



# The Technology of Structure

A Detailed Look

A modern office desk with a laptop, smartphone, and books. The desk is light-colored and has a laptop, a smartphone, and a stack of books on it. The background is a bright, minimalist office space.

**We have Technology in Building  
our Business**

**Building a Successful  
Business**

# The Technology of our Structure

What I really learned from my time in the business was the importance of understanding our Structure and how it works.

There is a Tech to understand and if it is not understood then success could be very tough for you. If understood then watch out, there are no limits.

The more generations you develop below you in depth, the larger your organization gets and this plays a significant role in your success and income long term. I think that should be fairly obvious.

However, one of the areas that most people miss here is the ability to explain this so that others hear what you are saying and understand what you are saying, so they can then use the information. In other words they understand enough to hopefully want to move forward and apply what they learn from what you said and explained.

# Structure

1 Gets 1 and now there are two, you Double in size.

On your first level you have 1 but there are now two of you moving forward building the business.

What if you each of you found another.

2 gets 2 , now there are four. You Doubled again.

Your group has grown with 2 first level and 1 on your second plus yourself.

Now this would be Ideal and if you keep it going then it would be massive right? But it doesn't work exactly like this. Let's take a look.

# Double Theory

You

+

=

2

A

You

+

A

B

=

4

+

A 1

4 becomes 8

8 becomes 16

16 becomes 32

32 becomes 64

And on from there.

# Structure

Now I want to slightly tweak your understanding of this because it is critical moving forward.

It falls under the general understanding of **How the Business Works**.

The simple answer is when people buy products and when people become Consultants and continue on; helping people buy products and helping people become Consultants.

When a Consultant sees activity below in the organization this is quite motivational and validates workability, and if there is nothing then this is demotivating, and creates doubt.

Creating activity below anyone is the first step to creating a long lasting Team that produces for years to come.

# A Stronger Way

You

+

=

2

A

You

+

A

+

=

4

A

B

# You Can Move About and Help

In the previous slide you end up with the same number of 4. You doubled the size of your Team and you have a motivated front line A who now has Two Consultants underneath.

You can move below and help them and that is your job.

Don't wait for it to happen, make it happen.

Your focus is on helping "A" build a team which is your team which helps you reach your Goal.

Having a Team forces responsibility and help and motivates one to continue and build.

The bigger it gets the more fun this becomes.



# Build a Team

## Levels

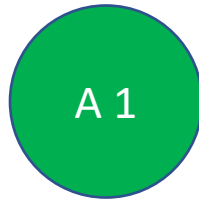
You help "A" build and sponsor a TEAM, be the support as if you were operating like a partnership.

1



1

2

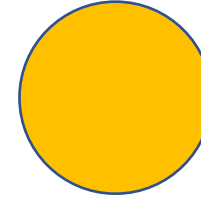
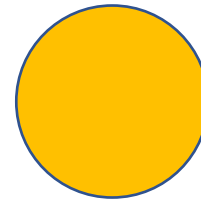
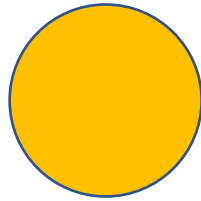
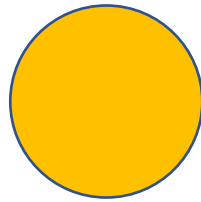
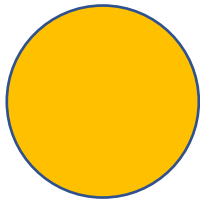


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4

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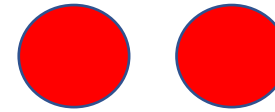
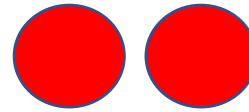
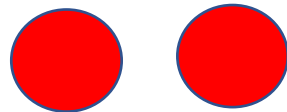
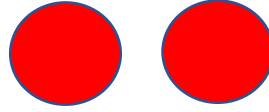
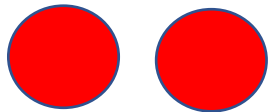


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4



10



19

# Teams

Based on the previous couple of slides, you can see what was done to Create a Team for A and it turned into 19 Consultants.

