

What You Need to Know to “Play the Game” and to Reach Your Goal

AN OUTLINE OF ACTIVITIES AND A PLAN OF WHAT NEEDS TO
BE DONE TO REACH YOUR GOALS BEING A NIKKEN
WELLNESS HOME CONSULTANT
BY DAVE ROLFE A NIKKEN ROYAL DIAMOND

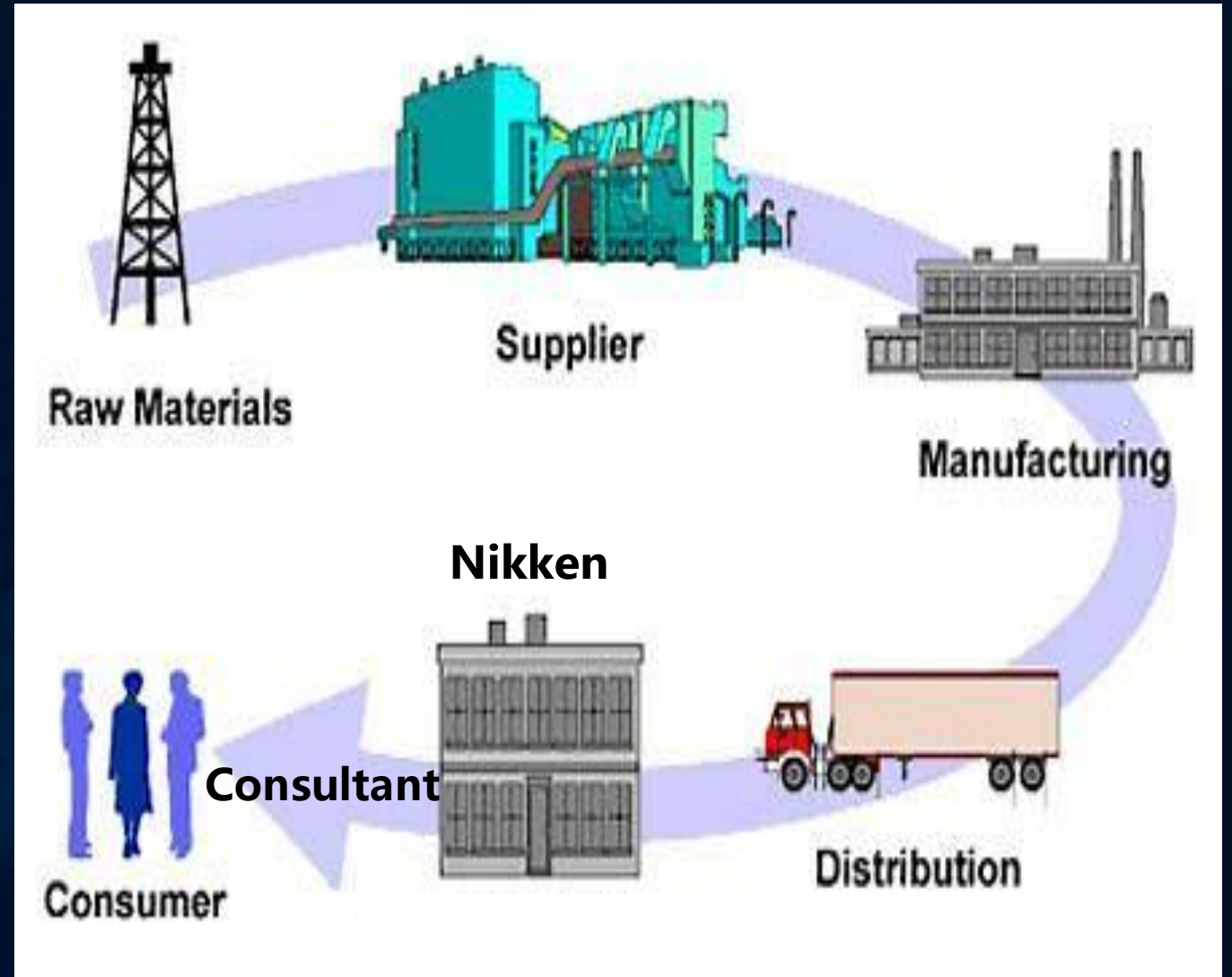
A Quick Guide to Success.

Congratulations you've made a great decision and now it's time to learn what you need to know, in order to achieve the results you want.

- Job Description
- The Objective
- The Game
- Recommendation
- Getting Organized
- Things to Know
- Activity and Plans

Job Description

In a nutshell the job description is very simple. You in a sense are the middleman between the company Nikken and the public. The object of what you do is to get the public linked up with Nikken either as a customer or a consultant, by providing information and with communication.



The Objective

The objective is to use the Nikken Opportunity to get what you set as a Goal.

You will do this by understanding a few things which are set forth from here. The degree of what you put into this, will determine what you get out of this, you are the boss of what you do.

There is only one reason for failure and that is simply not doing the activities that are known to work in a sufficient quantity for your situation. You need to determine what that is and this will be accomplished in short order, once you go through this presentation.



The Game

By engaging and participating in the Nikken Business Opportunity, you can play and win.

The key is to set a Goal of what is important to you, then learn as much as you can , as quickly as you can, on how you can reach that Goal by being a Nikken Wellness Home Consultant, following the Nikken Plan, then playing the game, so to speak.



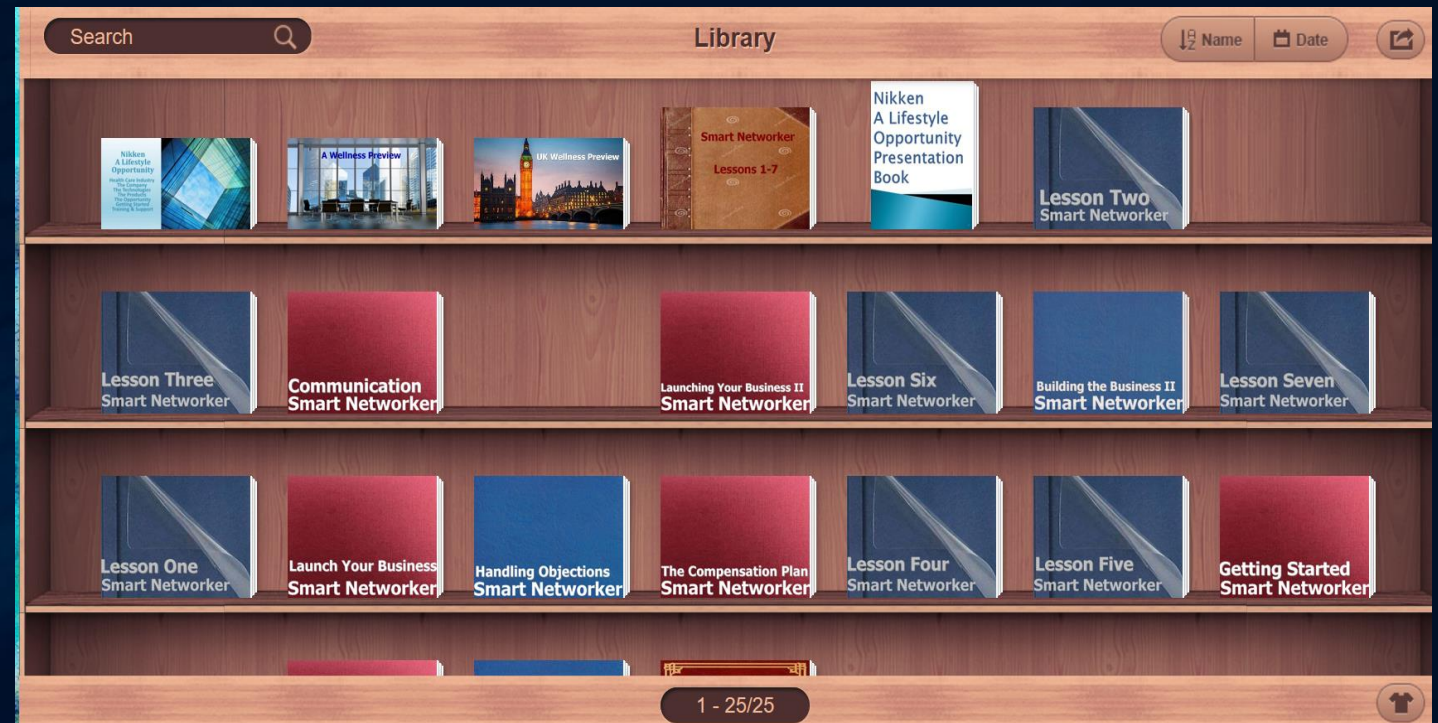
Recommendation: Get The Smart Networker Video Book

The Smart Networker Video Book Program consists of 7 core lessons which cover the main concepts of the business of Networking, and 15 other situational lessons .

These cover specific areas of our business that will provide great insight in what to do, and how to do it.

This then is a must have resource to speed up your success. Along with this join the 100 K Club and participate in any of the daily calls to provide accountability, support and knowledge.

You will find both on daverolfe.com



Start the Smart Networker Video Book and get the first two lessons done as soon as possible. Here you will learn the one trait that is critical to your success and the importance of the decisions you make.

LESSON ONE

BE THE NETWORKER



LESSON TWO

DECISIONS



Getting Organized

Like any activity having all the right information, resources, tools and support is critical to your ability to get results.

