

Lets Get Organized



OCTOBER
2021

Introduction

The Nikken Business Opportunity is like any other business endeavor in that it works when an individual applies the activities that are known and have been proven to work.

If you don't know what makes it work or what you must do to make it work then that needs to be learned and must be apart of this.

Your success depends on how well you learn and apply the successful activities based on who you are and your circumstances and what you need to do to apply them.



Respective Roles

It is important to understand who does WHAT in your relationship with Nikken

What Nikken Does

- Creates the Game, the Comp Plan
- Provides Products to be sold
- Provides a Web platform and shopping cart
- Delivers the products sold
- Does all the accounting collects sales income
- Pays out all commissions & incentives
- Provides product support for customers
- Keeps all data bases

What You DO

- Promote and market the product
- Find customers
- Find and sign up distributors
- Sell and consume products
- Promote and advertise the Nikken Brand
- Promote and advertise Nikken products
- Bring home the “bacon”

Get Yourself Organized Play to Win

Goal- What you want

Why –Reason minor goals

Rules- how you will participate

Overall Plan/ Strategy

The Road Map- Step by Step

Education- learning, training

Orders- getting activities going

Picture View what it looks like

Statistics/Measurements of
activity

Primary end result of your
activities- what are you creating



How to do this Activity

How to get organized and what is important to know and do.

As you go over each step keep in mind that whatever you put down, must align with all the other steps.

If you have a goal to climb the mountain then all other 9 points must help you to accomplish that goal.

All steps that will be listed identify everything that is required to create success.

The basic idea is to go over these points until they all align

Today we are going to do this together.



First is Your Goal

What is it you want?

What are you wanting to accomplish?

Where are you trying to go?


Short Term

Long Term

Convert to a number, economic

Nikken's Plan is in Numbers

Dollars represents creativity and helps measure your results



“The end toward
which effort
is directed”



WHY

“Resolution, determination, intention”

Usually associated with what you want and this is why you are doing this; to get what you want

The reason for the Goal clearly stated

What causes “drive”