Now as this team continues to grow, many leaders will emerge that will continue more growth and will continue to create volume which in turn generates commissions, overrides and bonuses and this can go on for a very long time.

However if we go back to the first picture with one also sponsoring more front line sometimes the first Consultant doesn't grow fast enough to get what they want and they quit, then you are forced to start another. A complete waste of time.

Both ways can accomplish what you want but not always, however, the second picture creates greater strength, stability and longevity and the potential for long term residual income.

# First Building Blocks

Silver is the first of the leadership levels and one must reach Silver to move on to the rest of the Compensation Plan.

So the first group of Building Blocks are those that create Silvers and also help maintain monthly Qualifications.

**Customers** no requirement but can create volume that would contribute

**Directs** must do 100 to earn any income generated through customers

**Seniors** require 500 Points to become a Senior and 100 monthly

**Executives** require 1,500 to become an Executive and 100 monthly

Now you could plan to create a Silver.

# The Second Building Blocks

We could define these like bricks for a wall. Your Business is made up of groups of Consultants and instead of bricks they are called Silvers, Golds, Platinums, Diamonds and Royal Diamonds.

If you look at the Qualifying values for each, this becomes clearer. First we have the Rank and qualifications followed by monthly requirements.

To Reach Rank				Monthly Qualifications	
Rank	Volume	OPL	OP&SL	PGPV	PPV
Silver	6,000	1,000	500	1,500	100
Gold	15,000	5,000	1,500	1,500	100
Platinum	30,000	10,000	3,000	1,000	100
Diamond	100,000	33,000	10,000	1,000	100
Royal D	300,000	100,000	30,000	1,000	100

Read your Comp plan to understand the value of each Rank

# Creating Building Blocks

19 Consultants each do an average of 500 Points total 9500 Silver

19 Consultants each do an average of 1000 Points total 19,000 Gold

19 Consultants each do an average of 2000 Points total 38,000 Platinum

19 Consultants each do an average of 5,000 Points total 100,000 Diamond

19 Consultants that do an average of 16,000 Points total 300,000 Royal

Now change the 19 Individuals to 19 Teams that reach these various Ranks and you see how this works and why it is important to understand the Structure.

Let's take a Look at some other important components.



# More Components to Structure

Building a Successful  
Business

# Duplication

This is a key point and duplication means to do over again often; repeat. It also means; got what you said. Example instruction

Now then what do you want to duplicate becomes the question. Would it be the activity or the style or method being used or the personality.

The answer is simple, it's understanding and applying **the activity**, but in your style based on who you are, your background, education and knowledge.

So, if you wanted to create a Gold then you want to duplicate the activities that would create a Gold.

So, understanding could be something that is duplicated. If I tell a prospect something I want him to duplicate what I said which creates understanding and if one understands completely then actions can be done and results can be created.

# Qualifying

This term in our business has two meanings. The first would apply specifically to the requirements of the Compensation Plan. There are certain criteria that one needs to do to Qualify to earn or to achieve a Rank.

You saw this in an earlier slide for each of the ranks and the monthly requirements to get paid on the Volumes created.

The second meaning is in your activities of finding both customers and consultants. Are they qualified, able to or do they meet your standards and requirements.

Share an example of this.



# Vested Interest

A personal interest in a state of affairs with the understanding of gain.

Income is greater than any qualifying requirement, which then creates the NEED TO QUALIFY. (The first definition)

The definition of Qualify in this sense is an activity of creating either Volume per the plan or helping build an existing Consultant to a Rank which would help create Volume. This latter point is not a requirement of the plan but it is a requirement for success.

But I learned one very, very important LAW in building this business and it was when someone has generated enough Volume in their group and organization that will create an income greater than the qualifying requirements, the individual will always qualify to get the benefits and this is your residual income.