Our business is conducted primarily by communicating, therefore what and how and when you communicate are very important to know and understand.

Do Lessons 3 and 4 to get a great understanding of these areas. Then do lessons 5, 6 and 7 which will complete the basic concepts of our business, what we do and how you go about the activities of doing them.



The 100 K Club

- The 100 K Club is your accountability and support group.
- It's the Group Dynamic that makes our business work.
- Here you learn more of what you need.
- Here you get inspired to build your team.
- Here you hear from other Consultants on their activities and success.
- Here you get support and encouragement to reach your goals.
- Here's where you bring your team to help you grow.
- We meet daily on Zoom calls and the schedule is on daverolf.com

Important Information you need to know and work out with your sponsor or mentor.

Nikken the Company

- A description,
- some history,
- location,
- how to contact,
- what they offer in support,
- the name of the CEO and President,
- the website.

Products and Opportunity

- This area is by far one of the most important to learn, understand and apply.
- This does take time,
- Therefore make the time to learn this.
- Your products are best understood through use and demonstration and
- the opportunity by studying the Nikken Compensation Plan Documents.

Important Information you need to know and work out with your sponsor or mentor.

Support Terminals

- By this I mean who can you get help from when you need it. Your Sponsor, other key Leaders in the Organization, the 100K Club, the customer service team.
- Identify them and speak with them and know how and when you can utilize their help and support.

The Compensation Plan

- You will find this in the Library of documents in your Back Office in the Policy and Procedures document.
- Also Lesson 14 will explain it more.
- The key here is as this is what you are using to reach your Goal, the more you can communicate what it is and what it can offer the more it becomes a solution for yourself and others. This is very important.

Important Information you need to know and work out with your sponsor or mentor.

Meeting Schedules

- You want to know and understand when all the events and meetings are taking place, so you can use them as the need arises.

Your Goal and what that means in terms of the Nikken Plan

- This should be easy to now understand. Most do Nikken to make money along with other benefits.
- The key to know and understand is what must be in place and produced with the Nikken plan that equals what money you want to earn.
- This is simple to figure out and there are plenty of examples in the Smart Networker Lessons and on the website www.daverolfe.com

Important Information you need to know and work out with your sponsor or mentor.

Your Resources: time, people and money.

- Here you want to know the time you have available to do the work you need to do, and based on your Goal and understanding, what you need to do now, which may need some tweaking.
- Obviously the more time you have available, the quicker you will get results. Get out a calendar and take a good look, then map out all your available time so that you can coordinate with your sponsor or mentor.

Important Information you need to know and work out with your sponsor or mentor.

People are a key ingredient as you know,

- Create a system to write down and keep track of, naming potential customers and consultants, you want both.
- This will be an ongoing activity for some time and as you gain more understanding you will find this list to be unlimited and never ending.

Money is important for a few reasons.

- You will need to spend some in order to operate and do the business and don't be afraid to invest, simply plan on making it back.
- It's the benefits of the products that sell the products and opportunity. Really discuss the possibilities here with your sponsor and mentor as they could make the difference in success or failure.

Important Information you need to know and work out with your sponsor or mentor.

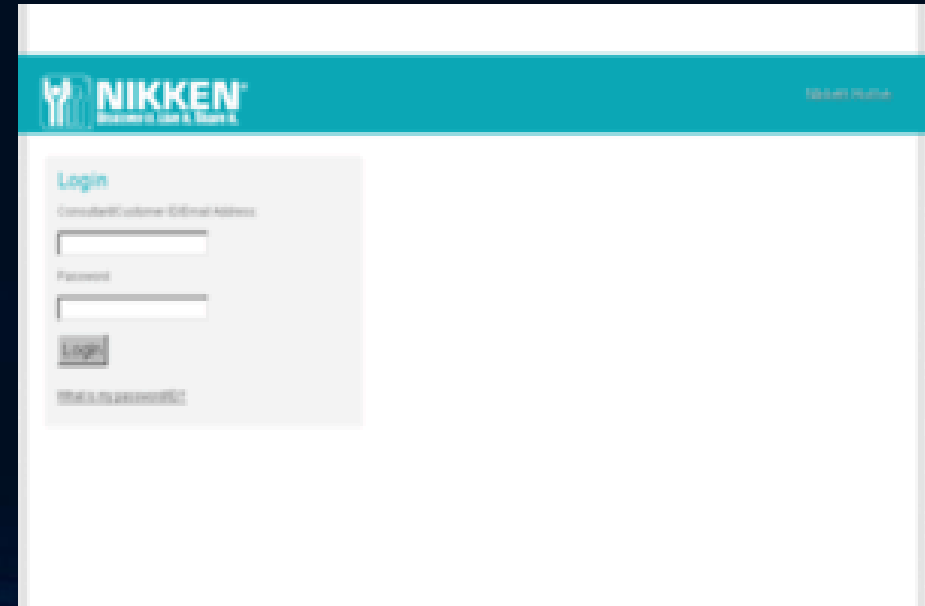
Website

- Nikken.com
- Review this thoroughly



Back Office

- Mynikken.com
- Review this thoroughly



Summary

- Now these are some basics to start and move forward.
- Learn what your role and responsibilities are
- Learn how the business works, in terms of activities
- Equip yourself with the best resources and tools of the trade
- Connect up with your support groups and sponsor
- Really define what you want to accomplish
- Understand that you can accomplish whatever it is you want

The Roadmap-Plans and Activities

- Nikken has created this opportunity by creating a structure of achievement which is called the Nikken Compensation Plan.
- It is in fact the roadmap you follow.
- It's a set of steps leading to the top.
- Each step takes you a bit further and offers more benefits.
- You climb these steps to then achieve your goals and objectives.
- In the next few slides you will see how you use this plan to accomplish your Goal, but you must play to win.

The First Target Achieve the Executive Level

Accumulate \$1,500 PGPV including \$100 PPV.

You can earn retail commissions of 20% and a 10% PGPV Rebate on the production of any Directs you sponsor and on your personal sales.

Accomplish this in your first 30 days and earn the New Power Start Bonus of 150 Nikken Reward Points NRP

PPV- personal point volume. Each product has a point value located on the Nikken Price List and this is used to tabulate volume.

PGPV- is the point volume for your personal group, other consultants you have sponsored.

Nikken Reward Points NRP- these are points that can buy Nikken products the same as cash.

COMPENSATION PLAN SUMMARY						
RANK ADVANCEMENT REQUIREMENTS						
DIRECT Purchase 4 Success Success Suite	EXECUTIVE 300 PPGV/month 1,500 PGPV in up to 3 consecutive months	SILVER 300 PPGV/month 8,000 PGPV in up to 3 consecutive months 1,000 Org-OPV 300 Org-OPSL	GOLD 300 PPGV 1,500 PPGV 10,000 Org-OPV 1,000 Org-OPSL in one month	PLATINUM 300 PPGV 1,500 PPGV 20,000 Org-OPV 10,000 Org-OPSL in one month	DIAMOND 300 PPGV 1,500 PPGV 30,000 Org-OPV 10,000 Org-OPSL in one month	ROYAL DIAMOND 300 PPGV 1,500 PPGV 30,000 Org-OPV 10,000 Org-OPSL in one month
MONTHLY QUALIFICATION REQUIREMENTS						
300 PPGV	300 PPGV	300 PPGV 1,500 PPGV 4,000 Org-OPV	300 PPGV 1,500 PPGV 10,000 Org-OPV 1,000 Org-OPSL in one month	300 PPGV 1,500 PPGV 20,000 Org-OPV 10,000 Org-OPSL in one month	300 PPGV 1,500 PPGV 30,000 Org-OPV 10,000 Org-OPSL in one month	300 PPGV 1,500 PPGV 30,000 Org-OPV 10,000 Org-OPSL in one month
RETAIL SALES PROFIT* / PCV REBATE						
20% 5%	20% 10%	20% 20%	20% 20%	20% 20%	20% 20%	20% 20%
PGCV OVERRIDE**						
5%	Up to 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%
LEADERSHIP BONUSES						
CV	Commission Volume	6%	6%	6%	6%	6%
PPV	Personal Point Volume	6%	6%	6%	6%	6%
PGPV	Personal Group Point Volume	6%	6%	6%	6%	6%
OPV	Organizational Point Volume	6%	6%	6%	6%	6%
OPV-OPSL	Organizational Point Volume Outside Primary Leg	6%	6%	6%	6%	6%
OPV-OPSL	Organizational Point Volume Outside Primary & Secondary Leg	6%	6%	6%	6%	6%

* Pricing for Canada is periodically adjusted to reflect the variations in currency exchange rates. For prices in Canada refer to nikken.com or mynikken.com