Must be important

Must be real

Must be willing to go after it

-

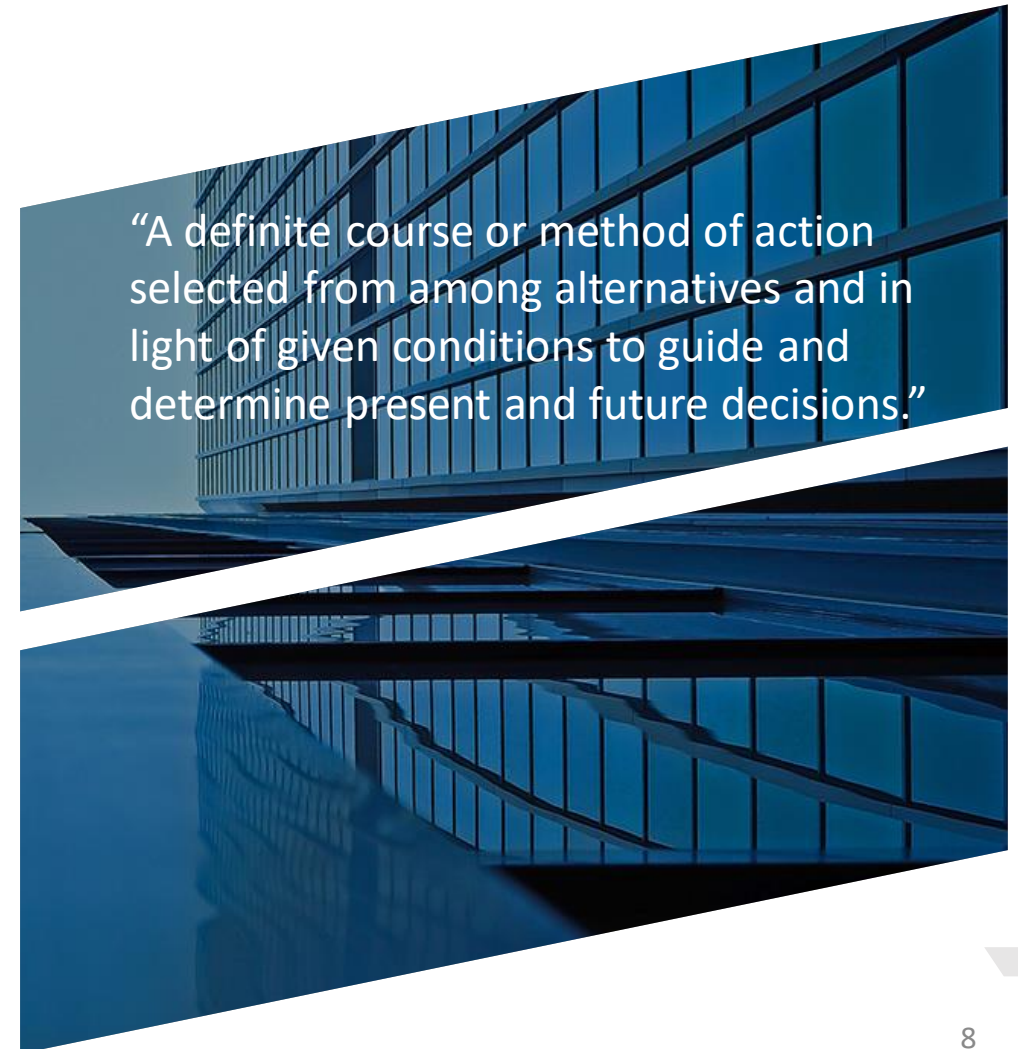
Rules

What is it you will abide by?

What rules will you follow?

Make sure you know the Nikken Policies that you must operate by.

What you will do and what you will not do.



“A definite course or method of action selected from among alternatives and in light of given conditions to guide and determine present and future decisions.”



Basic Plan

The general description of what your plans are and what you intend to do in order that you reach the Goal you have chosen.

In this case being a Nikken Distributor and building a distribution business.

Here you might add in when you will do this

You might also add in what direction you plan on taking, like Business Builders or Retail or both.

“A method of achieving an end”



The Road Map

Your Road Map is the Nikken Compensation Plan which clearly lays out what you need to do in terms of Steps, that relate to what Nikken will pay you; either in income or incentives.

Understanding this Road Map will allow you to know what needs to be done to reach your Goal.

It puts in reality and clarity of both activities and structure.