The more individuals you have going after a New Rank for themselves the greater the Organizational Volume.

# Targets

A Target is something that one aims at, a step, an achievement.

Each step, as seen then becomes a target to go after, one step at a time. Doesn't matter really which one but you start with picking one. Sometimes you can set a target and go past it and achieve a second or third target.

But if you set targets that can be reasonably done based on circumstances then that is the best way to play.

Therefore the key here is to understand the requirements of each step and the activities that would be needed to reach them.

Then the whole idea is to focus on the activities until the target is reached.

Story on going Silver or doing the Powerhouse Plan

# Target Attainment

This is how you win; by setting a target and attaining that target as planned.

You set a Target to recruit a new Consultant. What activities do you need to do in order to get this done.

- Make a list of potential candidates

- Make calls

- Do 3 Ways/ ABCs

- Talk to everyone you can

- Get people to meetings or intro events

- Make sure they are Qualified (definition 2)

- Keep doing this until you reach your target

- Write down everything you do and add it to a list to pass on.

# The Concept of Structure Growth

1 <sup>st</sup> Level 3	If you teach them to do the same they could get 9 or more.
2 <sup>nd</sup> Level 9	If the 9 could each get an average of 3 you would get 27
3 <sup>rd</sup> Level 27	So, each level usually is bigger than the previous level and
4 <sup>th</sup> Level 81	This is why depth is so important and structure becomes our
5 <sup>th</sup> Level 243	technology. If you don't understand how to see it and make it
6 <sup>th</sup> Level 729	work, then you won't get the prize.

Add into this then all the various activities; you can understand how this works and how it can create the benefits you want. It's actually quite simple but it is important point to see and understand how to put it together properly.

# Activities of a Group and How they Compound

This idea is so important most don't ever see it or use it.

The idea is this; your Organization is your team and the more in your whole team the more results can be created.

If for example you had 10 in your team then every activity you can do could then be multiplied by 10.

Sign up a customer times 10 would create 10 customers.

Sign up a consultant times 10 would create 10 new consultants.

How about 100 times or 1000 times.

Also the more team the more energy is created both in activity and income.

# The Economy of Your Team

The Economy of your Team could mean the viability of your team. The purchasing power of your team, the spending ability of your team. This then is a key point to the result you are creating throughout your entire organization and team.

This economic viability creates energy and it's this energy that stimulates growth and expansion and the overall survival of the team.

In the end your economic viability depends on the groups economic viability and the group's economic viability depends on the individual team members.

Don't forget this.

# Where to Start

Based on experience there are many ways to start and it all depends on what the objective is and what are the circumstances of the individual you are speaking with.

One could start at the Customer Level and then work over time at getting their own wellness Home and then become a Consultant.\*\*\*\*\*

One could start at Direct or Senior or Executive.

This all depends on the objective, the need, the plan and the strategy but it is always a good idea to understand what can happen with each especially in the speed of growth and the potential for earnings and of course the benefits of the products.

The Role of ROI (return on investment) becomes important to understand.

\*\*\*\*\*Using the Powerhouse Strategy

# Focus on the Activities

Here you want to understand the core activities that will create the result that you want. On the next slide are the basic activities.

Now here is the importance of all this.

Results come about because an activity was done to create the results.

The number of or the style can be important but the key is numbers of.

After the result is created you can monitor both activity to result and we will talk about this on another call.

Here are the Key Activities. Let's take a look.



## Who to Speak to



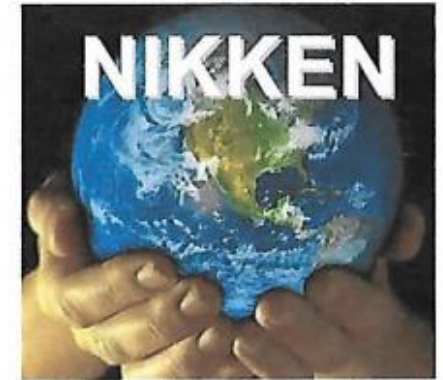
## What to speak about

What is your approach that you will use to talk to those on your list. What is your Story and what was it that caused you to do this.

