



The New Plan

A Detailed Build-Out



The New Incentive Plan 18 K Club & Mentor Program

**Building a Successful
Business**



2023 INCENTIVE PROGRAM

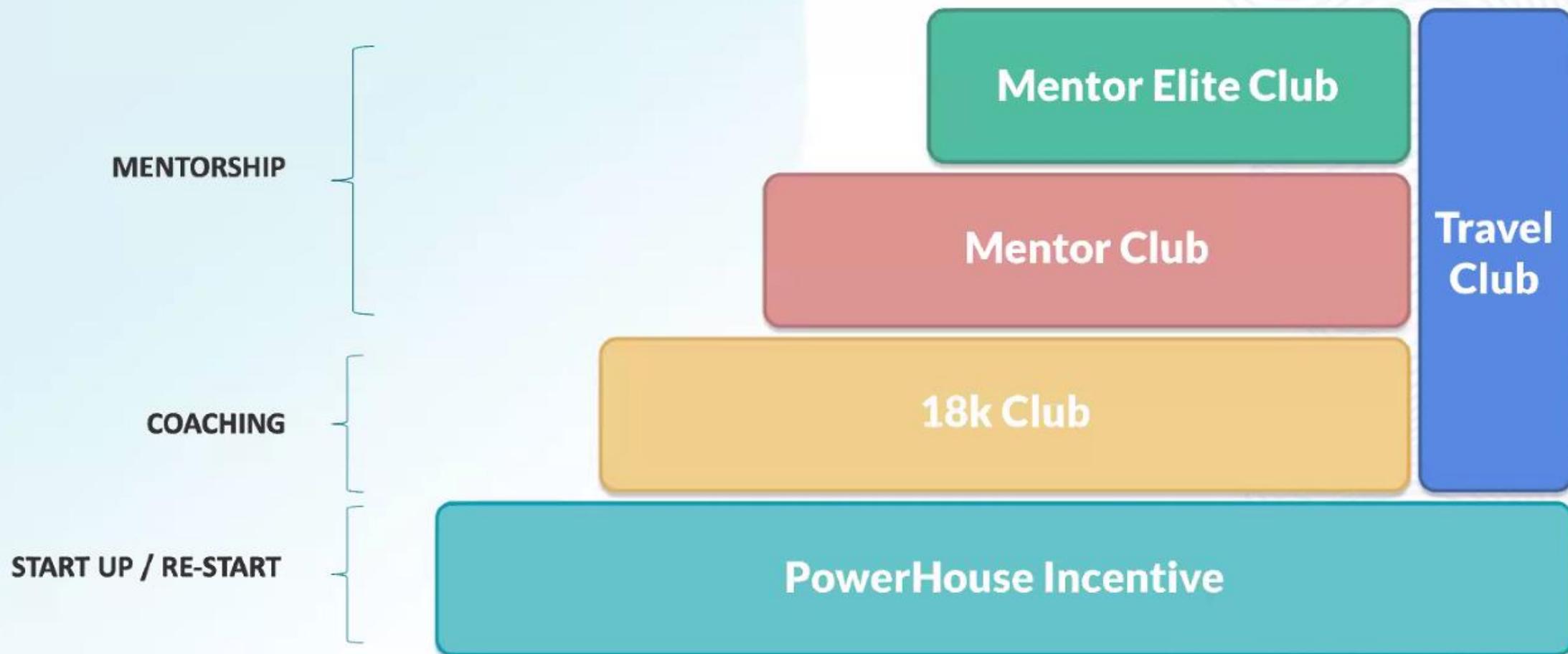


The 2023 Nikken Incentive Program is designed to guide business builders through a process that will help establish a strong business structure. These incentives will support the creation of new Consultants and teams.

The incentive program is in addition to the Compensation Plan and incentivizes and guides you as part of a business training process that is easy to follow and understand. As you grow your business, you'll be rewarded with your efforts every step of the way and you'll also be changing the lives of those in your team and the wellness of your customers too.

