

# How to Earn Income in Nikken

## Retail

You earn a 20% commission when you personally make a retail sale.

## Personal Group Rebates

You can earn a 10% rebate on your sales and the sales of any Directs in your personal organization if you are an Executive Qualified Consultant. (Based on the CV)

You can earn a 20% rebate on your sales and the sales of any Directs in your personal organization or 10% on any sales by Executives in your personal organization if you are qualified Silver or above. (Based on the CV)

## Leadership Bonus

You can earn 6% leadership bonus on leaders, Silver and above, in your organization up to 6 generations below you. See the compensation plan in your policy and procedures doc located on mynikken.com for complete qualifications and benefits. (Based on the CV)

## Entrepreneurs Club

Create 6,000 QPGPV and develop at least 3 new frontline Executive (or higher) Consultants in 30 days while giving presentations with another "A" Consultant. Earn \$300 Cash Bonus.

## Paragon Award

Create 18,000 QPGPV and develop at least 3 new frontline Silver (or higher) Consultants within 3 consecutive months. Earn \$1,000 Cash Bonus.

## Pinnacle Prize

Achieve the Rank of Platinum or develop 3 new frontline Platinums in 2017. Earn a \$2,500 Cash Bonus.

## Lifestyle Bonus

This is a special incentive for Golds and above and as a Gold, Platinum, Diamond and Royal Diamond you can earn from \$500 as a Gold to \$2,000 as a Royal Diamond in a lifestyle bonus to spend as you please.

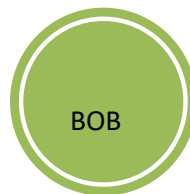
## Earning Income depends on Sales and Ranking

As I have written my approach to attract new people to the business was to ask if they were interested in making an extra \$5,000 per month and if so I knew from both experience and understanding how to talk about that and show them step by step.

This made it more understandable to the new person and along with a visual representation they could really see the simplicity of our business and the real long term potential of getting involved.

Therefore with that and the various incomes available I want to walk you through the growth of a Nikken Consultant with a detail of the potential earnings. Now this is an example and based solely on the numbers I created for this example. As there are countless ways to arrive at these results your results may be different. What is important, is to grasp the concept of the activities to results, when you produce you will get a result. The result you receive will depend on what you produce. Achieve what this example states and you will earn that amount.

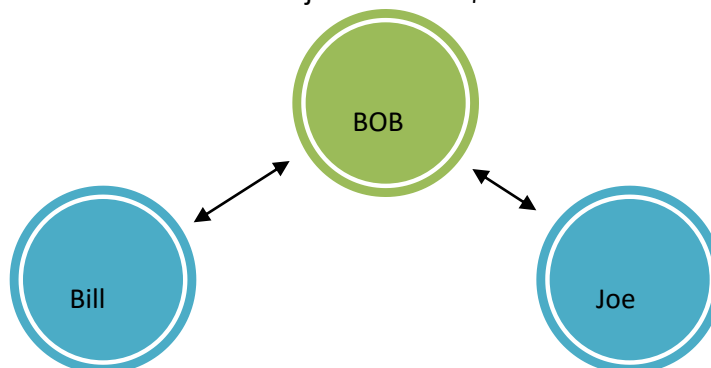
### MONTH ONE



Bob becomes a consultant and is called a Direct and can earn retail commissions. He goes out and sells \$ 750.00 worth(600PV) in his first month including \$100.00 for himself, he would earn;