## Learn about the Products



## Company History



## Presenting

## Evaluating a Business



## How to Order a Product



## How to sign up a New Distributor



## Learn The Compensation Plan

Screenshot of the Nikken website's compensation plan summary page. The page features a blue navigation bar with the text "COMPENSATION PLAN SUMMARY". Below the navigation bar, the page displays a table with columns for "Level", "Commission", and "Bonus". The table lists various compensation levels and their corresponding rates.

# Planning

First establish what you want as a goal or objective. Lets say that is \$5,000 in income. Now the key for you is to understand what this means in terms of STRUCTURE followed by ACTIVITIES.

I know that to earn this an Organization must generate approximately 160,000 in Retail Valued Sales.

So using the values just listed you could now plan how this could be accomplished.

Now 160,000 could easily put you at Diamond and therefore you would earn to the 5<sup>th</sup> level. You got this from the Comp Plan. Create a Picture of the Goal

# Planning

The Goal 160,000 Retail Volume

How could this be accomplished

11 Golds equals 165,000

5 Platinums plus 1 Gold 165,000

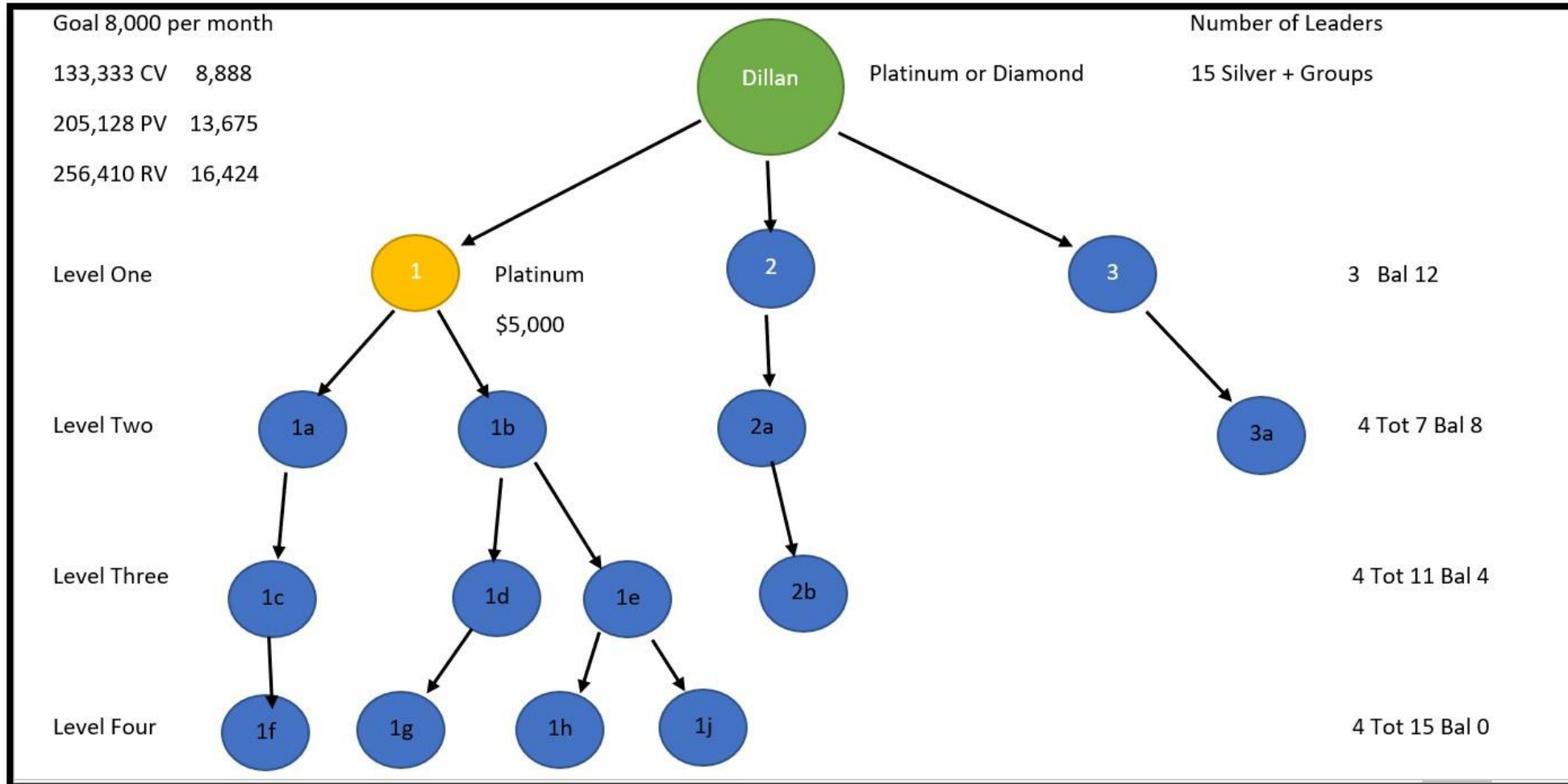
2 Platinums plus 6 Golds plus 2 Silvers 162,000

