

Accountability

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My Observations from my 29 Years.

You can find all of this information on my website www.daverolfe.com most specifically the “100K Club” which is an accountability and support group, to help create a greater understanding of this business.

Accountability

By definition, accountability means an obligation or willingness to accept responsibility.

Responsibility

By definition, responsibility means
Reliability, Trustworthiness and
Commitment.

When I started in 1990 I had one objective.

Earn \$8,000 per month so I could provide for my family and pay the bills.

I needed to take responsibility for this as my family was depending on me.



How Does the Business Work?



What do You Need to Do?



How Do You Make it Work?

Knowledge

In order to be able to do any activity and expect positive results, one needs to understand HOW IT WORKS.

Without the correct knowledge you can't think about what to plan or do properly.

Application

In order to apply what one has learned one needs to learn HOW TO APPLY.

Success is determined by how well you apply what you learn and in this business it's all about ACTIVITIES and how you do them.

Activity

Once one has learned How it Works and How to Apply, then one needs to get active and do the Activities that are known to create Results.

The only reason for failure is simply not doing enough of the Activities, that are known to create results, for your circumstance.

Accountable

After taking a whole bunch of time off and getting active again my research confirmed that this was one of the biggest problems; a lack of Accountability.

With little if any Accountability
there's a tendency
to drop taking Responsibility

Results come about when you
take responsibility to create
them and you do this by being
Accountable to someone
besides just yourself.



HOW DOES
OUR BUSINESS
WORK?

According to Webster's;
Work means: to function
or operate according to a
plan or design.

Responsibility as a Wellness Consultant

Represent the company and provide the correct information on all aspects of what is being made available and do the necessary activities, in order to get the correct results.

What is the Correct Information that
Needs to be Presented in Order for
The Business to Work ?
And How do you do the Activities of
the Business?



HOW DOES
OUR BUSINESS
WORK?

When an individual sees, by being involved with the business, and doing the activities, he/she could potentially get what they want.

What do they need to See, Understand and Agree with, in order to come to this Conclusion?

Results

Potential Results

Systems

Support

Mentorship

Friendship

Track Record

What they Understand



HOW DOES
OUR BUSINESS
WORK?

When the right information is presented so that the individual who receives the information sees, understands and agrees with it; then he/she can make a decision to proceed because of what they now understand.

As an example when I was contacted
I looked at:

Results ★
Potential Results ★
My Ability
My Apprehensions
Support ★
My Warm Market List
What I understood ★
Track Record ★

How the Business Worked

Decided to Be The Networker

I needed to make a decision to be a professional Networker and Nikken Consultant.

This was based on information.

How the Business Worked

Learn the Business

I had to learn what this was all about, How it Worked, What were the Activities and How do I do them.

I participated in as many things as I could, meetings, corporate visits, events, trainings and lots of communication with Up-line.

**How the
Business
Worked**

**Do the
Activities**

I went to work.



Goal



Purpose



Plan

How the Business Worked

I Made Myself Accountable

At first this was primarily with my family and then the company and then my organization, my group.

Integrity

By definition, integrity means a firm adherence to a code of especially moral or ethical values.



HOW DOES
OUR BUSINESS
WORK?

When I started this back in 1990 there was no idea of what was going to happen. Our growth came about by individuals actually building from the ground up, creating results, which in turn inspired others to do the same.

How the Business Worked

Perspective

When we created the RIGHT PERSPECTIVE for someone we were presenting the opportunity to, and they saw what we saw, and what we were doing they joined us.



HOW DOES
OUR BUSINESS
WORK?

In My Day

Silver 20,000 Points

Consultant \$1,700-\$2,000

Sponsor \$1,700-\$2,000

LB/Upline \$1,200

Number of people 20 -30



HOW DOES
OUR BUSINESS
WORK?

Today

Silver 3,600 Points

Consultant \$1,400

Sponsor \$300

LB/Upline \$216

Number of people 3- 6



HOW DOES
OUR BUSINESS
WORK?

Today Using Same \$
Silver 20,000 Points
Consultant \$4,200
Sponsor \$1,800
LB/Upline \$1,200
Number of people 20-30

How the Business Worked

Agreement

When someone we are presenting to, AGREED with the potential of the opportunity like we do, and sees that if they joined it could help them get what they want, they joined us.



HOW DOES
OUR BUSINESS
WORK?

You need to sell the **BIG PICTURE** as this helps create agreement on the right **PERSPECTIVE** and creates an understanding of what it takes to make this opportunity work.

How the Business Worked

Group

When potential participants SAW they would not be alone and there was a group, that others were involved and that the benefits of the activities are achievable, they joined us.



HOW DOES
OUR BUSINESS
WORK?

This is critical to create the right future. Groups expand when they are on the same page and with the same Purpose telling the same message.

How the Business Worked

Group Participation

When we worked together as a group and the members of the group participated, contributed and helped, the group expanded and so did the individual.

Individuation

By definition, Individuation means the process by which individuals in society become differentiated from one another.

Differentiated

By definition, differentiated means to become distinct or different in character, to give expression to a difference.



HOW DOES
OUR BUSINESS
WORK?

One Team
One Dream
One Group
One Plan
One Message

How the Business Worked

Activities

When we focused on doing the right activities that are known to create results, in a sufficient quantity for the situation or circumstance desired, we always got results.

6 IMPORTANT POINTS

① Knowledge

② Agreement

③ Perspective

④ Group

⑤ Application

⑥ Activities

What I came to Understand
was the Importance of:

Accountability,
Responsibility,
Knowledge,
Groups
Application and
Activity.

The 100 K Club

Accountability, Mentorship and Education

I created the Smart Networker Program which provides exactly what I found was needed to help those that are interested in really learning as much as they can about our business.

Accountability

As you are your own Boss, you are really only accountable to yourself and this can lead to poor or no results

Agreement

When you join you are making an agreement to play and participate, take responsibility and so are the others involved.

Perspective

You'll gain the right perspective based on years of experience and success, with no fluff.

Group

It's the group dynamic that makes this work the best.

Daverolfe.com

Making Network Marketing Work For You



www.daverolfe.com



- **Vested Interest**
The book that started it all
- **Smart Networker**
Twenty-five Lessons on what you need to understand to make this business work.
- **100 K Club**
Your accountability platform for yourself and your organization.
- **Business Evaluation**
Learn to monitor your activities so that you can improve your results.

The 100 K Club

Accountability, Mentorship and Education



I am delighted to recommend the 100K Club without any reservations to consultants. The teaching, coaching and mentoring that Dave Rolfe provides is truly excellent. He somehow combines all 3 of these skill sets seamlessly and allows me to view my daily activities through the lenses of a professional networker. I obviously had not understood this. Differentiating network marketing as a profession from whatever idea I held about "building a business" is important. His platform of the group meetings is so very beneficial as group members' reflections and his own are interwoven with each person contributing consistently. He teaches structure, promotes self discipline and offers accountability. I'm loving it and growing!! The videos, his book and the diverse Nikken info on his website make the 100k Club like a one stop "building your networking business" shop.