Let's celebrate you and your achievements!

2023 INCENTIVE PLAN



18k ✨

18k Club



Develop 1 new silver
in a month



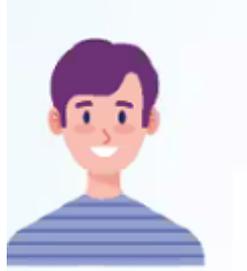
Develop 1 new silver
in a month



Develop 1 new silver
in a month

= \$1000*

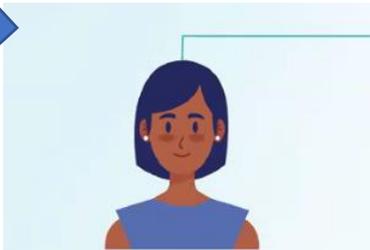
*Canadian bonuses are calculated based upon the price list conversion rate effective at the time of achievement.



John



= \$1000*



= \$1000*

Now everyone has a plan to create a structure by building the 18K Club, more than likely going gold and being nicely set up to move on to Platinum, Diamond, and Royal.

One would need 22 Gold Level Distributors in their Organization to earn \$10,000 per month.

Now you can see how to create those, and build 18K Clubs in your Organization.



PERIOD OF QUALIFICATION

- Any 3 consecutive months in 2023.



REQUIREMENTS

- Develop 3 new Silvers within 3 calendar months.
- The Sponsor must be active for the entire period of qualification to be considered for the reward.



REWARD

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

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



Going Gold with the 18 K Club

With the 18 K Club, the idea is that you could 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 in the future. The current Gold requirements are:

15,000 Points in one calendar month with

5,000 Points outside of the Primary Leg plus

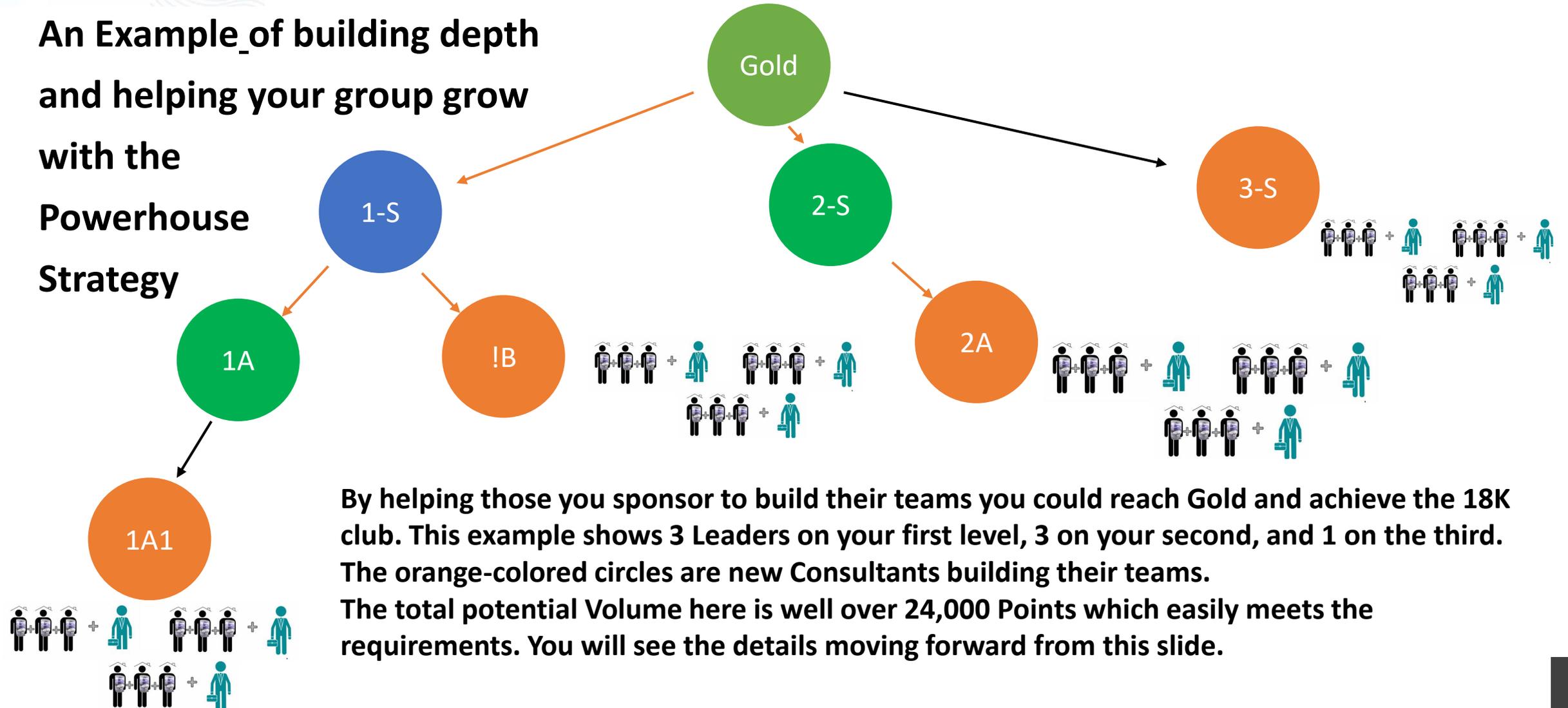
1,500 Points outside both the primary and secondary legs.