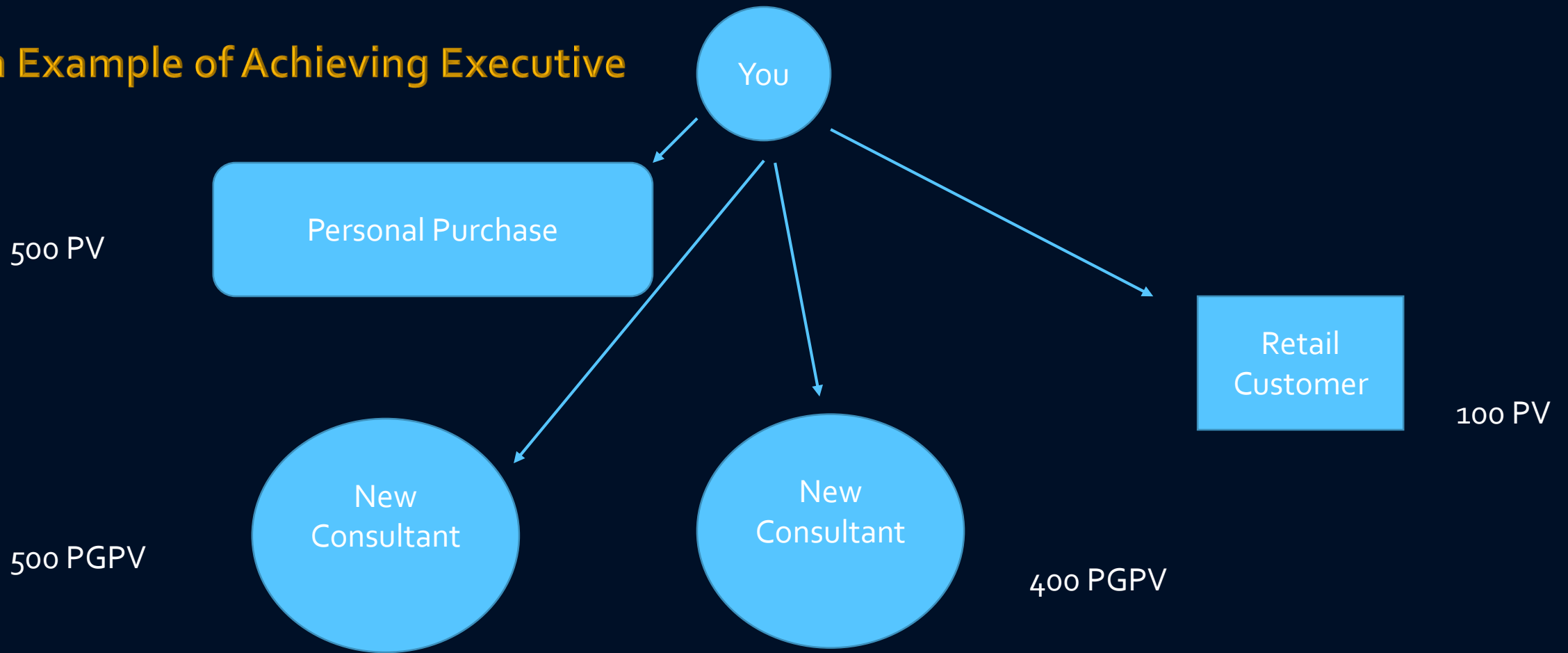
** Silver and above rank -- PGCV Outside reduced by 2% if monthly PPGV is met and PGPV is not met.

The First Target

An Example of a Plan- Getting to Executive

- Get the packs I want or the product I need
- Coordinate my plans and activities with my sponsor
- Learn how to contact and invite from my sponsor or mentor
- Start contacting people on my list either for product benefits or business
- Continue on with my education, finish the Smart Networker Lessons
- Get on as many 100 K Club Calls as possible
- Line up guests for the Wellness Preview on Mondays. Link on daverolfe.com
- Talk to my upline daily

An Example of Achieving Executive



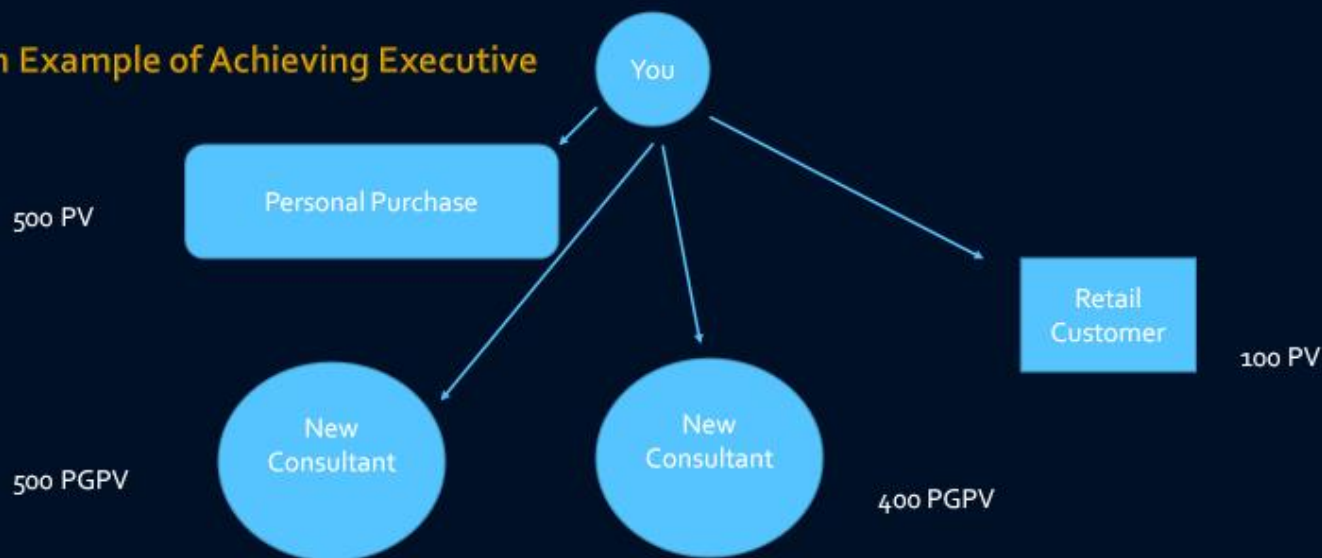
Note: You could also start with a combination of the 3 starter Packs and achieve Executive by doing that. You should discuss this option with your sponsor or mentor as there are many advantages in doing so.

Total of 1500 PGPV
Two Consultants
One Retail Customer
Reached the Executive Level
Win the Power Start if in the first 30 Days of sign up.
Earn \$150 NRP

The Plan and Picture to Achieve Executive

Get the packs I want or the product I need
Coordinate my plans and activities with my sponsor
Learn how to contact and invite from my sponsor or mentor
Start contacting people on my list either for product benefits or business
Continue on with my education
Get on as many 100 K Club Calls as possible
Line up guests for the Wellness Preview on Mondays
Talk to my upline daily

An Example of Achieving Executive



Note: You could also start with a combination of the 3 starter Packs and achieve Executive by doing that. You should discuss this option with your sponsor or mentor as there are many advantages in doing so.

Total of 1500 PGPV
Two Consultants
One Retail Customer
Reached the Executive Level
Win the Power Start if in the first 30 Days of sign up.
Earn \$150 NRP

The Importance of Building a Team to help you Reach Your Goal

- The Nikken Compensation Plan is designed to pay out in many ways as you have studied so far.
- The “Big Money” so to speak comes from the Leadership Bonuses which offers a 6% Bonus on up to 6 Levels below you.
- This can get very large and therefore the key to creating those large incomes is based on “How you Create Your Team” and where you will spend a lot of your time.
- From here on out this will be the focus to show you the best structure to create a long term residual income and the achievement of your Goal.

The Second Target Achieve the Silver Level

Accumulate in up to 3 months \$6,000 PGPV including \$100 PPV with a Minimum of \$1,000 PGPV outside the primary Leg and \$500 outside the primary and secondary leg.

You can also earn an additional 1000 NRP by getting this done in a 30 day period by Signing up 6 new downline consultants

3 frontline who each achieve at least 500 PPV 3 second level who each achieves at least 500 PPV

Achieve at least 6,000 PGPV from you and the 6 new Consultants.

Primary Leg- Leg with the highest Volume

Outside the Primary Leg – another Leg or second leg with the second highest Volume

Outside the Primary and Secondary Leg – any other Volume either a third Leg or more including PV

COMPENSATION PLAN SUMMARY

RANK ADVANCEMENT REQUIREMENTS									
DIRECT Purchase & Service Business Units	EXECUTIVE 500 PPV/month 1,000 PPGV in up to 3 consecutive months	SILVER 500 PPV/month 8,000 PPGV in up to 3 consecutive months In the month you achieve: 1,000 OPV-OPV 300 OPV-OPV	GOLD 500 PPV 1,000 PPGV 20,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV in one month	PLATINUM 500 PPV 1,000 PPGV 20,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV in one month	DIAMOND 500 PPV 1,000 PPGV 30,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV in one month	ROYAL DIAMOND 500 PPV 1,000 PPGV 30,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV in one month			
MONTHLY QUALIFICATION REQUIREMENTS									
500 PPV	500 PPV	500 PPV 1,000 PPGV 4,000 OPV	500 PPV 1,000 PPGV 20,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV	500 PPV 1,000 PPGV 20,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV	500 PPV 1,000 PPGV 30,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV	500 PPV 1,000 PPGV 30,000 OPV 5,000 OPV-OPV 1,000 OPV-OPV			
RETAIL SALES PROFIT* / PCV REBATE									
20%	5%	20%	10%	20%	20%	20%	20%	20%	20%
PCV OVERRIDE**									
5%	Up to 10%	Up to 20%	10%	Up to 20%	10%	Up to 20%	10%	Up to 20%	10%
LEADERSHIP BONUSES									
CV	Commission Volume	6%	6%	6%	6%	6%	6%		
		6%	6%	6%	6%	6%	6%		
PPV	Personal Point Volume	2 LEVELS	6%	6%	6%	6%	6%		
			6%	6%	6%	6%	6%		
PGPV	Personal-Group Point Volume	3 LEVELS	6%	6%	6%	6%	6%		
			6%	6%	6%	6%	6%		
OPV	Organizational Point Volume	4 LEVELS	6%	6%	6%	6%	6%		
			6%	6%	6%	6%	6%		
OPV-OPV	Organizational Point Volume Outside Primary Leg	5 LEVELS	6%	6%	6%	6%	6%		
			6%	6%	6%	6%	6%		
OPV-OPV-OPV	Organizational Point Volume Outside Primary & Secondary Legs	6 LEVELS	6%	6%	6%	6%	6%		
			6%	6%	6%	6%	6%		

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** Silver and above rank - PCV override reduced by 2% if monthly PPV is met and PGPV is not met.