Education

The 10 Things you need to know

Vested Interest

Smart Networker

daverolfe.com

Joining support groups

Social Media knowledge

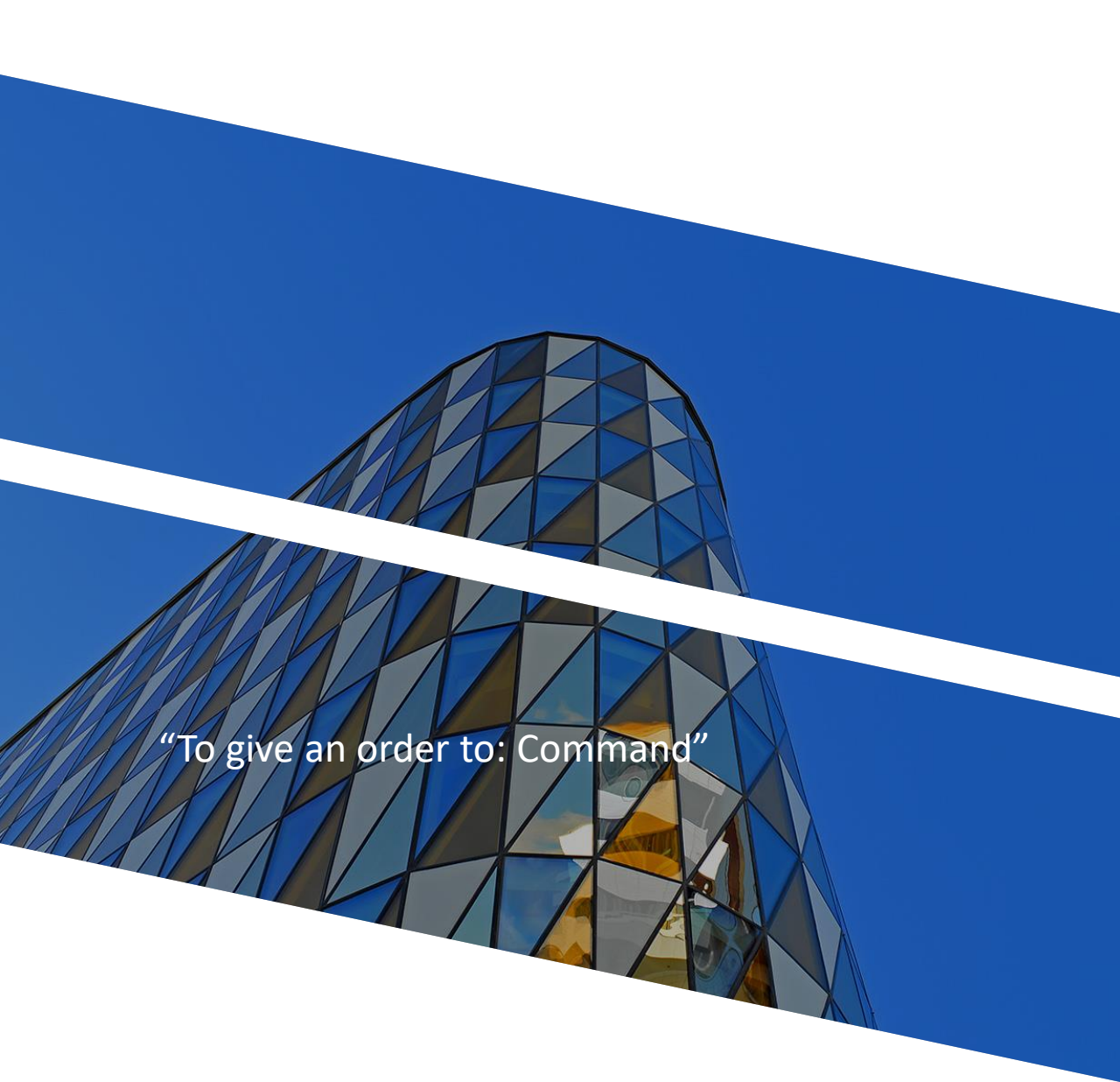
Other Sales Training

Communication Skills

How to Tell your story

Reading





“To give an order to: Command”

Act Like the Boss

When you work for someone and have a boss you get orders on what you are to do.

In this business you are the Boss and thus must give orders and especially to yourself.