If you did the 18 K Club and helped your new Distributors create depth in their group you could easily meet all of the Qualifications and become a Gold but more importantly, you would have 3 key business builders who would be helping, because they also want to reach their Goals.

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

The 18K Club and Achieving Gold

An Example of building depth and helping your group grow with the **Powerhouse Strategy**



By helping those you sponsor to build their teams you could reach Gold and achieve the 18K club. This example shows 3 Leaders on your first level, 3 on your second, and 1 on the third. The orange-colored circles are new Consultants building their teams. The total potential Volume here is well over 24,000 Points which easily meets the requirements. You will see the details moving forward from this slide.

Networking Facts

The business works when someone buys a product

The business works when an individual signs up as a Consultant and then finds customers and other Consultants who repeat these activities.

The business works when your customers benefit and get results.

The business works when you generate a viable income based on what you want.

The business works when you have more success than failures.

There really is no such thing as failure however there is a lack to doing what needs to be done which could create a circumstance which looks like failure.

You need to work and do activities that are known to get results if you want results.

The more you understand the easier this becomes.

This business is based on Smart Work not Hard Work although working hard is a good thing.

Getting what you want simply takes time and doing the activities and you will arrive when you have done what is required.

How to Make this Work...The Strategy

The first action would start with the creation of a Plan that is designed to help you get what you want.

Now let's say the overall plan for 2023 is to earn 50K to 100K, \$4,000 up to \$8,000 per month and you are just starting out.

Next, you would want to see what that could look like or get an idea of how you would earn that and what would need to be done to get there.

This then would be followed with the strategy that you would use to get into action especially using this new Incentive program.

From here the normal aspects of what we do to build an organization, a team, and create lots of customers and other Distributors, would apply.

How to Make this Work...The Strategy

You now have several ways to earn and grow the business that you could have in your plan.

1. The Powerhouse with a value of \$600 for each one you build and we all have until the end of March to create as many as we want. Then starting in April this strategy will only be available for New Distributors and they will have their sign-up month and two more months following that, to build their powerhouses.
2. Developing your Distributors and helping them create their Powerhouses with your guidance, support, and mentoring, earning \$200 plus overrides for each one, then going on to the 18K Club and the \$1,000 Bonus then help them do their 18K Club and earn the Mentoring Bonuses.
3. Building your Downline Team of Leaders and creating Volume and earning the Leadership Bonuses for doing so.