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The Second Target

An example of a Plan- Getting to Silver

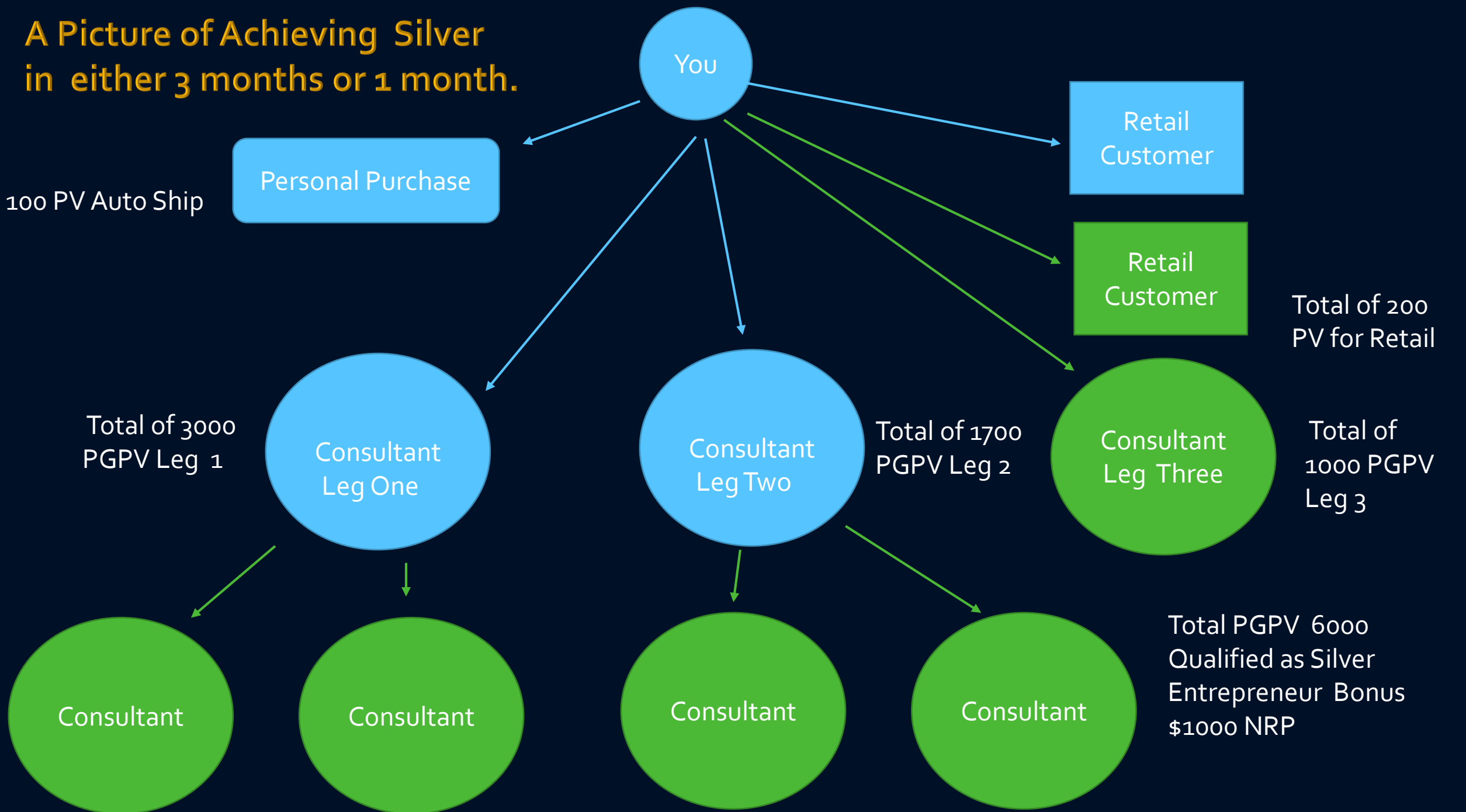
Help your first consultant get to Executive

- Do this by helping find a couple of consultants under this consultant
 - Set a target for 2000 to 3000 in PGPV from this group or leg.
- Help the second consultant get to Executive
- Do this by helping find a couple of consultants under this consultant
 - Set a target of 2000 to 3000 PGPV from this leg.
- Work on Sponsoring a third Consultant
- Work on another retail customer
- Start your Autoship order
- Make sure that you target more than what you need so you have the ability to cover any people that fall off
- If you are doing this in one month and want to earn the Entrepreneurs Bonus Sign up 6 new downline consultants • 3 frontline who each achieve at least 500 PPV • 3 second level who each achieves at least 500 PPV 3. Achieve at least 6,000 PGPV from you and the 6 new Consultants.

A Picture of Achieving Silver
in either 3 months or 1 month.

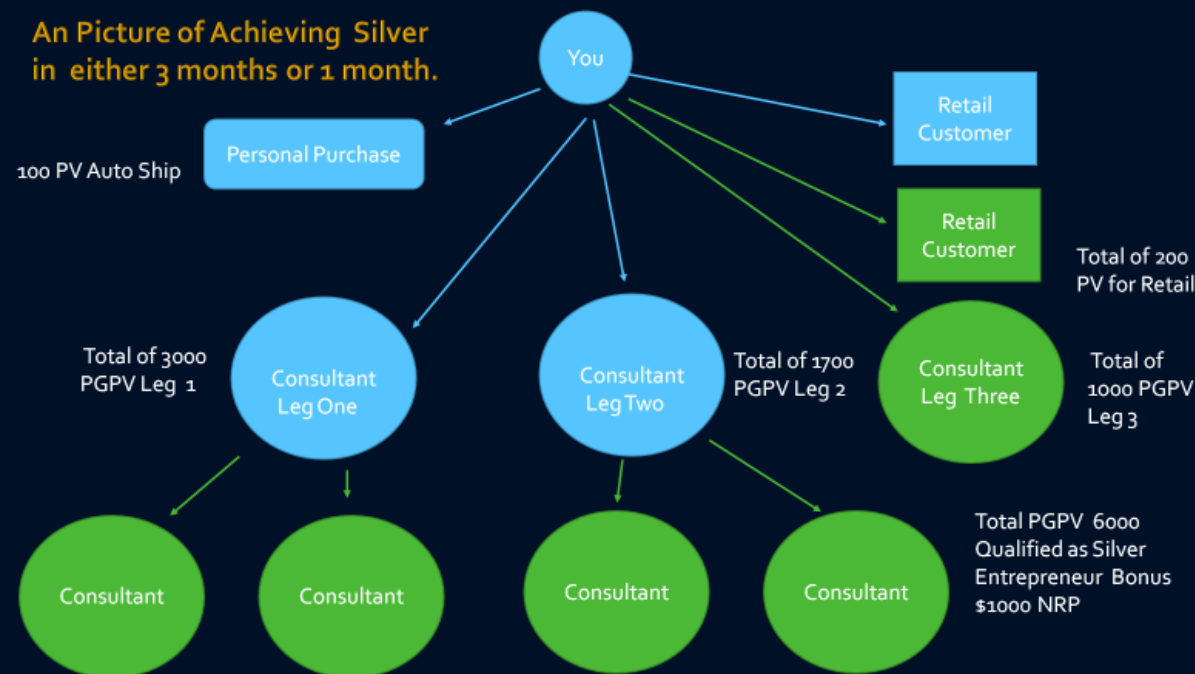
100 PV Auto Ship

Personal Purchase



The Plan and Picture to Achieve Silver

- Help your first consultant get to Executive
- Do this by helping find a couple of consultants under this consultant
- Set a target for 2000 to 3000 in PGPV from this group or leg.
- Help the second consultant get to Executive
- Do this by helping find a couple of consultants under this consultant
- Set a target of 2000 to 3000 PGPV from this leg.
- Work on Sponsoring a third Consultant
- Work on another retail customer
- Start your Autoship order
- Make sure that you target more than what you need so you have the ability to cover any people that fall off
- If you are doing this in one month and want to win the Entrepreneurs Bonus Sign up 6 new downline consultants • 3 frontline who each achieve at least 500 PPV • 3 second level who each achieves at least 500 PPV 3. Achieve at least 6,000 PGPV from you and the 6 new Consultants.



Income Range for a Silver \$500 to \$1,500 based on CV and being qualified
Number of Business Builders 5 to 16 within 2 levels

The Third Target Achieve the Gold Level

Accumulate in a month \$15,000 OPV, with \$5,000 OPV outside the primary leg and \$1,500 outside the primary and secondary legs.

