

STEP 4

Contact Your Upline Coach and Create Your 100 Prospects List

Now that you're familiar with Nikken, our products and business opportunity, it's time to take an important step: Get in touch with your upline coach. As your personal success takes you higher, you may look back and say that this was the day you met the person who helped change your life forever.

Identify and Contact Your Upline Coach

Remember that Nikken is all about people helping people? An upline coach is an experienced Independent Nikken Consultant who is both capable and willing to mentor new Consultants and help them get a good, solid start on their journey to success.

If your Sponsor (the person who enrolled you in Nikken) has the experience and skills to help you get started, he or she should be your upline coach. However, for one

reason or another, your Sponsor might not be able to fulfill the role of coach. If that's the case, your Sponsor should be able to refer you to his or her Sponsor or to someone up the line of sponsorship (aka "upline") who will be an excellent coach for you.

Why would an upline coach take the time and effort to help you achieve success? Simple. It's to the advantage of all Consultants to help people in their downlines because their own incomes can skyrocket as a result of developing productive downline leaders. You should have no trouble finding an experienced upline Consultant to be your coach. If for some reason you have difficulty choosing a coach, call us at 866-NEW-BIZZ (866-639-2499) and we'll help you get connected.

My Coach

List the name of your coach (or coaches) and their contact information.

Name	Nikken ID #
Home Phone	Work Phone
Fax	E-mail
Address	
Name	Nikken ID #
Home Phone	Work Phone
Fax	E-mail
Address	
Name	Nikken ID #
Home Phone	Work Phone
Fax	E-mail
Address	

“Being involved in Nikken allows me to help a lot of people, which was my biggest motivation as a pharmacist. It also allows me to take care of my family. And the people that I help go on to help others by paying it forward. That’s the beauty of Nikken.”

–Sheila Loughlin, Virginia

Create Your 100 Prospects List

Now that you've identified your coach, you have some homework to do before you get together. Don't worry – this is a fun assignment. All you have to do is fill out the 100 Prospects List provided with the names of 100 individuals you know or are acquainted with. Fill out the “Name” and “Contact Info” columns for each person. Also, jot down any pertinent information in the “Notes” column of the list such as “son's coach” or “accountant.”

Use the Memory Trigger List

Can't think of 100 people to put on the list? Oh yes you can! What about friends, family members, co-workers or people who go to the church or civic group you belong to? There are many people who could be

included on your list. To give you some ideas, we have also included a Memory Trigger List. You'll find it on page 28. It lists numerous types of people in several categories. Feel free to use it when your memory needs jogging. Remember, you may know more than one person per category.

The Foundation of Your Success

As previously explained, Consultants achieve success in Nikken by sharing our products and business opportunity with others. And who better to share good things with than the people you already know? Your 100 Prospects List will become the source of your success – the seed bed of the Independent Nikken Consultants who will form your downline and help you create a balanced, healthy, prosperous life.

100 Prospect List

Fill out your list now. Write down names first. Then go back and fill in phone numbers or other contact information. Don't forget to use the Memory Trigger List if you get stuck. This is one of the most important steps in launching your Nikken business.

Name	Contact Info/Notes
1.	
2.	
3.	
4.	
5.	
6.	

DID YOU KNOW...

Many Consultants benefit from having more than one coach work with them. You may want to try it, too!

Name	Contact Info/Notes
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
21.	
22.	
23.	
24.	
25.	
26.	
27.	
28.	
29.	
30.	
31.	

Make the list as comprehensive as possible. Include everyone you know or ever knew. Don't hesitate to list everyone, and don't eliminate anyone before giving that person the opportunity. You never know who may be interested!

Name	Contact Info/Notes
32.	
33.	
34.	
35.	
36.	
37.	
38.	
39.	
40.	
41.	
42.	
43.	
44.	
45.	
46.	
47.	
48.	
49.	
50.	

DID YOU KNOW...

If you're computer savvy, you can create and manage your 100 Prospects List with a spreadsheet or word processing program instead of using our printed form.

Name

Contact Info/Notes

51.

52.

53.

54.

55.

56.

57.

58.

59.

60.

61.

62.

63.

64.

65.

66.

67.

68.

69.

70.

71.

72.

73.

74.

75.

Name

Contact Info/Notes

76.

77.

78.

79.

80.

81.

82.

83.

84.

85.

86.

87.

88.

89.

90.

91.

92.

93.

94.

95.

96.

97.

98.

99.

100.