How to Make this Work...The Strategy

Start by asking others if earning \$1,800 to \$2,000 in your first 30 days would be of interest.

Then expand this to earning almost \$5,000 or more in your first 120 days.

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.

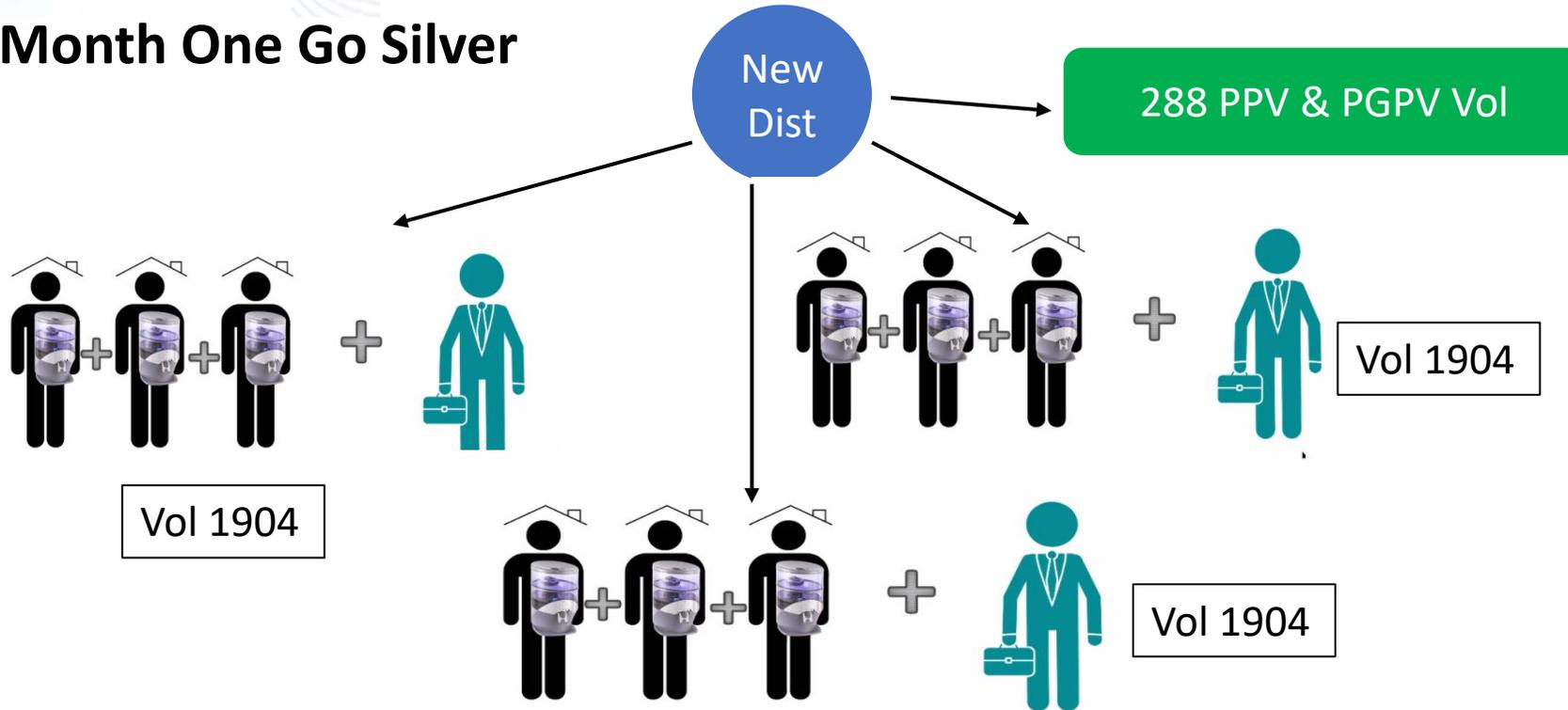
“Beauty is in the eye of the beholder.” Let's take a Look



Going Silver with 3 Powerhouses



Month One Go Silver



Powerhouse x 3
Plus 288 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.