Now one can do a bit more work and win the Paragon Award . Within three consecutive months:

- Develop at least three (3) new frontline Silver or above Consultants.
- Achieve a minimum of 18,000 PGPV
- Earn \$1000 Cash Bonus

OPV- this is Organization Point Volume, the total for any organization

COMPENSATION PLAN SUMMARY

RANK AND REQUIREMENTS							
DIRECT Purchase a Business Success Sale	EXECUTIVE 100 PVP/month 1,000 PGPV in up to 3 consecutive months	SILVER 100 PVP/month 8,000 PGPV in up to 3 consecutive months In the month you achieve 1,000 OPV-ORL 100 OPV-ORSL	GOLD 100 PVP 1,000 PGPV 18,000 OPV 5,000 OPV-ORL 1,000 OPV-ORSL in one month	PLATINUM 100 PVP 1,000 PGPV 20,000 OPV 10,000 OPV-ORL 5,000 OPV-ORSL in one month	DIAMOND 100 PVP 1,000 PGPV 30,000 OPV 15,000 OPV-ORL 10,000 OPV-ORSL in one month	ROYAL DIAMOND 100 PVP 1,000 PGPV 50,000 OPV 25,000 OPV-ORL 20,000 OPV-ORSL in one month	
MONTHLY QUALIFICATION REQUIREMENTS							
100 PVP	100 PVP	100 PVP 1,000 PGPV 4,000 OPV	100 PVP 1,000 PGPV 18,000 OPV 5,000 OPV-ORL 1,000 OPV-ORSL	100 PVP 1,000 PGPV 20,000 OPV 10,000 OPV-ORL 5,000 OPV-ORSL	100 PVP 1,000 PGPV 30,000 OPV 15,000 OPV-ORL 10,000 OPV-ORSL	100 PVP 1,000 PGPV 50,000 OPV 25,000 OPV-ORL 20,000 OPV-ORSL	
RETAIL SALES PROFIT* / PCV REBATE							
20%	5%	20%	10%	20%	20%	20%	20%
PCV OVERRIDE**							
5%	Up to 10%	Up to 20%	10%	Up to 20%	10%	Up to 20%	10%
LEADERSHIP BONUSES							
CV	Commission Volume	6%	6%	6%	6%	6%	6%
PPV	Personal Point Volume	6%	6%	6%	6%	6%	6%
PGPV	Personal Group Point Volume	6%	6%	6%	6%	6%	6%
OPV	Organizational Point Volume	6%	6%	6%	6%	6%	6%
OPV-ORL	Organizational Point Volume Outside Primary Leg	6%	6%	6%	6%	6%	6%
OPV-ORSL	Organizational Point Volume Outside Primary & Secondary Legs	6%	6%	6%	6%	6%	6%

* Pricing for Canada is periodically adjusted to reflect the variations in currency exchange rates. For prices in Canada refer to nikken.com or mynikken.com

** Silver and above rank — PCV Override reduced by 2% if monthly PPV is met and PGPV is not met.

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** Silver and above rank - PCV Override reduced by 5% if monthly PVP is met and PGPV is not met.

The Third Target

An example of a Plan- Getting to Gold

- You now have 3 Legs to work with.
- Leg One then needs to grow and Get to Silver
 - There is already 3500 PGPV so the balance needed is 2500
 - Help the second Level grow and create the Volume there
 - Target more than the 2500, go for 7500
- Leg Two the same Get to Silver
 - There is already 2100 PGPV so the balance there is 3900 PGPV
 - Help the second Level grow and create the Volume there
 - Target more than the 3900, go for 5500
- Leg Three needs the rest of your required volume which is a minimum of 2000 in this example
- Add in your Autoship and retail sales and you will be over the 15000 Required.
- If you help your third Leg go Silver then you would win the Paragon Award and a \$1000 cash Bonus

An Example of Achieving Gold



The Plan and Picture of Getting to Gold

- You now have 3 Legs to work with.
- Leg One then needs to grow and Get to Silver
 - There is already 3500 PGPV so the balance needed is 2500
 - Help the second Level grow and create the Volume there
 - Target more than the 2500, go for 7500
- Leg Two the same Get to Silver
 - There is already 2100 PGPV so the balance there is 3900 PGPV
 - Help the second Level grow and create the Volume there
 - Target more than the 3900, go for 5500
- Leg Three needs the rest of your volume which is a minimum of 2000
- Add in your Autoship and retail sales and you will be over the 15000 Required.
- If you help your third Leg go Silver then you would win the Paragon Award and a \$1000 cash Bonus



Range of income from \$1,500 to \$4,500 based on the CV and being qualified

CV- Commission Volume is the volume we get paid on. It is listed on the price sheet located in your back office. Number of Business Builders 16 to 50 within 3 levels

A Quick Review then on to the Next Target

- Structure is more important than speed or time to accomplish any Target you are going after.
- The whole idea is to achieve each Target then go on to the next.
- It works best when you have a team that wants to do what you do.
- By now You have finished the Smart Networker Program and have been on many 100 K Club calls so you should know the whole idea behind Vested Interest and the need to Qualify to get paid.
- The key to this is the Depth of any Leg
- The Key to the Next three Targets is the number of active Consultants and the Volume generated.
- You want the volume to grow not just a one time wonder and this is done by the number of Consultants that have a Vested Interest.

How the Business Structure Grows



As you sponsor Consultants each one of them can duplicate what you do and more.

So if you sponsor 3 Consultants on your **first Level** then you could have 9 Consultants on your **second Level**.

Then if those 9 did the same then you could end up with 27 or your **third level**. If those 27 did the same then you would end up with 81 on your **fourth Level**.

You should see then the potential that is available.

You can also easily see what could be on your 5th and 6th levels.

To reach Platinum, Diamond and Royal Diamond you will see how this structure plays out and how you will achieve these Targets and reach your Goal.

The Fourth Target Achieve the Platinum Level

Accumulate in a month \$30,000 OPV, \$10,000 OPV outside the primary leg and \$3,000 outside the primary and secondary legs.

Range of income from \$4,500 to \$13,500 based on CV and being qualified

Number of Business Builders 50 to 150 within 4 levels

Achieve Platinum and earn the Pinnacle Award and a \$2500 Bonus.

There are two more awards and you will want to earn one of them

Team Kaizen and Team Taishi .

See the full details following this presentation.

COMPENSATION PLAN SUMMARY						
RANK ADVANCEMENT REQUIREMENTS						
DIRECT Purchase a Business Success Suite	EXECUTIVE 100 PPM/month 1,000 PPM in up to 3 consecutive months	SILVER 100 PPM/month 1,000 PPM in up to 3 consecutive months In the month you advance 1,000 OPM-OL 100 OPM-OL	GOLD 100 PPM 1,000 PPM 10,000 OPM 1,000 OPM-OL 1,000 OPM-OL in one month	PLATINUM 100 PPM 1,000 PPM 10,000 OPM 10,000 OPM-OL 1,000 OPM-OL in one month	DIAMOND 100 PPM 1,000 PPM 100,000 OPM 10,000 OPM-OL 10,000 OPM-OL in one month	ROYAL DIAMOND 100 PPM 1,000 PPM 100,000 OPM 10,000 OPM-OL 10,000 OPM-OL in one month
MONTHLY QUALIFICATION REQUIREMENTS						
100 PPM	100 PPM	100 PPM 1,000 PPM 1,000 OPM	100 PPM 1,000 PPM 10,000 OPM 1,000 OPM-OL 1,000 OPM-OL	100 PPM 1,000 PPM 10,000 OPM 10,000 OPM-OL 1,000 OPM-OL	100 PPM 1,000 PPM 100,000 OPM 10,000 OPM-OL 10,000 OPM-OL	100 PPM 1,000 PPM 100,000 OPM 10,000 OPM-OL 10,000 OPM-OL
RETAIL SALES PROFIT** / PCV REBATE						
20% 5%	20% 10%	20% 20%	20% 20%	20% 20%	20% 20%	20% 20%
PCV OVERRIDE**						
5%	Up to 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%
LEADERSHIP BONUSES						
CV	Commissioner Volume	6%	6%	6%	6%	6%
PPV	Personal Point Volume	6%	6%	6%	6%	6%
PSPV	Personal Group Point Volume	6%	6%	6%	6%	6%
OPV	Organizational Point Volume	6%	6%	6%	6%	6%
OPV-OL	Organizational Point Volume Outside Primary Leg	6%	6%	6%	6%	6%
OPV-OPSL	Organizational Point Volume Outside Primary & Secondary Legs	6%	6%	6%	6%	6%