Orders create activities

Activities create results

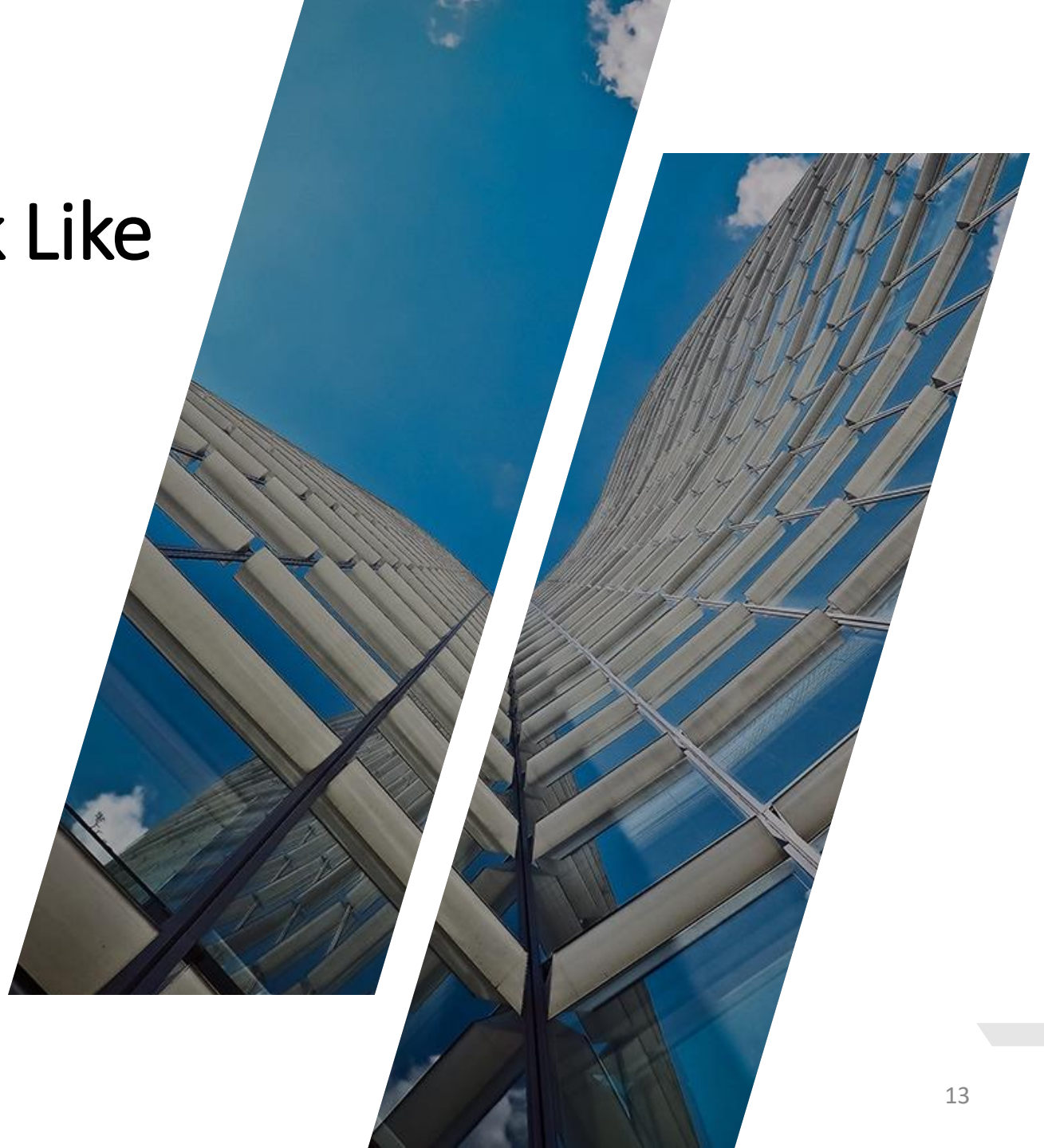
What Does Your Goal Look Like

An architect creates a picture of the home you want to build

You can visualize what it is you are creating

The idea behind knowing what you want looks like, is to understand the difference from where you are at currently, to where you want to get to.

You have a goal set so create a visual picture of it and put it on your wall.



The Big Picture



35,000-29 C



20,000-17C



15,000-13C



70,000 59C

You would want 9 on the second level which will eventually create a number of Golds and Platins



This will then grow and you will develop 21 third level consultants most of which will be Silvers



This will then grow and you will develop 26 4th Level consultants and get you set up for Diamond.



Obviously there will be plenty on the 5th and 6th Levels, due to the activity of the fourth level consultants and your push in a downward direction.