How to Make this Work...The Strategy

Special Note:

When you enroll your New Distributor/Consultant in order for you to complete a Powerhouse they must do 500 PPV.

The definition of PPV is

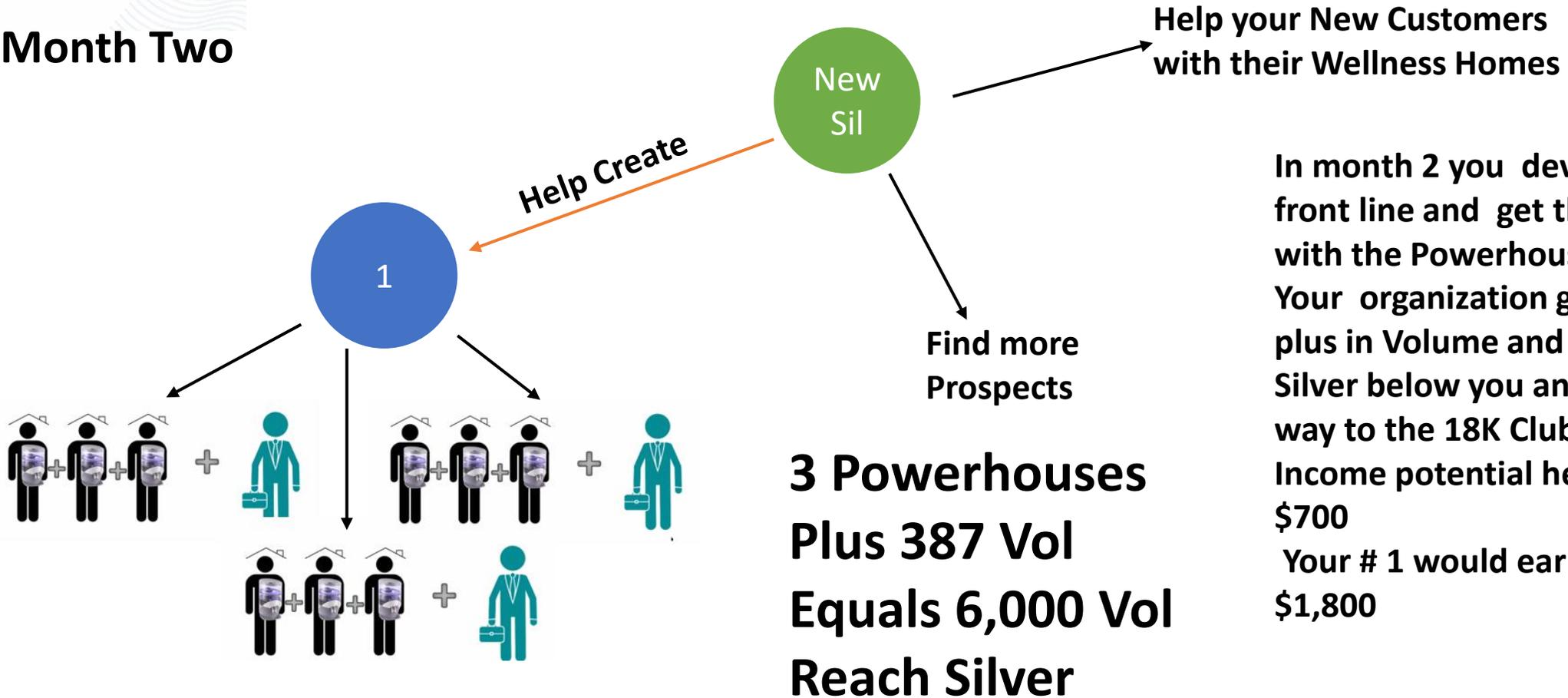
Personal Point Volume (PPV)

Personal Point Volume is used to determine rank advancement and monthly qualifications. It is the accumulated Personal Point Volume of product orders placed under a Consultant's distributorship account.