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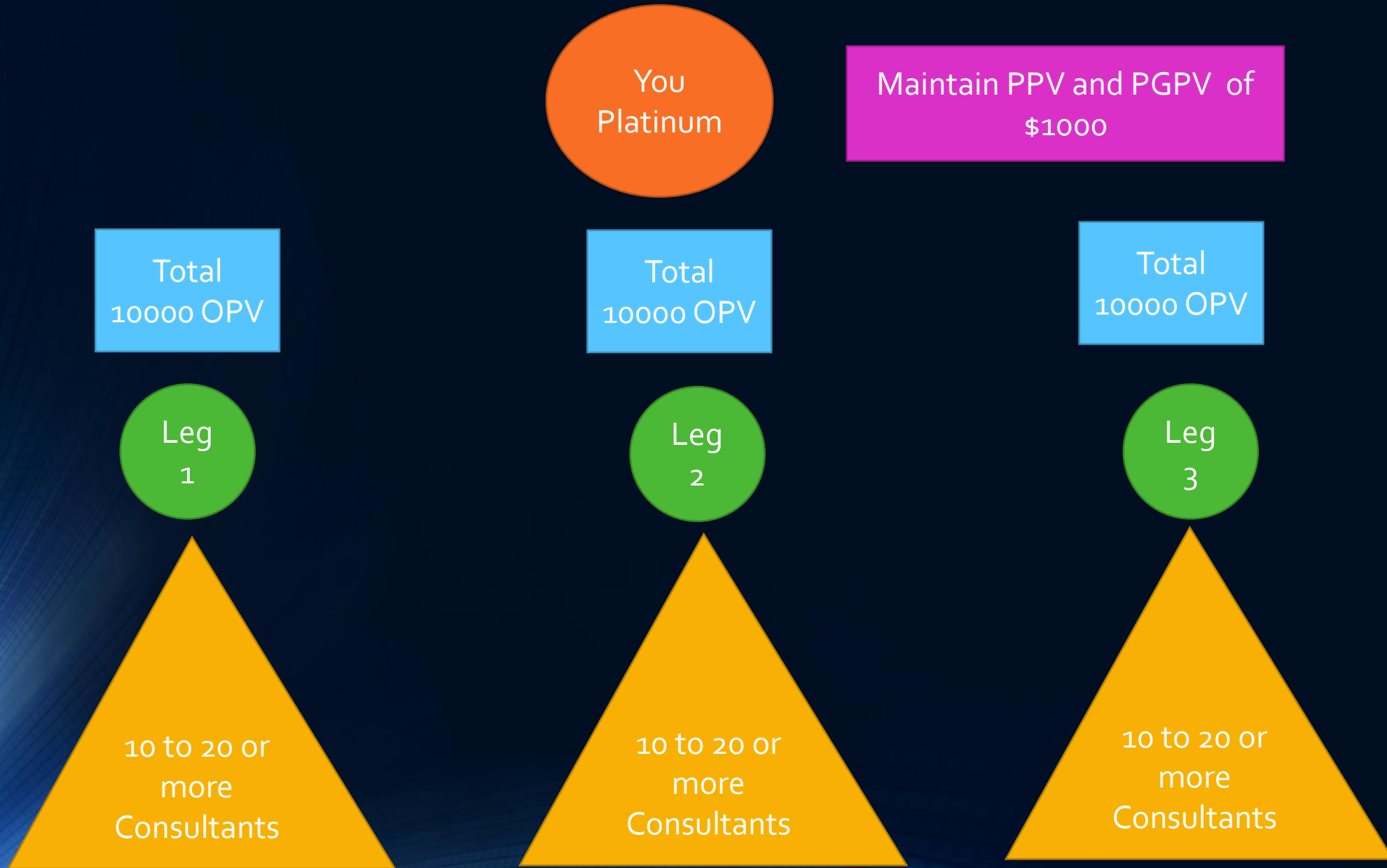
** Silver and above rank - PCV Override reduced by 2% if monthly PPV is met and PSPV is not met.

The Fourth Target

An example of a Plan- Getting to Platinum

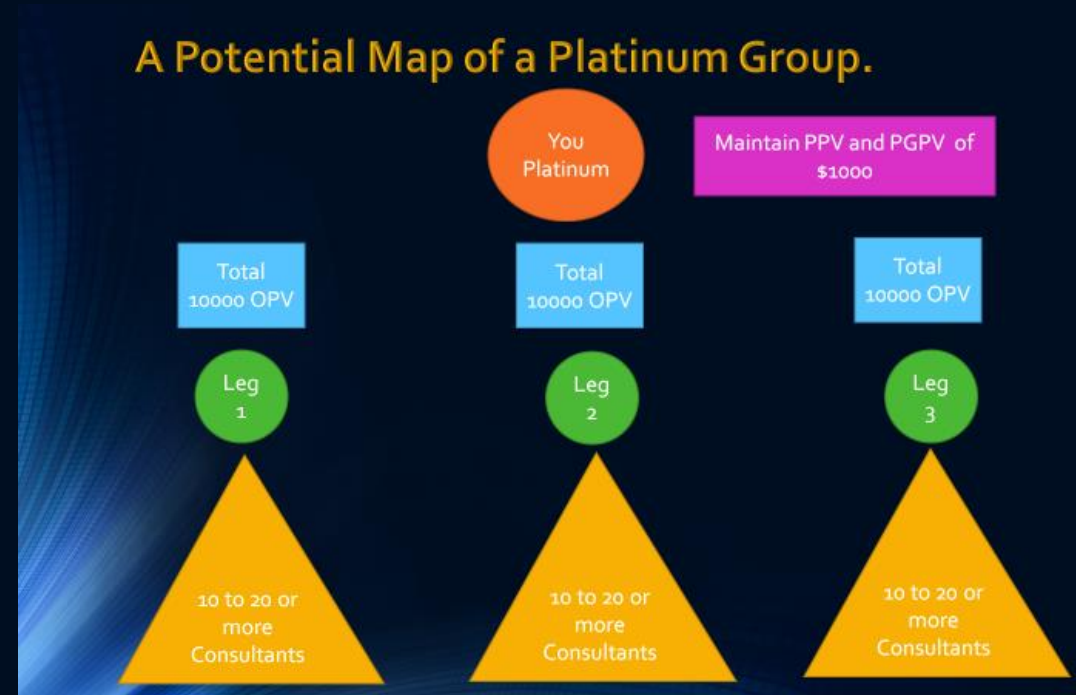
- Platinum requires 30,000 OPV and the easiest way to look at this is with three Legs and 10,000 OPV from each Leg.
- If you have followed the plan so far you are nicely set up to move from Gold to Platinum.
- As an easy measure to help, use an average of \$1000 PGPV, to target production both for Consultants and OPV.
- Therefore each Leg needs a minimum of 10 Active Consultants doing an average of 1000 PGPV
- However you want many more to prepare you for the next Target .
- The Strategy here is to push each Leg Deep (down) as many levels as you can.
- If you can, sponsor a new Leg. This depends upon the activity that is being generated by the Consultants in your organization that you can help or who need your help.

A Potential Map of a Platinum Group.



The Plan and Picture to Achieve Platinum

- Platinum requires 30,000 OPV and the easiest way to look at this is with three Legs and 10,000 OPV from each Leg.
- If you have followed the plan so far you are nicely set up to move from Gold to Platinum.
- As an easy measure to help, use an average of \$1000 PGPV, to target production both for Consultants and OPV.
- Therefore each Leg needs a minimum of 10 Active Consultants doing an average of 1000 PGPV
- However you want many more to prepare you for the next Target .
- The Strategy here is to push each Leg Deep (down) as many levels as you can.
- If you can, sponsor a new Leg. This depends upon the activity that is being generated by the Consultants in your organization that you can help or who need your help.



Range of income from \$4,500 to \$13,500 based on CV and being qualified
Number of Business Builders 50 to 150 within 4 levels

The Fifth Target Achieve the Diamond Level

Accumulate in a month \$100,000 OPV, \$33,000 OPV from outside the primary leg and \$10,000 outside the primary and secondary legs.

Range of income from \$13,500 to \$40,000 based on CV and being qualified

Number of Business Builders 150 to 445 within 5 levels

Achieve Diamond and earn the Pinnacle Award and a \$5000 Bonus.

You will also be in line for one of the two additional Bonuses Team Kaizen or Team Taishi

COMPENSATION PLAN SUMMARY						
RANK ADVANCEMENT REQUIREMENTS						
DIRECT Purchase & Reserves Business Builder	EXECUTIVE 100 PPV/month 1,000 PBPV in up to 2 consecutive months	SILVER 100 PPV/month 1,000 PBPV in up to 2 consecutive months In the month you advance: 1,000 OPV-DPL 100 OPV-DPL	GOLD 100 PPV 1,000 PBPV 10,000 OPV 10,000 OPV-DPL 1,000 OPV-DPL in one month	PLATINUM 100 PPV 1,000 PBPV 10,000 OPV 10,000 OPV-DPL 1,000 OPV-DPL in one month	DIAMOND 100 PPV 1,000 PBPV 100,000 OPV 100,000 OPV-DPL 10,000 OPV-DPL in one month	ROYAL DIAMOND 100 PPV 1,000 PBPV 100,000 OPV 100,000 OPV-DPL 10,000 OPV-DPL in one month
MONTHLY QUALIFICATION REQUIREMENTS						
100 PPV	100 PPV	100 PPV 1,000 PBPV 1,000 OPV	100 PPV 1,000 PBPV 10,000 OPV 10,000 OPV-DPL 1,000 OPV-DPL	100 PPV 1,000 PBPV 10,000 OPV 10,000 OPV-DPL 1,000 OPV-DPL	100 PPV 1,000 PBPV 100,000 OPV 100,000 OPV-DPL 10,000 OPV-DPL	100 PPV 1,000 PBPV 100,000 OPV 100,000 OPV-DPL 10,000 OPV-DPL
RETAIL SALES PROFIT* / PCV REBATE						
20% 5%	20% 10%	20% 20%	20% 20%	20% 20%	20% 20%	20% 20%
PCV OVERRIDE**						
5%	Up to 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%
LEADERSHIP BONUSES						
CV	Commission Volume	6%	6%	6%	6%	6%
PPV	Personal Point Volume	6%	6%	6%	6%	6%
PBPV	Personal-Build Point Volume	2 LEVELS	6%	6%	6%	6%
OPV	Organizational Point Volume	3 LEVELS	6%	6%	6%	6%
OPV-DPL	Organizational Point Volume Outside Primary Leg	4 LEVELS	6%	6%	6%	6%
OPV-OP&SL	Organizational Point Volume Outside Primary & Secondary Legs	5 LEVELS	6%	6%	6%	6%