1 Diamond plus 2 Platinums 160,000

So you can see the combinations could almost be endless.

And you also see greater possibilities.

# A Picture of Your Goal



# One Step At a Time

- Lets look at the steps
  - Customer
  - Direct
  - Senior
  - Executive
  - Silver
  - Gold
  - Platinum
  - Diamond
  - Royal



# Help Build

Levels



You help "A" build and sponsor a TEAM, be the support as if you were operating like a partnership.

1



1

2

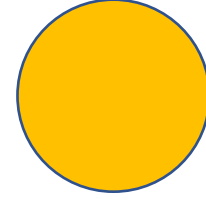
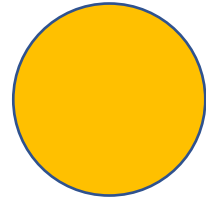
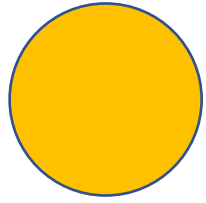
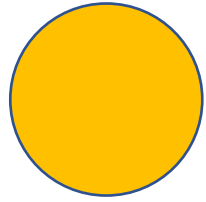
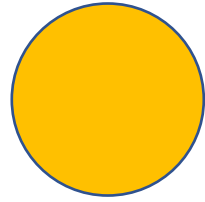


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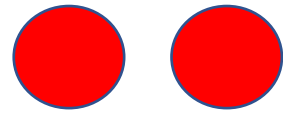
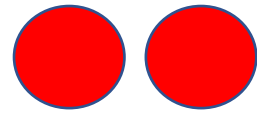
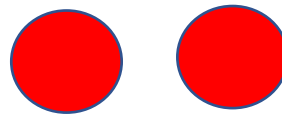
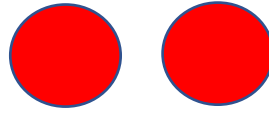
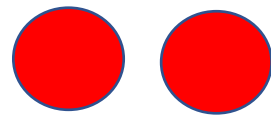


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# Understand Where the Benefits are

This is also very important. You have learned that the real benefits are going to come from the 4<sup>th</sup>, 5<sup>th</sup> and 6<sup>th</sup> levels of your structure and naturally so, as there are potentially way more Consultants there that create new Customers and other New Consultants.

This you should draw out to see the potential in the numbers and why you want to help build your downline and typically one leg at a time. If you have an active upline helping then you could actually build two or three legs at a time.

But one leg should keep you busier than a “one armed paper hanger.” Once this team begins to develop and grow and they know what to do and are doing it, then you could move on and start another Leg.

This might be somewhere after Silver or maybe even Gold.

Story of the 18K Club plan and going Gold.



# Thank You

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