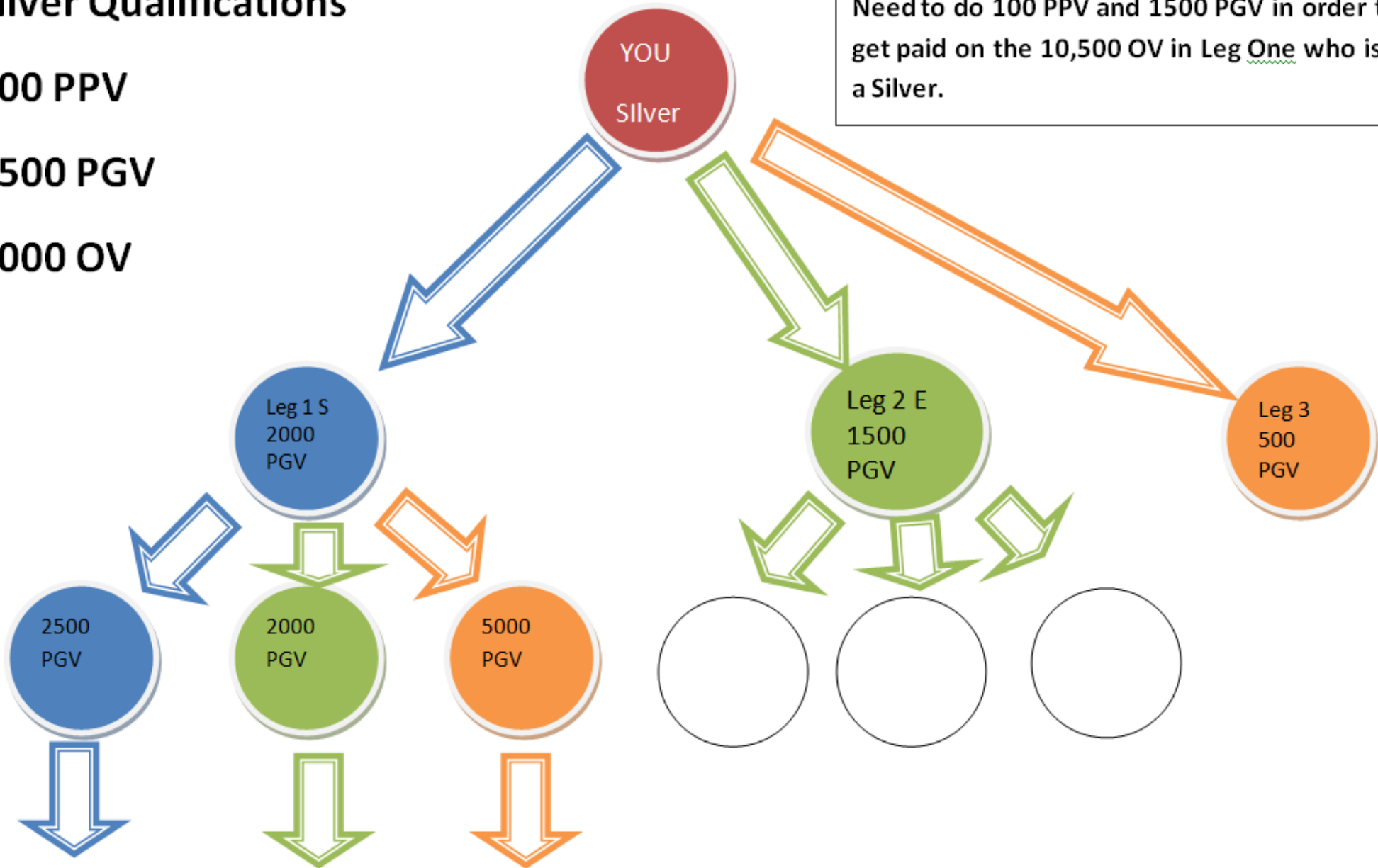
Silver Qualifications

100 PPV

1500 PGV

4000 OV

Need to do 100 PPV and 1500 PGV in order to get paid on the 10,500 OV in Leg One who is a Silver.