Therefore their Volume could come in part from getting a new customer for their first Powerhouse which would be 468 Points

This could be part of your strategy to build your teams and Downline.

Building Your Business



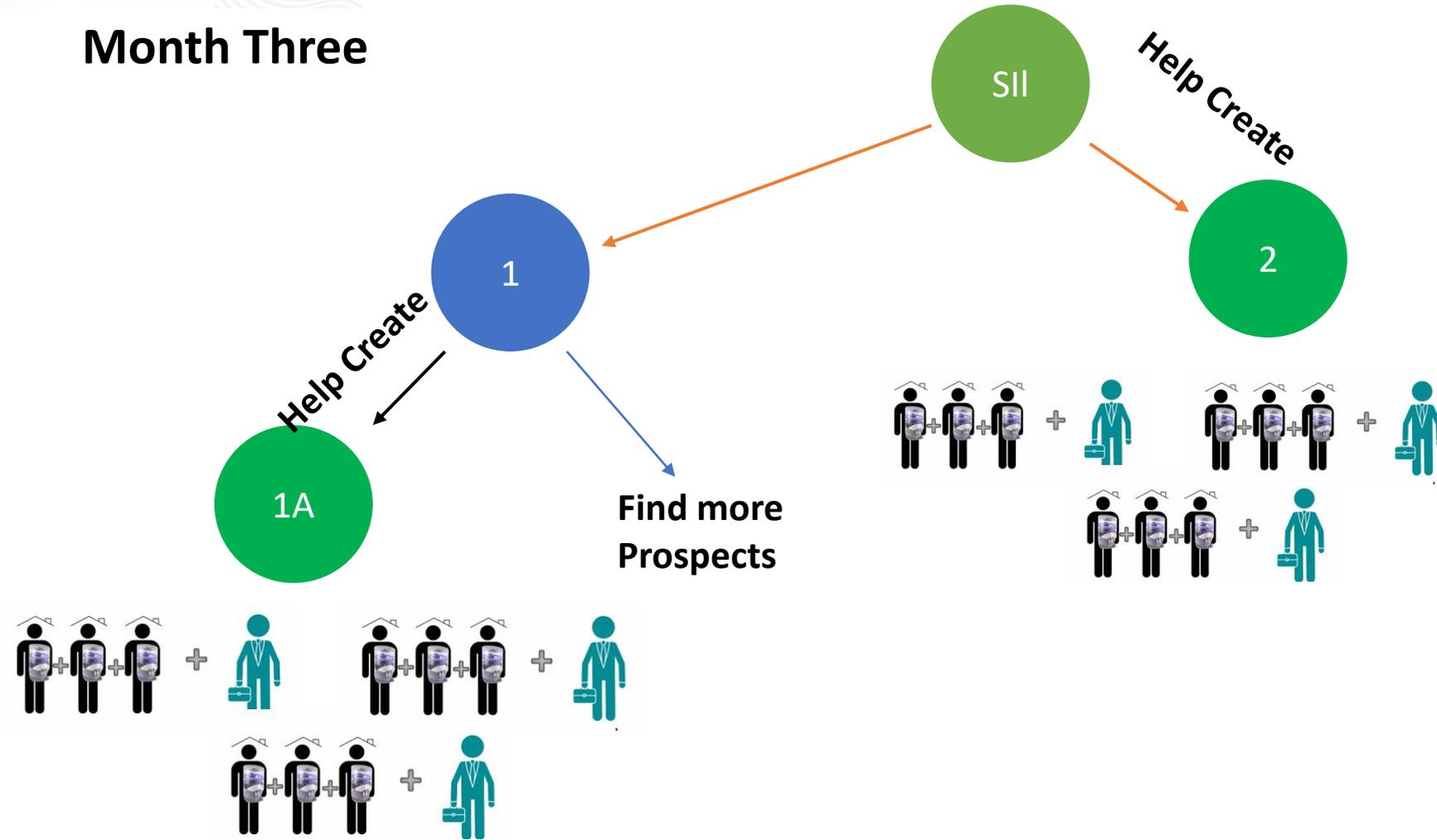
In month 2 you develop your first front line and get them to Silver with the Powerhouse Strategy. Your organization generates 6000 plus in Volume and you have 1 Silver below you and 1/3rd of the way to the 18K Club.