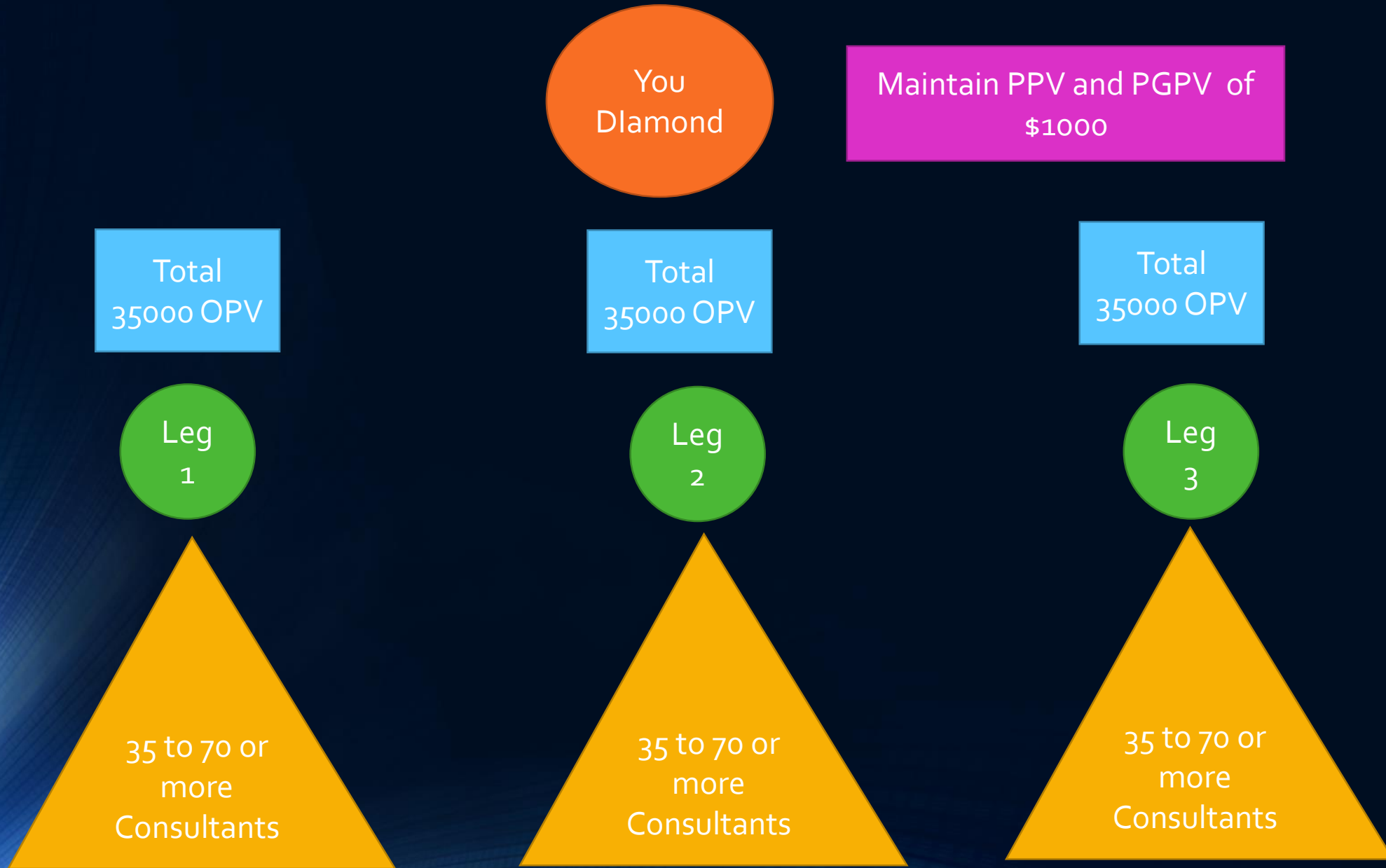
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 ** Silver and above rank - PCV Override reduced by 2% if monthly PPV is met and PBPV is met.

The Fifth Target

An example of a Plan- Getting to Diamond

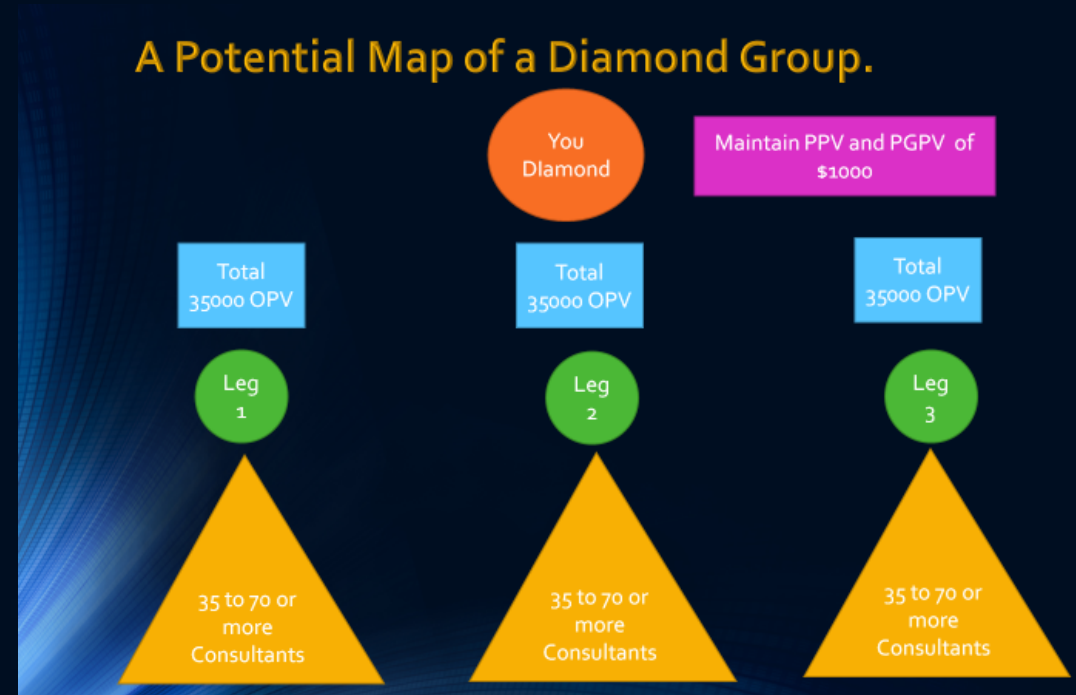
- Diamond requires 100,000 OPV and the easiest way to look at this is with three Legs and 35,000 OPV from each Leg.
- If you have followed the plan so far you are nicely set up to move from Platinum to Diamond.
- As an easy measure to help, use an average of \$1000 PGPV to target production both for Consultants and OPV.
- Therefore each Leg needs a minimum of 35 Active Consultants doing an average of 1000 PGPV
- However you want many more to prepare you for the next Target .

A Potential Map of a Diamond Group.



The Plan and Picture to Achieve Diamond

- Diamond requires 100,000 OPV and the easiest way to look at this is with three Legs and 35,000 OPV from each Leg.
- If you have followed the plan so far you are nicely set up to move from Platinum to Diamond.
- As an easy measure to help, use an average of \$1000 PGPV to target production both for Consultants and OPV.
- Therefore each Leg needs a minimum of 35 Active Consultants doing an average of 1000 PGPV
- However you want many more to prepare you for the next Target .



Range of income from \$13,500 to \$40,000 based on CV and being qualified
Number of Business Builders 150 to 445 within 5 levels

A Review to this point

- You should be able to see how you reach your Goal and what you need to do, in terms of activities and structure, where to work and focus.
- It should also be very clear as to the best structure you need to work on to both reach your Goal and create a long term residual income.
- It is important to also know that you must always pay attention to what your organization is doing and always promote growth by getting others in your organization to move up in Rank set Goals and Targets.
- The deeper your organization gets, the more secure your residual income becomes.
- There are many configurations that could be used to build your team , this has simply been an example to show you the potential and strategy.
- Your efforts, intentions and productivity will dictate your results. Have some fun and play the game, the rewards can be spectacular.

The Sixth Target Achieve the Royal Diamond Level

Accumulate in a month \$300,000 OPV, \$100,000 OPV from outside the primary Leg and \$30,000 outside the primary and secondary legs.