Gold Qualifications

100 PPV

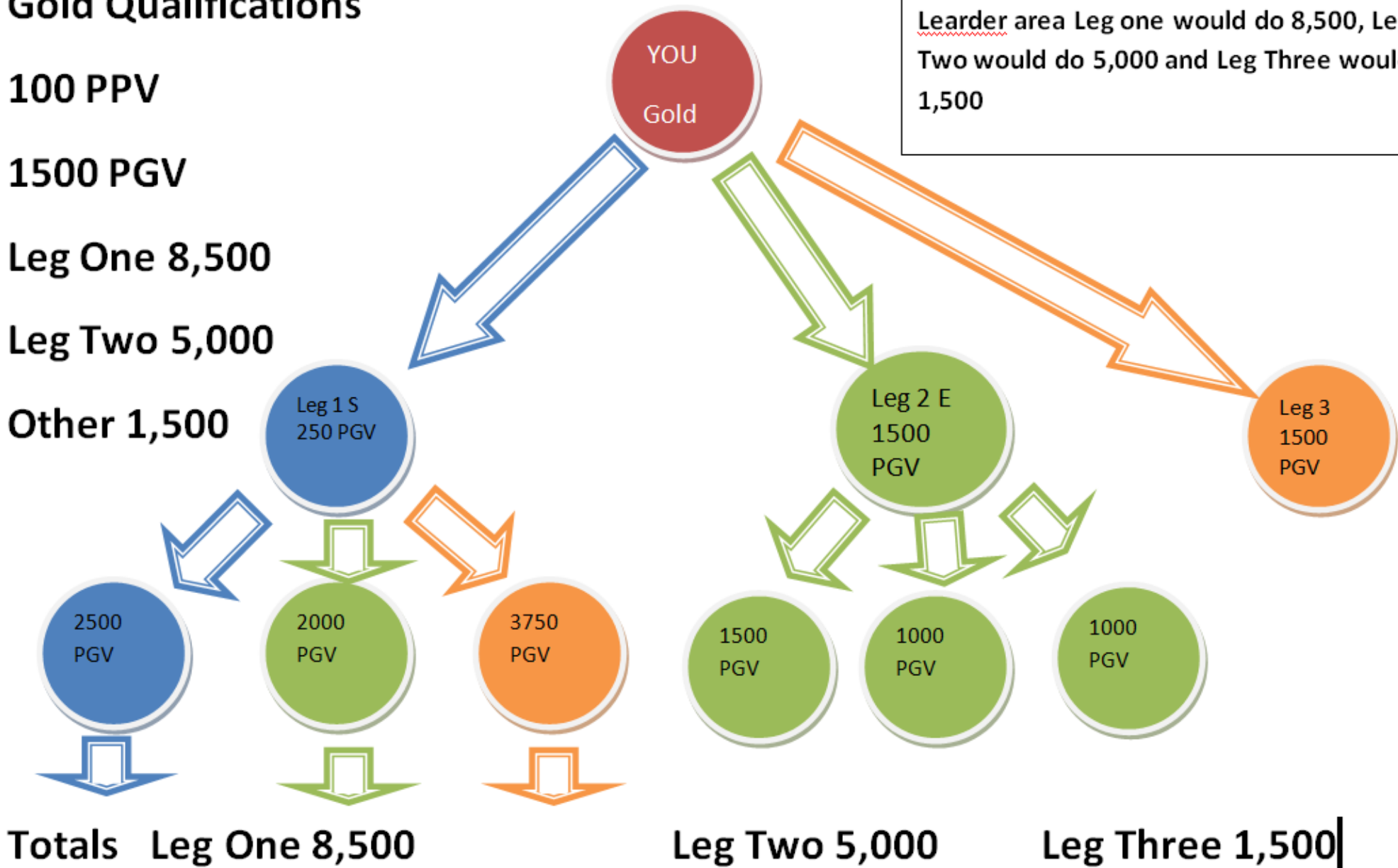
1500 PGV

Leg One 8,500

Leg Two 5,000

Other 1,500

Need to do 100 PPV and 1500 PGV In the Learder area Leg one would do 8,500, Leg Two would do 5,000 and Leg Three would do 1,500