Income potential here is about \$700

Your # 1 would earn about \$1,800

Month Three

Going Gold with the 18 K Club



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

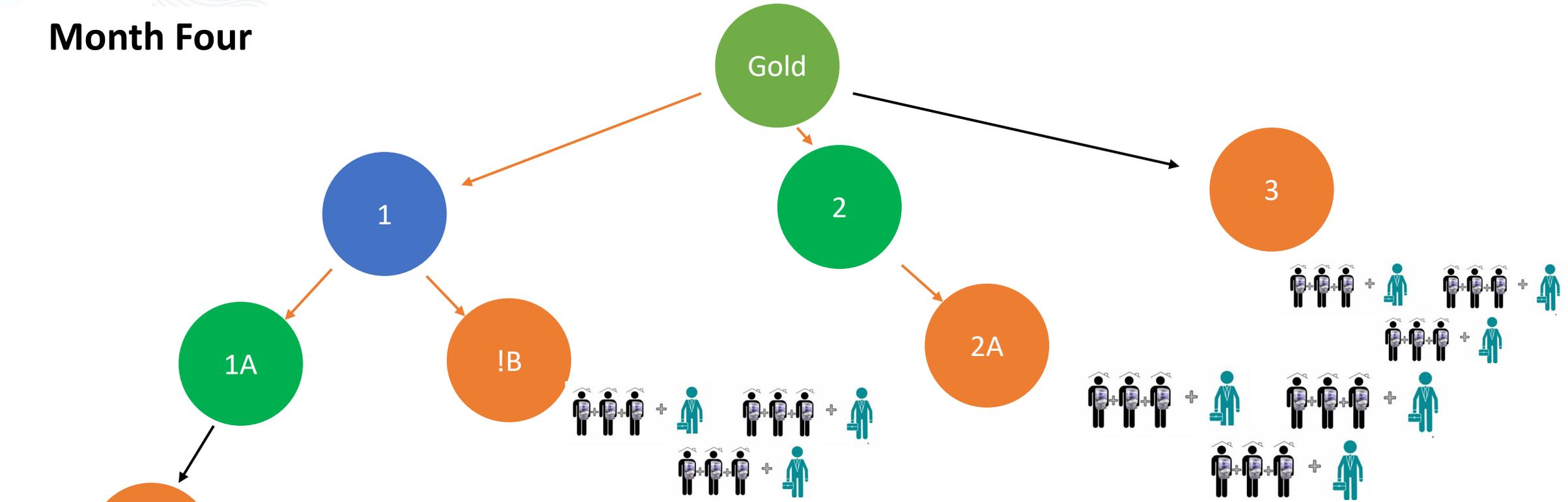
The organization generates 13,500 to 15,000 in OV and you could reach Gold or be very close. And you have 2 levels of Silvers below you.

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

The 18K Club and Gold



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.



MC
Mentor Club

MC elite
Mentor Elite Club

MENTORSHIP PROGRAM

- Register on the Mentor / Mentee Site [here](#).
- Both Mentor and Mentee must agree to start program.
- Mentee may or may not be frontline.



MENTOR CLUB



PERIOD OF QUALIFICATION

- January to December 2023.



REQUIREMENTS

- Mentor 2 Consultants to become 18K Club Members.
- Minimum Gold pay rank requirement for at least nine months of the year 2023.
 - Mentor 2 Consultants to become 18K Club Member.



