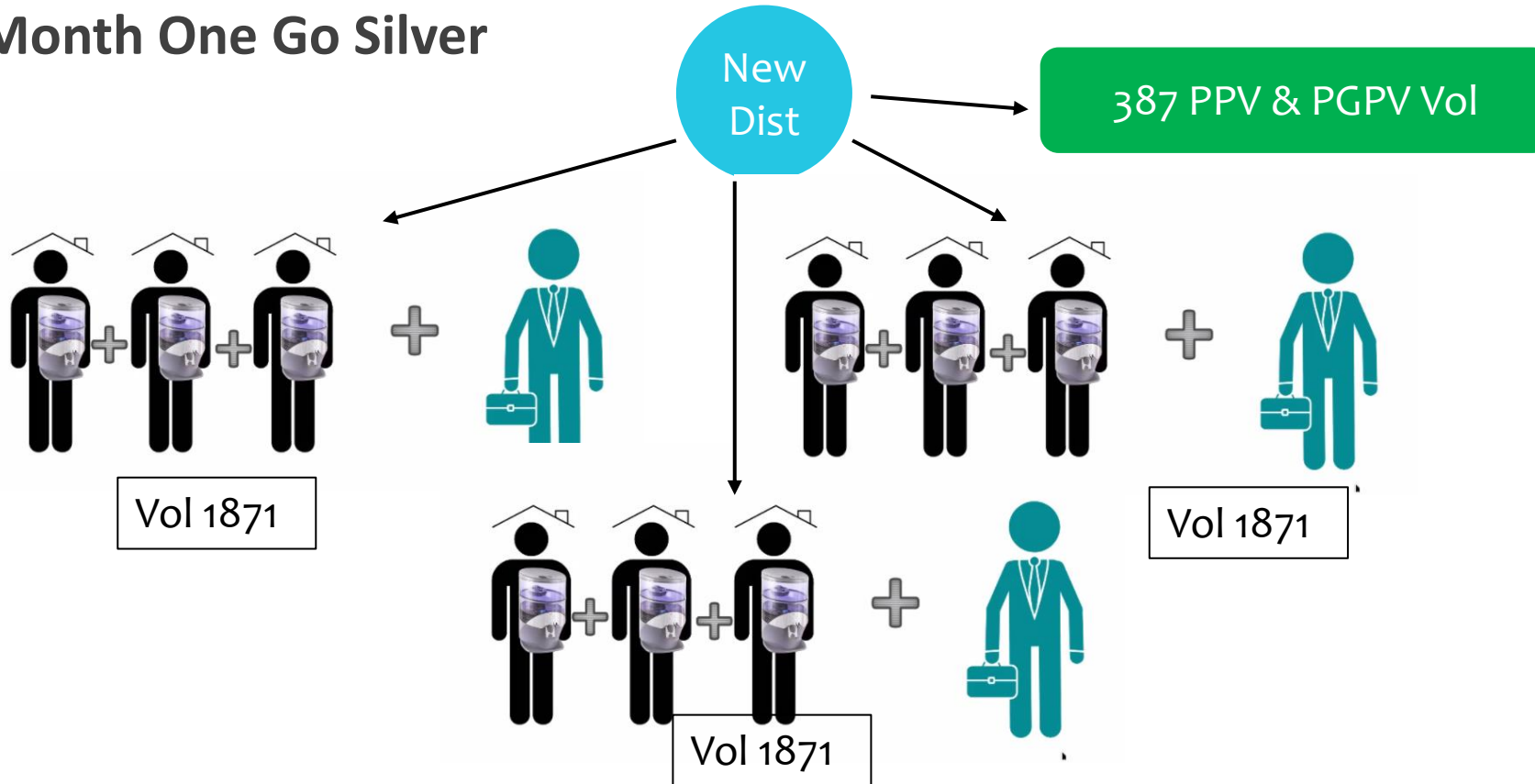
Turn that into helping those three legs each get to the 18K Club and Gold and then you reach platinum and earn a potential of another 3 to 5 K plus a paid trip to a live National Convention.

It doesn't take long to see how this could easily catch on fire and grow like mad and that is the idea.