Totals Leg One 8,500

Leg Two 5,000

Leg Three 1,500

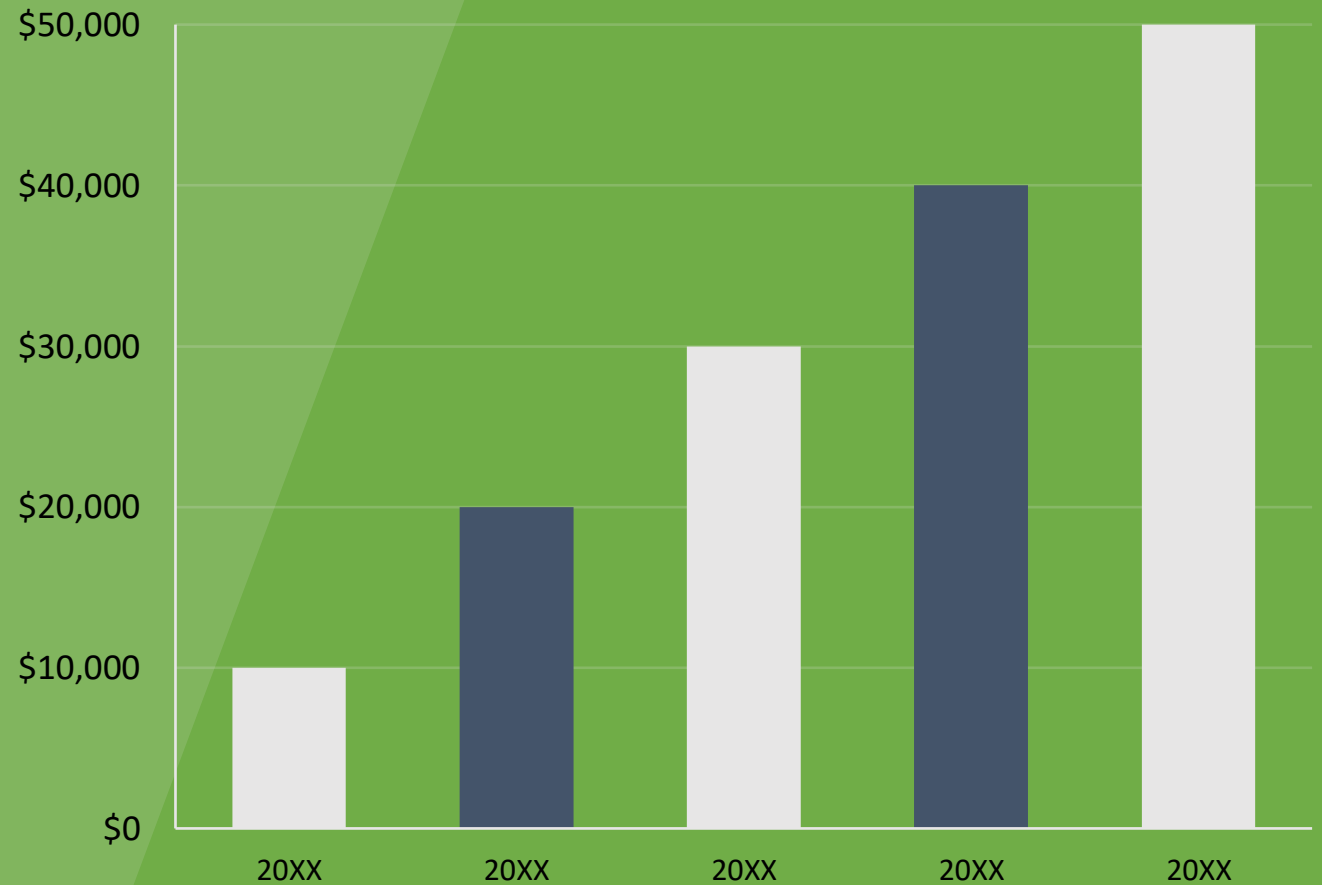
Statistics- Measurements of Activity

All activities should and can be measured.