REWARD

- Special Guest at the 2024 Live Leadership Summit (location to be determined).
- Hotel accommodation for 2 people (Applicant and Co-applicant).
- Airfare coach class for 2 people (Applicant and Co-applicant).



RECOGNITION

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

MENTOR ELITE CLUB



PERIOD OF QUALIFICATION

- January to December 2023.



REQUIREMENTS

- Mentor 2 Consultants to become 18K Club Members.
- Minimum Platinum or above pay rank requirement for at least nine months of the year 2023.



REWARD

- Special Guest at the 2024 Live Leadership Summit (location to be determined).
- Hotel accommodation for 2 people (Applicant and Co-applicant).
- Airfare coach class for 2 people (Applicant and Co-applicant).
- Invited as Guest Speaker at Global events where relevant. Hotel and airfare as above.



RECOGNITION

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



PERIOD OF QUALIFICATION

- Every Quarter of 2023:
Q1 = January to March | Q2 = April to June | Q3 = July to September | Q4 =
October to December



REQUIREMENTS

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



REWARD

Consultants will have two options:

1. 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.

2. International Trip with Purpose

- Details to be determined.

LIFESTYLE BONUS PROGRAM



HOW TO QUALIFY

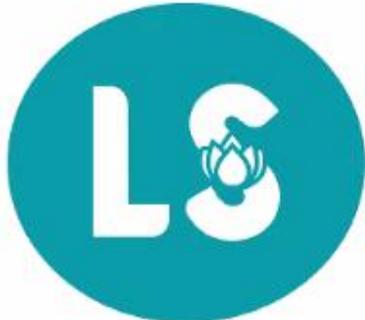
- Must be a Gold rank Consultant or above.
- Be paid as Gold or above for three consecutive months (the qualification period) to be enrolled in Lifestyle Bonus program.
- After fulfilment of the qualification period, Consultant will be eligible to be paid the Lifestyle Bonus.
- Build a network organization exclusively with Nikken.



MONTHLY QUALIFICATION REQUIREMENT

- If a Consultant meets PPV, PGPV but fails to satisfy other requirements to be paid as a Gold, they will only receive 1% of their PGCV.
- Consultants must meet PGPV, OPV, non-primary OPV and non-primary and secondary OPV requirements and be paid as a Gold or above in order to receive the Lifestyle Bonus on the breakaway volume in leadership levels.

LIFESTYLE BONUSPROGRAM



BENEFITS

- The amount of the Lifestyle Bonus is based on your leadership and international volume. After leadership downline has been compressed, it is calculated using the following formula:

Pay Rank / Pay Level Calculation Amount
Meet PPV and PGPV

Qualification PGCV level	_____	x 1%	=	_____
Gold (up to) First level	_____	x .5%	=	_____
Gold (up to) Second level	_____	x .5%	=	_____
Gold (up to) Third level	_____	x .25%	=	_____
Platinum (up to) Fourth level	_____	x .25%	=	_____
Diamond (up to) Fifth level	_____	x .25%	=	_____
Royal Diamond (up to) Sixth level	_____	x .25%	=	_____
Total Lifestyle Bonus		= \$		_____

Lifestyle Bonus Payout by Rank				
Pay Rank	Gold	Platinum	Diamond	Royal Diamond
Lifestyle Bonus	Up to \$500*	Up to \$1000*	Up to \$1500*	Up to \$2000*

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



Making this Work

So, the idea then is to create the plan, draw it out.

Understand how many leaders and or teams you need.

Understand how much volume needs to be created.

Use the Powerhouse to start your Teams.

Push depth; so keep directing the group to build their groups using the Powerhouse.

Create 18K clubs in all legs and on each level you can.

Set targets and go after them and get results.

Understand what makes this work.

“When excited individuals get results that are meaningful and this helps them live better lives and they can feel proud about what they are involved with; therefore they want to share this with others, so they can have the same benefits.”

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

