

Nikken 90 Day Success Planner

Pathfinders Program Edition



90 Day Planner Purpose

The goal of the Pathfinders Program is to give you the “tracks to run on”. We will provide you with the tools, support & infrastructure so you are free to spend your time building your team, not reinventing the wheel. One of the key elements of any successful business is a plan. This document will provide you with the ability to make, and then execute, your plan for a successful Nikken Career.

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Name: _____

What Successful Nikken Consultants Do

1. They are a “Product of the Products”
2. They know their Success Calendar “One, One & One (and do not miss them)
3. Make daily contacts to connect prospects to the message & keep the message SIMPLE
4. Fill Previews with Prospects and events with their team- PROMOTE!

Once you begin to succeed and become a Nikken Leader, simply help your team do the same things!

Stay focused on these things until your check allows you the freedom to do “Administrative activities”. Contribute to events you **USE** and leverage the time, success and knowledge of others to develop leaders in your key legs.

Basic Time Commitment for a Successful Business

Sample Monthly Career Calendar						
"One, One & One"						
S	M	T	W	T	F	S
				1 Preview	2	3
4	5 WebEx	6	7	8 Preview	9	10
11	12 WebEx	13	14	15 Preview	16	17 Expo/Big Event
18	19 WebEx	20	21	22 Preview	23	24
25	26 WebEx	27	28	29 Preview	30	

Successful Consultants treat their business like a business by:

- Being on the Monday 9 PM Central WebEx each week
- Attending at least one Preview each week
- Dedicating one Saturday/month to your Expo/Big Event

These Events are the basic building blocks that we use, and then plug our team into in turn, so we can use leverage to build residual income!

How to know you are on the right track

Benchmark I: 10 New Consultants in your Personal Group/month for 3 months. It Begins...

- 90% related to your efforts and energy
- If you use the infrastructure and tools to not only recruit, but also retain, you will advance to Benchmark II

Benchmark II: 30 New Consultants in your Total Group for 3 months. It is happening!

- 30-50% related to your efforts and energy
- You and your first leaders are laying the groundwork for your residual organization
- Your leaders are leading and duplicating
- The deeper it goes, the more important duplication and infrastructure become so it does not “fizzle”
- If you not only recruit and empower but also use infrastructure you will advance to Benchmark III

Benchmark III: 100 New Consultants in your Total Group for 3 months. It happened!!!

- Sponsor 1-3 Business Builders/Year-
- 95% of your volume will be residual
- Successful duplication and a true organization
- Will continue if you keep consistent, no major changes, stay on message and empower your leaders with access to info, tools and events!

Quarterly Goals

What rank will you be by the end of the Quarter?

What awards will you accomplish over the next Quarter?

What other goals do you have for the Quarter?

Monthly Goals

Month of:

	PGV		New Frontlines		Total New Consultants	
	Goal	Actual	Goal	Actual	Goal	Actual
Advanced → Goals	Total Volume		Check Amount			
	Goal	Actual	Goal	Actual		
	PGV		New Frontlines		Total New Consultants	
	Goal	Actual	Goal	Actual	Goal	Actual
Advanced → Goals	Total Volume		Check Amount			
	Goal	Actual	Goal	Actual		
	PGV		New Frontlines		Total New Consultants	
	Goal	Actual	Goal	Actual	Goal	Actual
Advanced → Goals	Total Volume		Check Amount			
	Goal	Actual	Goal	Actual		

Notes:

Weekly Activities:

(Check Box when complete)

Attended:

Month:	Preview	Training	Accountability Call
Week of:			
Week of:			
Week of:			
Week of:			

Attended:

Month	Preview	Training	Accountability Call
Week of:			
Week of:			
Week of:			
Week of:			

Attended:

Month:	Preview	Training	Accountability Call
Week of:			
Week of:			
Week of:			
Week of:			
Week of:			

Monthly Activities

	Big Event	Accountability Interview
Month:		
Month:		
Month:		

Next Page- Using the Weekly Process Tracking Form

- At the beginning of each week, make your goals for the upcoming week and compile the results from the previous week in the appropriate box.
- To count as a “Step 1”, your prospect must have seen/viewed/heard one of introductory tools/Demos
- To count as a “Step 2” your prospect must have seen/viewed/heard a Preview, or the Ignition Sequence Guide
- To count as a “Step 3” your prospect must become a Consultant

Weekly Process Tracking

Name _____

Process Step: Activity	Contacts		ABC		Decision		Sponsored	
			Step 1		Step 2		Step 3	
	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual
(example)	54	27	18	9	6	3	2	1
Week of:								
Week of:								
Week of:								
Week of:								
4 Week Total								

	Contacts		ABC		Decision		Sponsored	
	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual
Week of:								
Week of:								
Week of:								
Week of:								
4 Week Total								

Activity	Contacts		ABC		Decision		Sponsored	
	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual
Week of:								
Week of:								
Week of:								
Week of:								
Week of:								
5 Week Total								
Quarter Totals				6				

The Heart of Prospecting

Why should someone join YOU in business?