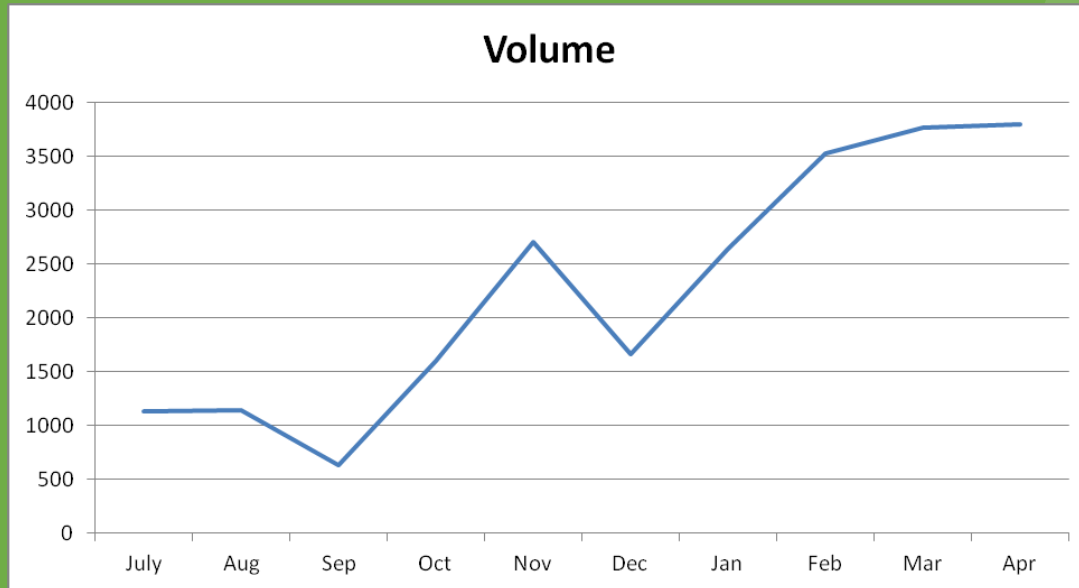
These then can be seen in charts

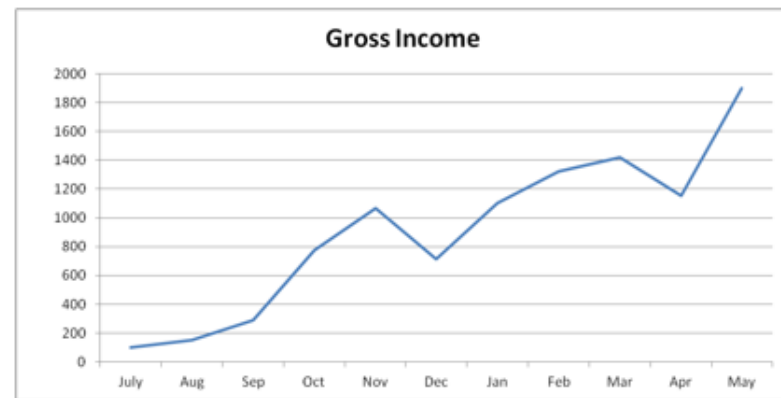
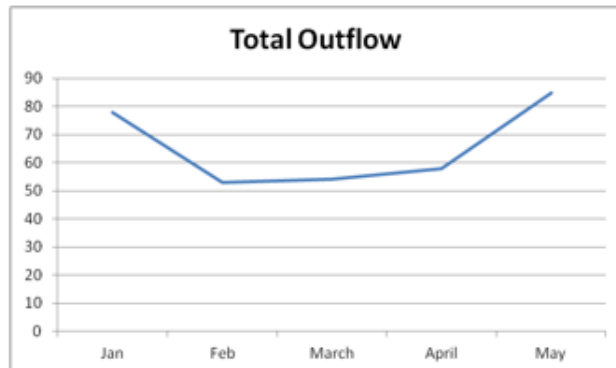
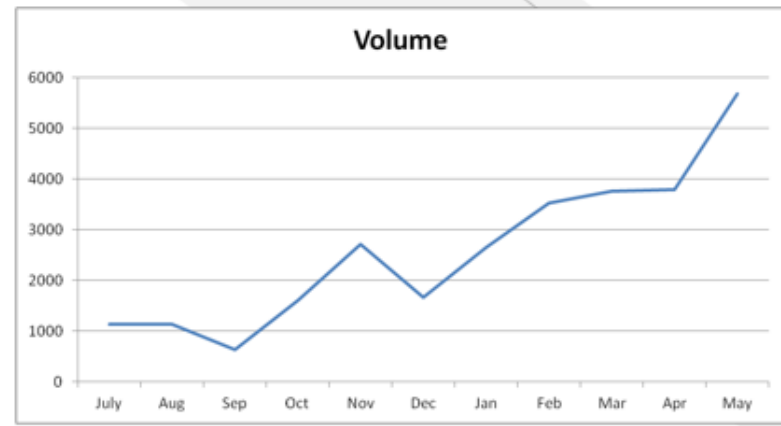
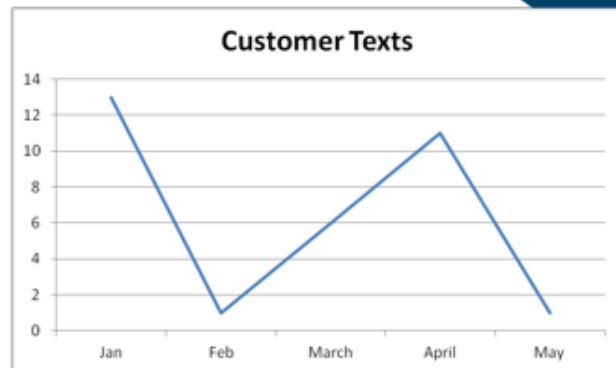
Information can be compared

Direction can be given



Comparing Activities to Results





What are you creating with all of your efforts that's of value ?

- The end result of all your efforts actually produces a “valuable product” that can be exchanged for other products.
- Tesla produces electric cars and exchanges them for cash.
- If the product wasn't good then no one would buy. All of Tesla's efforts and strategies go into supporting the idea of delivering the best product they can so that people will buy.
- This idea is that you do the same



What are Your Efforts Creating

If you are building the business;

A Direct

An Executive

A Silver

A Gold

A Platinum

A Diamond

A Royal Diamond

A Successful Independent Nikken
Distributor



Summary

The success in this business is created and built when you understand;

1. What needs to be done
2. You learn how to apply
3. You go out and apply
4. You monitor how you are doing
5. You eliminate what doesn't work
6. You strengthen what does work
7. You persist until you reach your goal

All of this is accomplished by being organized.





Our next lesson is Follow Up

THANK YOU!

Dave Rolfe
daverolfe.com

Phone
617-388-9109

Email
rolfeman@earthlink.net