Memory Trigger List

Work Associates

Boss / Partner
Manager / Supervisor
Co-worker
Secretary
Receptionist
Assistant
Personnel Manager
Payroll Manager
Accountant
Salesperson
Office Supply Person
Water Delivery Person
Union Rep.
Credit Union Rep.
Pension Plan Rep.
Security Guard
Competition
Mail Carrier
Delivery Person
Copier Repair Person
Plumber
Janitor
Handyman
Caterer
Customer
Carpool Group
Landlord
Coffee Shop Patrons

Employment

(Someone Who...)
Lost Job
Almost Lost Job
Will Be Laid Off
Is Job Hunting
Dislikes Job
Needs Part-time Work
Is a New Employee

Family and Friends

Adult Children
Mother / Father
Mother / Father-in-Law
Sister / Brother
Sister / Brother-in-Law
Niece / Nephew
Aunt / Uncle
Cousin
Best Man
Grandfather/Grandmother
Maid / Matron of Honor
Bridesmaids
Groomsmen / Ushers
Best Friend
Friends from College
Neighbors
Clergy
Church Friends
Gym Friends
Personal Coach/Trainer

School Associates

(Yours or Your Children's)
Principal
Teachers / Aides
Coaches
Umpires / Referees
Choir / Band Leader
Activities Director
Club Leaders
Counselor
School Nurse
Campus Security
Other Parents

Organizations

Mommy and Me
Kiwanis Club
Lions Club
Elks
Knights of Columbus
Rotary
Jaycees
PTA
Mastermind Group
Boy Scouts / Girl Scouts

Recreational

Acquaintances

Bowlers
Hunters
Golfers
Fishers

Skiers
Joggers / Runners
Tennis Players
Basketball Players
Softball / Baseball Players
Football Players
Swimmers
Gymnasts
Hikers
Hang Gliders
Martial Arts Enthusiasts
Soccer Players
Handball Players
Bridge Group
Bingo Players
Quilting Circle
Dancers/Musicians

Movers / Shakers

Nurse
Doctor
Dentist
Orthodontist
Dental Hygienist
Surgeon / Specialist
Hospital Worker
Rehab Therapist
Chiropractor
Eye Center Specialist
Pharmacist
Nutritionist

Your 100 Prospects List: A Work in Progress

Your list should be a dynamic work in progress. Successful Nikken business builders are always adding and replacing names on their prospect lists. For now, 100 names will do. But as time goes on and you begin to build your downline organization, you will want to continually refresh your list. After all, you're probably acquainted with 200, 300 or even more people – and every day, you come into contact with new people.

Now Call Your Coach

Contact your upline coach and schedule an appointment to get together. It's time to tackle the next exciting steps on your journey to financial freedom! Remember, it is important that you do NOT contact these people on your own. Use the 3-way phone call method with your upline to help you become comfortable before trying it by yourself.

Health Food Store Clerk	Librarian	Florist	Cable Installer
Private Investigator	Personal Shopper	Funeral Director	Phone Installer
Police Officer	Accountant	Dry Cleaner	Carpenter
Firefighter	Lawyer	Avon Distributor	Appliance Repair Person
Highway Patrol Officer	Therapist / Counselor	Nu-Skin Distributor	Sign Painter
Ambulance Driver /	Social Worker	Amway Distributor	Locksmith
Paramedic	Youth Director	Tupperware Distributor	Upholsterer
Veterinarian	Scoutmaster	Auctioneer	Carpet Cleaner
Cat / Dog Lover	Den Leader	Public Speaker	Pool Maintenance Person
Animal Trainer	Piano Teacher	Sportscaster	Landscaper
Car Salesperson	Dance Teacher	Writer	Game Warden
Auto Mechanic	Barber / Beautician	Journalist	Farmer
Body Repair Person	Manicurist	Editor	Wildlife Conservationist
Gas Station Attendant	Massage Therapist	Publisher	Fundraiser
Auto Supply Clerk	Tanning Salon Attendant	Photographer	Geologist
Tire Store Clerk	Aerobics Teacher	Printer	Surveyor
Truck / Cab / Bus Driver	Weight Trainer	Radio Announcer	Engineer
Jeweler	Health Shop Clerk	Artist	Interior Designer
Teacher	Warehouse Clerk	Craftsperson	Architect
Banker	Department Store Clerk	Antique Dealer	Real Estate Appraiser
Bank Teller	Arcade Clerk	Musician	Real Estate Agent
Bookkeeper	Movie Rental Clerk	Contractor	Travel Agent
Notary Public	Grocery Store Clerk	Painter / Paper hanger	Flight Attendant
Shipping-Receiving Clerk	Convenience Store Clerk	Roofer	Commercial Pilot
Postal Worker	Butcher	Insulator	Military Personnel
Computer Salesperson	Chef / Baker	Welder	Business Owner
Computer Repair Person	Waitress / Waiter	Carpet Layer	
Webmaster	Bartender	TV Repair Person	
Cell Phone Rep.	Dishwasher	Hardware Store Clerk	
Telephone Operator	Cashier	Electrician	

SS SUCCESSSTEPS

- Identify your upline coach or coaches and write down their contact information.
- Fill out your 100 Prospects List.
- Call your coach and make an appointment to get together.