Why did you get involved in the Nikken Business?

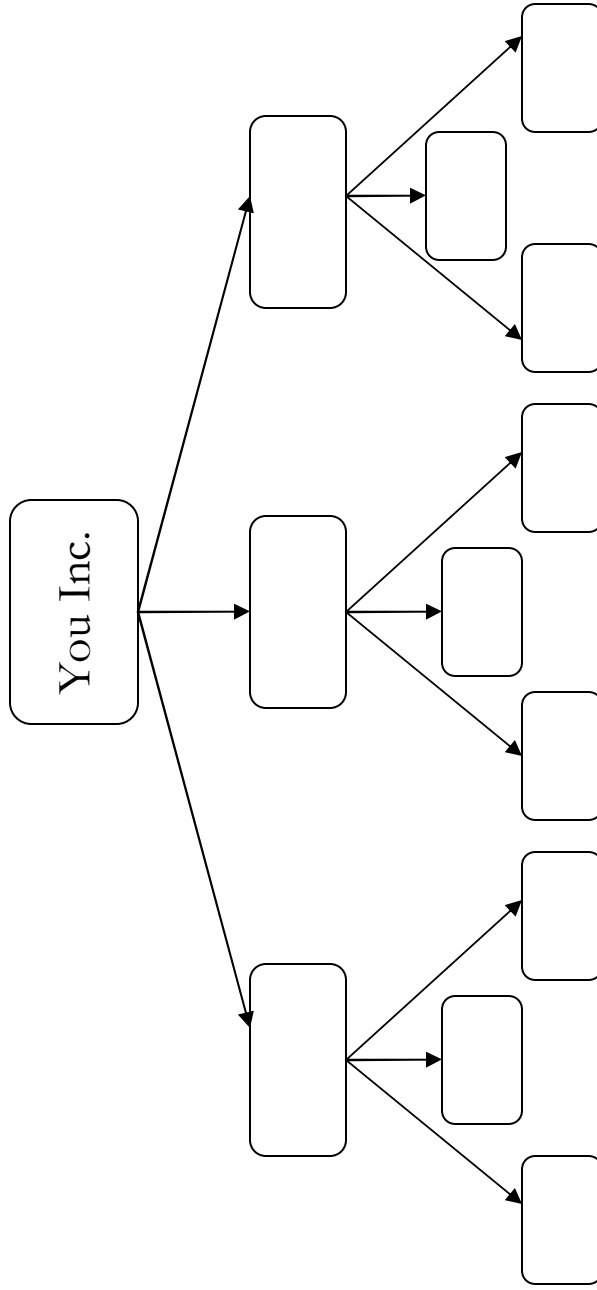
Write our your 2 minute story

Silver Action Plan

Achieve 20,000 PGV in a single month or cumulative over 3 months

- Develop and retain three directly sponsored Senior (or above) legs.
- Attend Humans Being More/Business Fundamentals training

Build Your First ‘Nikken Business Unit’



“I will be Silver by _____”

Rolling PGV Total
 Month 1: _____
 Month 2: _____
 Month 3: _____
 Total: _____

Signature: _____

Building Your Platinum and Above Team- My Long Term Goal

The key to building a lifetime of residual income is to build a strong organization that will both maximize your income and build in stability by developing strong leaders.

*****Fact:** 80% of your team will be made up of 2's and 3's while another 15% will be 4's. People can and will move from 3 to a 4 and so on. Your job is to help people get the business they want for them, not the business you want for them, and to build an environment where everyone can succeed. In your business, you will therefore have both Leaders and Connectors. Everyone is a Connector as you do not know who they will eventually lead you to. Leaders are the people who actively build their teams.

On the next page titled "Platinum Team Tracking" we have set up what you need to reach the level of Platinum. Your task is to build either 6 Silver or 3 Gold Teams. In short, help 6 people fill out and achieve their Silver Action Plans and you will be Platinum!

Repeat this with your six Platinum Teams, or 3 Diamond Teams, and you are a Royal Diamond!

Here are some characteristics of these Leaders:

1. They consistently prospect, recruit and sponsor independently.
2. They use the Nikken products.
3. They attend events.
4. They have a positive attitude.
5. They consistently qualify.

Your goal is to first identify, then help your Leaders become the people to who match those 5 characteristics!

Key Tips:

- Treat each of them as if you had sponsored them individually.
- Never quit on them unless they quit on themselves.
- Work depth with each leg until you are convinced they are your key leaders.
- Never, ever pull out of an active and growing leg
- Do everything in the leg necessary to create volume till you are duplicated by a key person in each leg.
- Always work where you have a question mark, until you have identified the 3rd key person in the leg.

Your Platinum Team Tracking