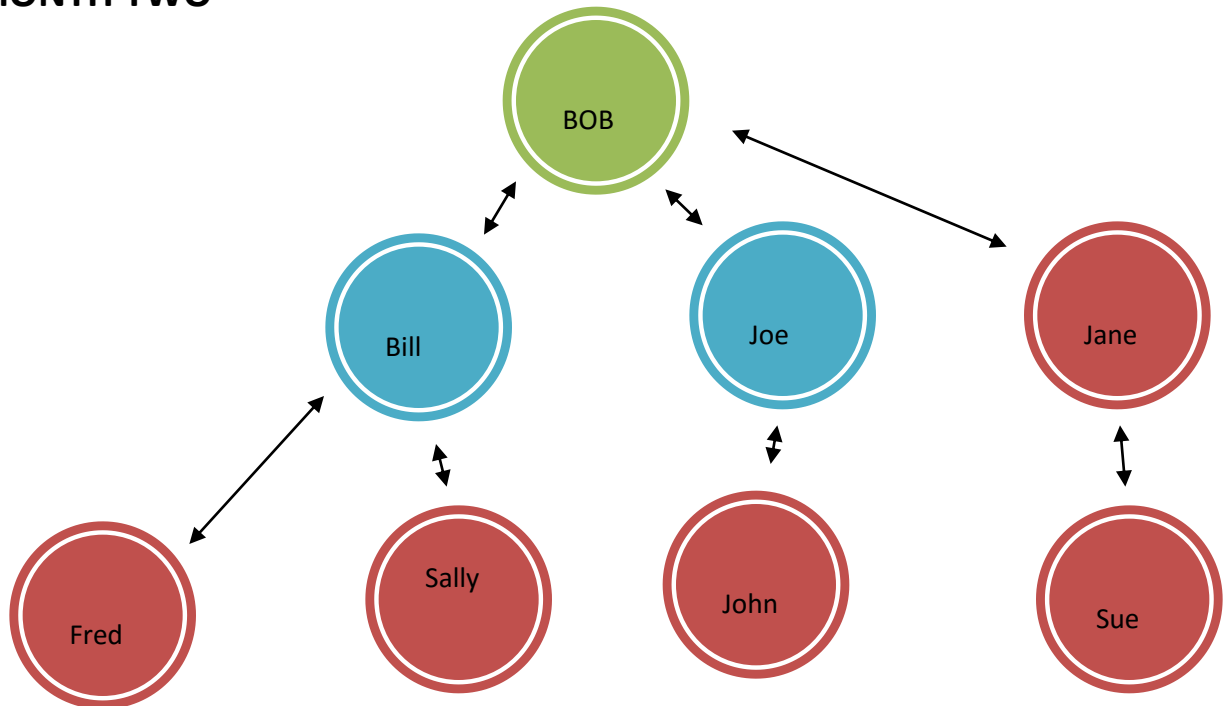
$$\text{Total Earned } 750 \times 20\% = \$150.00$$

Now also during the month Bob runs into a couple of keen friends who decide they want to do the same thing as Bob and each of them join and sell \$600 for a total of \$1200 Retail (960 PV).



As a result Bob has now met the qualifications for Executive of achieving 1560 QPGV including 100 QPPV. As this is his first month he has two more months to use this volume for his Silver Qualification requirement.

## MONTH TWO



This month there was some good production.

Bob did \$100 PPV and \$400 Retail for a total of 400 QPPV.

$$400 \text{ QPPV} = 240 \text{ CV} = \$24.00 (240 \times 10\%)$$

$$\$400 \text{ Retail} = \$80.00 (400 \times 20\%)$$

Bill and his two new people did \$2000 QPGV and Bill became an executive

$$1500 \text{ QPGV} = 900 \text{ CV} \$90.00 (900 \times 10\%)$$

Joe did \$600 Retail and sponsored a new consultant that did \$400 retail.

$$800 \text{ QPGV} = 480 \text{ CV} \$48.00 (480 \times 10\%)$$

Jane got a great start and did 900 QPGV and sponsored Sue who did \$500 PPV.

$$1400 \text{ QPGV} = 840 \text{ CV} \$84.00 (84 \times 10\%)$$

Bob reached the Silver level with a total of 6000 QPGPV with 100 QPPV, 1000 QOPV outside the primary leg and 500 QOPV from other legs other than the primary and secondary.

## **Total Earned for the month \$326.00**

### **MONTH THREE AND BEYOND**

Now that Bob has achieved Silver we enter into a new aspect of earning called Leadership Bonuses and it is here where the potential income can grow to tens of thousands per month and there really is not ceiling.

As you can by the example so far is we are building the base and once the base is secure we can really grow.

Bob's next move is to help his three personally sponsored people and those below to get to Silver. He wants to work at the bottom to make sure that Fred, John, Sally and Sue sell and sponsor and he does this with the help of Bill, Joe Jane and his up-line team.

Bob is now at the 20% rebate for his production and 10% rebate for both Bill and Jane until they reach Silver and 20% on Joe until he reaches Executive and then 10% until he reaches Silver.

In the third month Bob helps Bill get to Silver with an additional 4000 QPGV and 5 consultants

$$4000 \text{ QPGV} = 2400 \text{ CV } \$240.00 \text{ (2400x10\% PGV Rebate)}$$

He helps Joe get to Executive with 1000 QPGV and 2 more consultants

$$1000 \text{ QPGV} = 600 \text{ CV } \$120.00 \text{ (600 x 20\% PGV Rebate)}$$

He helps Jane go Silver and break a Silver under her for a total of 4600 QPGV and 6000 QOPV and 12 new consultants.

$$4600 \text{ QPGV} = 2760 \text{ CV } \$276.00 \text{ (2760x10\% PGV Rebate)}$$

$$6000 \text{ QOPV} = 3600 \text{ CV } \$216.00 \text{ (3600x6\%Leadership Bonus)}$$