Range of income from \$40,000 on up based on CV and being qualified

Number of Business Builders 200 to 445 on up within 6 levels

This level takes time but is created following the same strategy and plans as the previous levels

COMPENSATION PLAN SUMMARY						
RANK ADVANCEMENT REQUIREMENTS						
DIRECT Purchase 4 Business Builders	EXECUTIVE 100 PPM/month 1,000 PPM in up to 2 consecutive months	SILVER 100 PPM/month 1,000 PPM in up to 2 consecutive months 1,000 OPV-DPL 100,000 OPV-DPL in one month	GOLD 100 PPM 1,000 PPM 10,000 OPV 1,000 OPV-DPL 1,000 OPV-DPL in one month	PLATINUM 100 PPM 1,000 PPM 10,000 OPV 10,000 OPV-DPL 1,000 OPV-DPL in one month	DIAMOND 100 PPM 1,000 PPM 100,000 OPV 10,000 OPV-DPL 10,000 OPV-DPL in one month	ROYAL DIAMOND 100 PPM 1,000 PPM 100,000 OPV 10,000 OPV-DPL 10,000 OPV-DPL in one month
MONTHLY QUALIFICATION REQUIREMENTS						
100 PPM	100 PPM	100 PPM 1,000 PPM 1,000 OPV	100 PPM 1,000 PPM 10,000 OPV 1,000 OPV-DPL 1,000 OPV-DPL	100 PPM 1,000 PPM 10,000 OPV 10,000 OPV-DPL 1,000 OPV-DPL	100 PPM 1,000 PPM 100,000 OPV 10,000 OPV-DPL 10,000 OPV-DPL	100 PPM 1,000 PPM 100,000 OPV 10,000 OPV-DPL 10,000 OPV-DPL
RETAIL SALES PROFIT* / PCV REBATE						
20% 5%	20% 10%	20% 20%	20% 20%	20% 20%	20% 20%	20% 20%
PCV OVERRIDE**						
5%	Up to 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%	Up to 20% 10%
LEADERSHIP BONUSES						
CV Commission Volume	6%	6%	6%	6%	6%	6%
PPV Personal Point Volume	6%	6%	6%	6%	6%	6%
PPV Personal-Group Point Volume	2 LEVELS	6%	6%	6%	6%	6%
OPV Organizational Point Volume	5 LEVELS	6%	6%	6%	6%	6%
OPV-DPL Organizational Point Volume Outside Primary Leg	4 LEVELS	6%	6%	6%	6%	6%
OPV-OP&SL Organizational Point Volume Outside Primary & Secondary Legs	3 LEVELS	6%	6%	6%	6%	6%
					2 LEVELS	6%

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** Silver and above rank - PCV Override reduced by 2% if monthly PPM is met and PPM is not met.

The Fifth Target

An example of a Plan- Getting to Royal Diamond

- Getting to Royal diamond is definitely a Team effort. You can not do this by yourself.
- You need strong Leaders in your group who also want the Diamond or Royal Diamond Level.
- But you also want many other Ranks of all kinds from Executive to Platinum.
- You want Consultants on your 6th levels and beyond in each Leg you have created.
- You will get to Royal by helping others get to their respective ranks
- I would look at minimum of two years to reach this level initially and then it will grow over time based on your direction to make it grow.
- Focus on moving up from where you are now and go after each Target with the idea of moving on up to the next one.
- When you are at Diamond you will know what to do to reach Royal.

Conclusion

- Success in this business can be defined in many ways but for most it means reaching the Goals you have set up for yourself.
- Nikken has created a wonderful way to reach these Goals and all you need to do is learn what to do in order to play.
- You will want to review this many times for yourself and you will want all of those in your team to learn this as well.
- This is the basic idea of what can be done, how you do it will be up to you, your intention , drive and desire.
- If you need anything else related to this please contact me either by phone at 617-388-9109 or by email at rolfeman@earthlink.net
- Most of all have fun and really enjoy the ride, the results can be spectacular.

The 2019 Incentives to help you reach your Goal

The 2019 incentive program is designed to guide business builders into a process that will establish a solid business structure combined with the possibility to successfully scale the results. These incentives will support the creation of new Nikken Consultants and teams with solid business habits and behaviors. You will find that matching your daily efforts towards completing the company's incentive programs will increase the possibility of create lasting business results.

These incentives are designed with a pattern of cumulative progress in mind. New Consultant's efforts in achieving the first incentives will help create the motivation to continue with quarterly and yearly activity and reward the top achievers to go even further. Every incentive program has its own reward for the specific combination of results in the areas of PPV, PGPV, Recruiting, Structure,





For
New Direct
Consultants



Purpose:

This incentive is aimed at rewarding NEW Direct Consultants who rank advance to Executive or above within the first 30 days of sign up.



Period of qualification:

30 days from the first day of sign up



Reward:

- Earn 150 Nikken Reward Points (NRP)
- In effect, the new Consultant joins NIKKEN for free!



Purpose:

This incentive is aimed at rewarding Consultants who create significant volume in a one month period and expand their personal group. It also rewards Consultants who rank advance to Silver in one month.



Period of qualification:

30 days (a month during a commissionable NIKKEN period)

Requirements:

Achieve at least 6,000 PGPV within 30 days as follows:

1. Do at least 100 PPV in the month.
2. Sign up 6 new downline consultants
 - 3 frontline who each achieve at least 500 PPV
 - 3 second level who each achieves at least 500 PPV
3. Achieve at least 6,000 PGPV from you and the 6 new Consultants.



Reward:

Recognition in NIKKEN social media and communication.
1,000 NIKKEN Reward Points



For
All Ranks



100 PPV



500 PPV



500 PPV



500 PPV



500 PPV



500 PPV



500 PPV

6,000
PGPV



Earn 1,000 NRP





Purpose:

The main purpose of the Paragon award is to help Consultants at the Silver and lower ranks advance to Gold. However, Consultants at any pin level rank can achieve the Paragon award by satisfying the qualifications.

This prestigious incentive is presented to a NIKKEN Wellness Consultant at any rank who demonstrates the ability to create volume and develop business partners.



Period of Qualification:

Requirements must be completed in three consecutive months.

Requirements:

Within three consecutive months:

- Develop at least three (3) new frontline Silver or above Consultants.
- Achieve a minimum of 18,000 PGPV



Award:

- Recognition in NIKKEN social media and communication.
- \$1,000.00 Cash bonus



For
All Ranks



For new
Platinum,
Diamond and
Royal Diamond
Ranks



Purpose:

This incentive is aimed at rewarding NEW Platinum, Diamond, and Royal Diamond Consultants for significantly growing their Network Marketing business.



Period of qualification:

From January to December 2019

Requirements:

Advance to the Rank of Platinum in 2019

Award:

- \$2,500 Cash Bonus



Requirement:

Advance to the Rank of Diamond or Royal Diamond in 2019

Award:

- \$5,000 Cash Bonus



Purpose:

This incentive is aimed at rewarding Consultants who demonstrate outstanding leadership in growing their NIKKEN business. It seeks to promote recruiting and retention within the personal group while leading others to participate in the various incentive programs.



Period of qualification:

From January to December 2019

Requirements:

Accumulate the following during the year from January to December:

1. 5,000 PPV
2. 50,000 PGPV
3. Sign up 6 new downline Consultants:
 - 3 in the frontline who achieve a minimum of 1,500 PGPV each during the qualification period.
 - 3 others within the personal group who each achieve a minimum of 500 PGPV during the qualification period.
4. 3 new registered customers, who each achieve a minimum of 100 PV during qualification period.

Award:

- Recognition as a member of **TEAM KAIZEN** at all NIKKEN events, 50% discount on HBM ST and other big events organized by the company.



- NEW YORK TRIP 2020:
 - * 4 days and 3 nights at the hotel event venue
 - * Airfare for 2 people (Applicant & Co-applicant or significant other) from closest home airport to New York City
 - * Airfare coach class



For Silver,
Gold, Platinum
Diamond and Ro
Diamond Rank

**Purpose:**

This incentive is aimed at rewarding Consultants who demonstrate outstanding leadership in growing their Nikken business. It seeks to promote recruiting and retention within the personal group while leading others to participate in the various incentive programs.

**Period of qualification:**

From January to December 2019

Requirements:

This incentive is open to all Platinums and above.

Accumulate the following during the year from January to December:

1. 5,000 PPV
2. 80,000 PGPV
3. Sign up 6 new downline Consultants:
 - 3 in the frontline who each achieve a minimum of 1,500 PGPV during the qualification period.
 - 3 others within the personal group who each achieve a minimum of 500 PGPV during the qualification period.
4. 3 new front line registered customers, with a minimum of 100 PV during qualification period.

**Award:**

- Recognition as a member of **TEAM TAISHI** at all NIKKEN events, and a special NIKKEN product award.
- Be invited as a special guest speaker at NIKKEN events.
- Free entrance to HBM ST and others big events organized by the company.

NEW YORK TRIP 2020:

- * 7 days and 6 nights at the hotel event venue
- * Airfare for 2 people (Applicant & Co-applicant or significant other) from closest home airport to New York City
- * Airfare coach class

**Consultants are entitled to receive only the highest incentive regarding Team Kaizen and Taishi.



For Platinum,
Diamond and
Royal Diamond
Ranks



Purpose:

This incentive is aimed at rewarding Consultants who create significant group volume in any quarter of the year.



For
All Ranks



Period of qualification:

3 consecutive months within any quarter below,

- 1st. quarter: January, February, March
- 2nd. quarter: April, May, June
- 3rd. quarter: July, August, September
- 4th. quarter: October, November, December



Requirements:

Accumulate the following during any quarter:

1. 1,200 PPV
 - Must achieve a minimum of 100 PPV each month during the qualification period.
2. 12,000 PGPV
 - Must achieve a minimum of 2,000 PGPV each month during the qualification period.



Award:

- Earn 500 NRPs
- Recognition during the CLUB KIAI activities at all major events



1,200
PPV



12,000
PGPV



3 consecutive months

1
month

100
PPV
2,000
PGPV

2
month

100
PPV
2,000
PGPV

3
month

100
PPV
2,000
PGPV