“Beauty is in the eye of the beholder.” Let's take a Look

Going Silver with 3 Powerhouses

Month One Go Silver



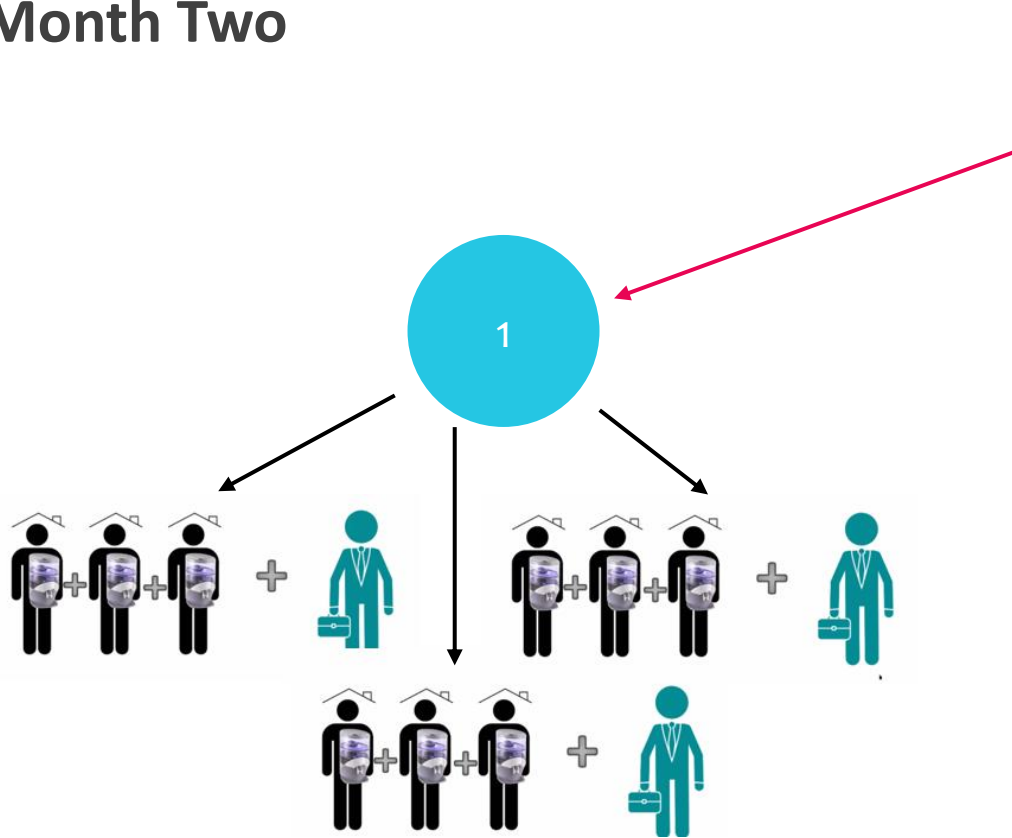
Powerhouse x 3
Plus 387 Vol Points
Equals 6,000 Vol
Equals Silver

In the first month the objective would be to do 3 Powerhouses and get to Silver whether that is you or a new Distributor. That would create a total of 9 customers and 3 front line Distributors.

You would generate 6000 OV and you would also meet the other qualifications for going Silver with 1,000 points outside the primary leg and 500 points outside the primary and secondary legs. The earnings would be over \$1,800

Building Your Business

Month Two



**3 Powerhouses
Plus 387 Vol
Equals 6,000 Vol
Reach Silver**

In month 2 you develop your first front line and get them to Silver with the Powerhouse Strategy.

Your organization generates 6000 plus in Volume and you have 1 Silver below you and 1/3rd of the way to the 18K Club.