Bob does his 100 QPPV, sells \$200 retail, maintains his 1500 QPGV and has over 4000 QOPV and is a Qualified Silver. He now has 2 Silver legs and one has a Silver leg. He has a total of 26 Consultants with about 50 Retail Customers.

$$200 \text{ Retail} = \$40.00 \text{ ( 200x 20\%)}$$

$$260 \text{ PPV} = 156 \text{ CV } 31.20 \text{ (156x20\%)}$$

# Total Earned for the month \$923.20

Let's now take a look at what has happened with our example so that we can use this data moving forward and understand what to do and how to create more income.

1. It takes a wee bit of time to build a base.
2. The more you sponsor the faster it will grow.
3. If you focus on helping those you sponsor build it grows faster.
4. The whole future game is creating Silver Consultants who create Silver Consultants.
5. In 3 months time Bob earned \$1400 or about \$500 average per month
6. In 3 months Bob now has a nice team of about 26 Consultants and 50 Customers
7. Bob has 2 Front line Silvers and 1 second level Silver
8. The largest source of income moving forward will come from Leadership Bonuses
9. You need to continue to sponsor to maintain qualifications and find leaders to help build
10. You always want to work the bottom of any leg or personally sponsored line as the bottom is most vulnerable until they have something below them, Vested Interest.

## How to Make \$1000 per Month

Using what we know so far to consistently earn \$1000 and up it is going to come from Leadership Bonuses and this should be the basis for your plan. The income from retail and QPGV rebates will be extra and will ensure you reach your economic goals.

To figure this out we will use the following formula.

**\$1000 / 6% = 16,667 CV** using a calculator you take the desired income and divide that by the rate and this gives you the gross CV. In this example if you did 16,667 CV and were qualified you would earn \$1,000.00 We still need more information and that is how much PV is required as this really relates to Qualifications and rank advancement planning. To figure this out we will use the following formula.

**16,667 / 60% = 27,777 PV** Using a calculator take the amount of CV and divide that by the percentage to PV (I am using 60% as a rough figure on average. It could be higher and it can be lower but for this example and to create understanding I am using 60%) and you get 27,777 PV. Therefore to make \$1,000 from Leadership Bonuses alone your Silvers and above need to produce 27,777 QOPV and you must maintain your Qualifications as well and those depend on

rank. Refer to the Nikken Compensation plan for the exact specifics. Now we still want and need more information and that is HOW many Folks does this take.

Earlier we saw what Bob did in terms of production volume. When he broke two Silvers in a month there were 12 New Consultants and a total of 14,600 OPV generated. For that month Bob created a total of 15,860 QOPV and for any leader above Bob that leader could have earned around \$600.00.

## **How to Make \$2,000 per Month**

There for if we want to earn \$2000 per month then we need about 3 ½ Bobs.

$$\mathbf{\$2000 / 6\% = 33,333CV / 60\% = 55,000 QOPV}$$

## **How to Make \$5,000 per Month**

If we want to earn \$ 5,000 per month then we need about 9 Bobs.

$$\mathbf{\$5,000 / 6\% = 83,333CV / 60\% = 138,888 QOPV}$$

Now you have it and now you can figure out any income you desire and it all starts out and is made up of the basic building block of selling product and sponsoring consultants. You maximize your efforts by pushing the organization downward and helping others achieve higher and higher ranks as in this activity you create Vested Interest which by definition is “ a personal interest with the understanding of gain” .

Now what I did was create a page in my presentation book of the above example with BOB in his first 3 months and then added what it would look like for the various examples of 2000 and 5000 or what have you.

After a made the presentation a few hundred times I knew it cold and could then freely draw it out on a piece of paper. For some reason that way was magical as it showed skill and confidence.

Also understand that the number of Bobs you need don't need to be frontline to you. They just need to be in your pay-line which then should bring in your understanding of the need to go Gold as soon as you can because it pays those 6% 3 levels deep and then on up to Royal where they are paid 6 levels deep.

I used to use a chart to show what happens and it's kind of like the penny doubled chart but suppose you sponsored 6 who each sponsored 6 and this went on for many generations, what size of an organization might you have. Take a look.

6

$$6 \times 6 = 36$$

$$36 \times 6 = 216$$

$$216 \times 6 = 1296$$

$$1296 \times 6 = 7776$$

$$7776 \times 6 = 46656$$

At your 6<sup>th</sup> level there is a possibility of 46656 and this is why you push depth and why you help others and how you will win big in Network Marketing with Nikken.