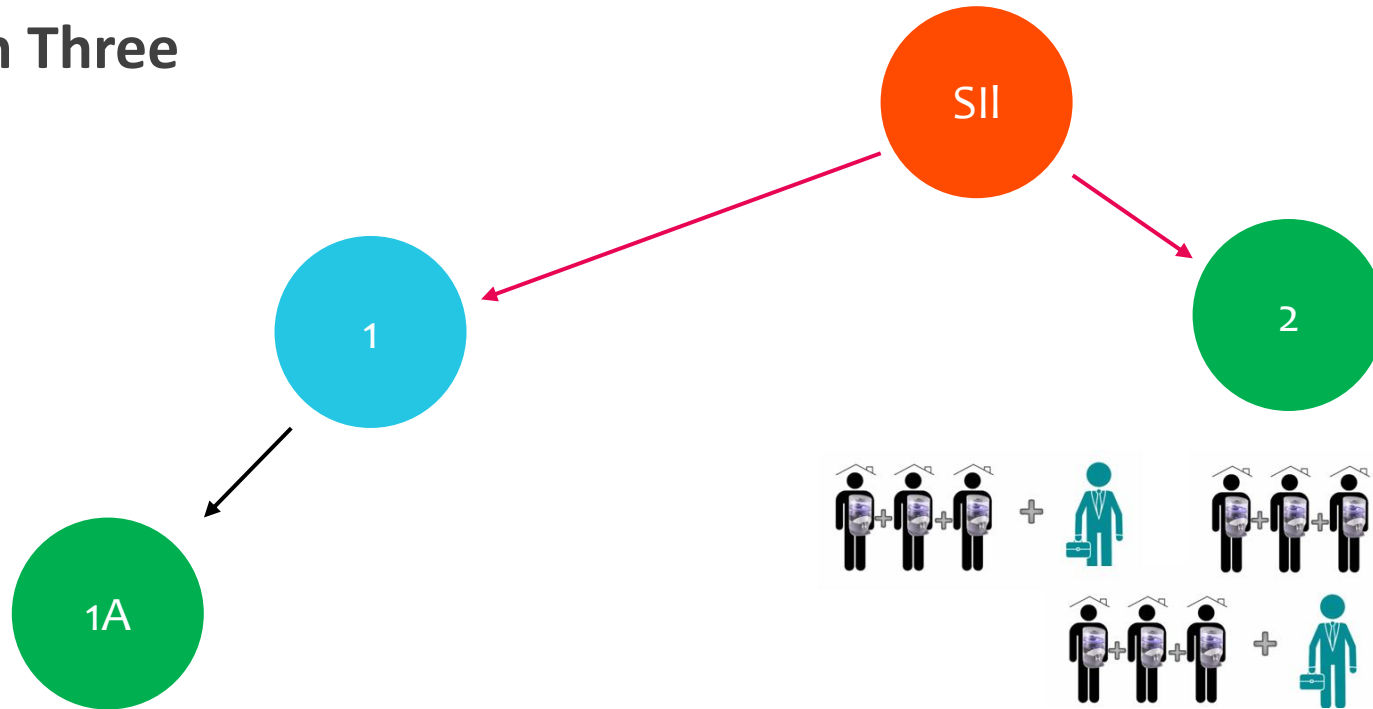
Income potential here is about \$700

Your # 1 would earn about \$1,800

18

Going Gold with the 18 K Club

Month Three



In month 3 develop your second front line Silver and your first front line develops their first Silver using the Powerhouse Strategy.

The organization generates 13,500 to 15,000 in OV and you could reach Gold or be very close.

And you have 2 levels of Silvers below you.

Income potential here is about \$1,000

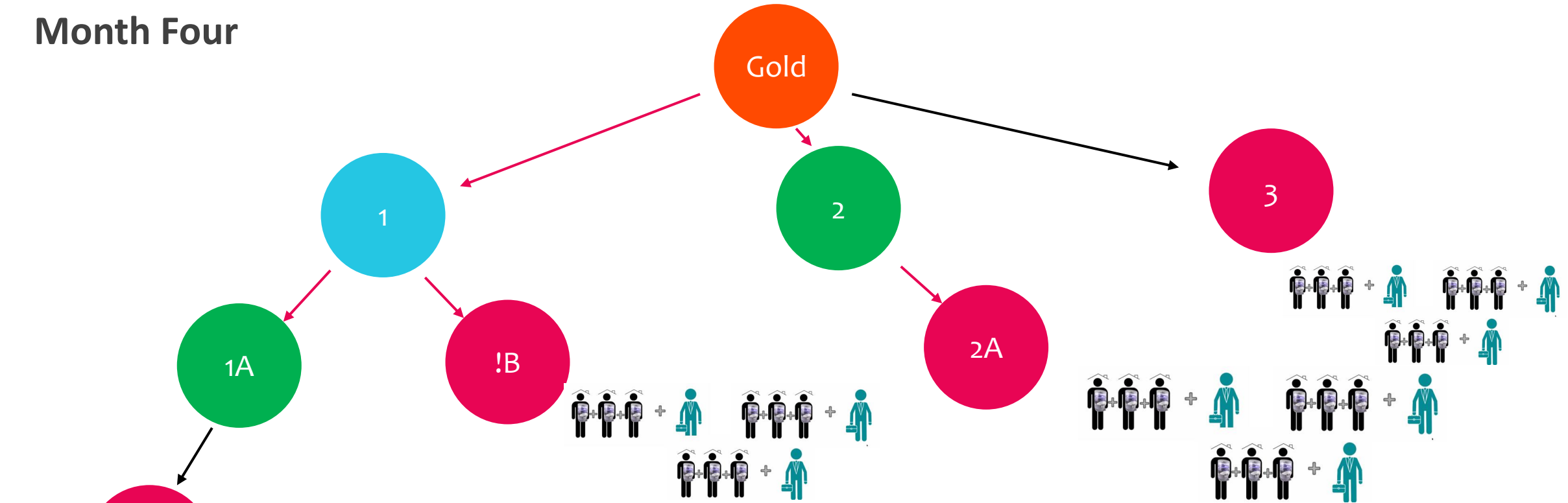
You would earn about \$300 for # 1 and \$700 for # 2

1 would earn about \$700 for 1A and 2 would each earn about \$1,800

18

The 18K Club and Gold

Month Four



In month four the growth continues first with your 3rd front-line Silver and the 18K Club. Your # 1 gets his second Silver, 1B. Your # 2 gets their first Silver, 2A and your first leg gets a new Silver, 1A1 on your 3rd level. In this month you would generate a minimum of 24,000 OV easily qualify as a Gold and the potential income would be about \$1,600 plus the 18 K Bonus of \$ 1,000 for a total of 2,600.

Making this Work

This was an example for training purposes to give you an idea of what to do and how to make this work and the potential of what could happen.

It is not the only way that you could build your business but it could be a very profitable one. The idea is to create a Plan using this as a strategy to help.

The results you get will depend upon the work you put into doing the activities that are known to create the results.

The company has given all of us this awesome tool and if we use this correctly then what you saw could become a reality for many.

Your homework would be to create many different scenarios of how you could use this, as there is not simply one way. And remember not everyone has the same resources, time, people and money. Create longer runways different combinations but with the same end result. Here's to an awesome 2023.



Thank You

Dave Rolfe



617-388-9109



rolfeman@earthlink.net



www.daverolfe.com

