

Nikken 90 Day Success Planner

Pathfinders Program Edition-*With Elite Team Support*



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: _____

If you are a new Consultant, before you complete this document, go to the www.Pathfinders.biz “Getting Started” page and complete the “Getting Started Guide”.

Nikken Events Calendar

February

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						

March

S	M	T	W	T	F	S
	1	2	3	4	5	6
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			

April

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

May

S	M	T	W	T	F	S
						1
2	3	4	5	6	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					

June

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			


July

S	M	T	W	T	F	S
				1	2	3
4	5	6	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

Events Color Coding:

9 PM Central Pathfinders Program Call 

7 PM Central Nikken Business Overview "Worldwide Preview" 

Pathfinders Summit April 16 & 17, Austin, Texas 

3rd Weekend Events 

Team Events:

Accountability Call Time/Date/Number

Local Preview Time/Location

This Quarters Big Event Time/Date/Location

HBM Dates/Locations (For Dates/Locations fo to the "Nikken University" tab on eNikken)

Other:

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 Goal Breakdown

Month of:

	PGV		(Elites) Total Volume		(Elites) Check Amount	
	Goal	Actual	Goal	Actual	Goal	Actual
	New Frontlines		Total New Consultants			
	Goal	Actual	Goal	Actual		
	PGV		(Elites) Total Volume		(Elites) Check Amount	
	Goal	Actual	Goal	Actual	Goal	Actual
	New Frontlines		Total New Consultants			
	Goal	Actual	Goal	Actual		
	PGV		(Elites) Total Volume		(Elites) Check Amount	
	Goal	Actual	Goal	Actual	Goal	Actual
	New Frontlines		Total New Consultants			
	Goal	Actual	Goal	Actual		

Daily Activities:

Affirm out loud your Life Cycle Plan 2 times/day

Listen to or read 15 minutes of something positive and motivational daily

Make your daily Prospecting Contacts

Weekly Activities:

(Check Box when complete)

Attended:

Month:	Preview	(Elites) Training	Accountability Call
Week of:			
Week of:			
Week of:			
Week of:			

Attended:

Month	Preview	(Elites) Training	Accountability Call
Week of:			
Week of:			
Week of:			
Week of:			

Attended:

Month:	Preview	(Elites) Training	Accountability Call
Week of:			
Week of:			
Week of:			
Week of:			
Week of:			

Monthly Activities

	(Elites) Team Meeting	Big Event	Accountability Interview
Month:			
Month:			
Month:			

*Accountability Interview Items- Bonus Report, Life Cycle Plan, Business Plan, 90 Day Planner

***Note- An Accountability Call is a weekly call/meeting to go over your weekly Prospecting Numbers. This is usually done with your upline. An Accountability Interview, which is a requirement of the Advanced Leadership "Elite" Teams, is a monthly in depth one on one live meeting with a partner of your choice.

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 the tools listed under "Step 1" of the "Process Flow Chart".
- To count as a "Step 2" your prospect must have seen/viewed/heard one of the tools listed under "Step 2" of the "Process Flow Chart".
- To count as a "Step 3" your prospect must become a Consultant

Weekly Process Tracking

Name _____

Process Step:			ABC		Decision		Sponsored	
Activity	Contacts		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								

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

Activity			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								

The Heart of Prospecting

Why should someone join YOU in business?

When people ask “What do you do” how will you answer?

Example: We are bringing the only Total Wellness Company in the world to (Your Country/area) and are looking for business partners. Nikken is a new kind of company which blends the power of a huge multi-national corporation, the stability of franchising, the earning power of an unlimited residual pay plan and the freedom of working from home. Right now very few people here even know our name, though that will change very quickly. Would you be interested in seeing if what we do is a fit for you?

Why did you get involved in the Nikken Business?
Write our your 2 minute story

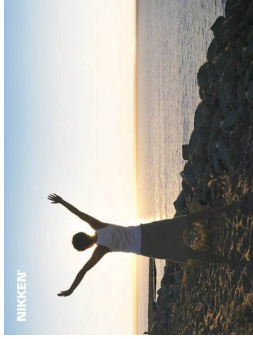
The Prospecting Process

Go to www.Pathfinders.biz and look on "The Process" Page

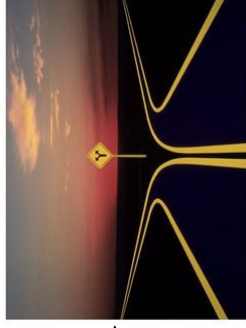
Create Interest



The ABC- Sorting Step 1



Decision Step 2



Get Started Step 3



Reach Out Method "Open The Door"

Tools:

- 1 Minute Story
- Flyer
- Ad
- Business Card
- Web Site

Nikken Overview

E-Tools:

- "Is This For You" video
- "Face To Face Tools":
- Giant Awakens Brochure
- ABC Guide

The Full Picture

Preview Types:

- Attend a Live Preview
- Watch a Preview Webcast
- Watch a Preview DVD

Big Picture Events:

- Convention
- Field Events

Sponsoring Steps:

- Download and complete the "Getting Started Guide" from www.Pathfinders.biz

Offer it like a Gift!



Have Fun!



Help People!



Silver Action Plan

Achieve A20,000 PGV in a single month

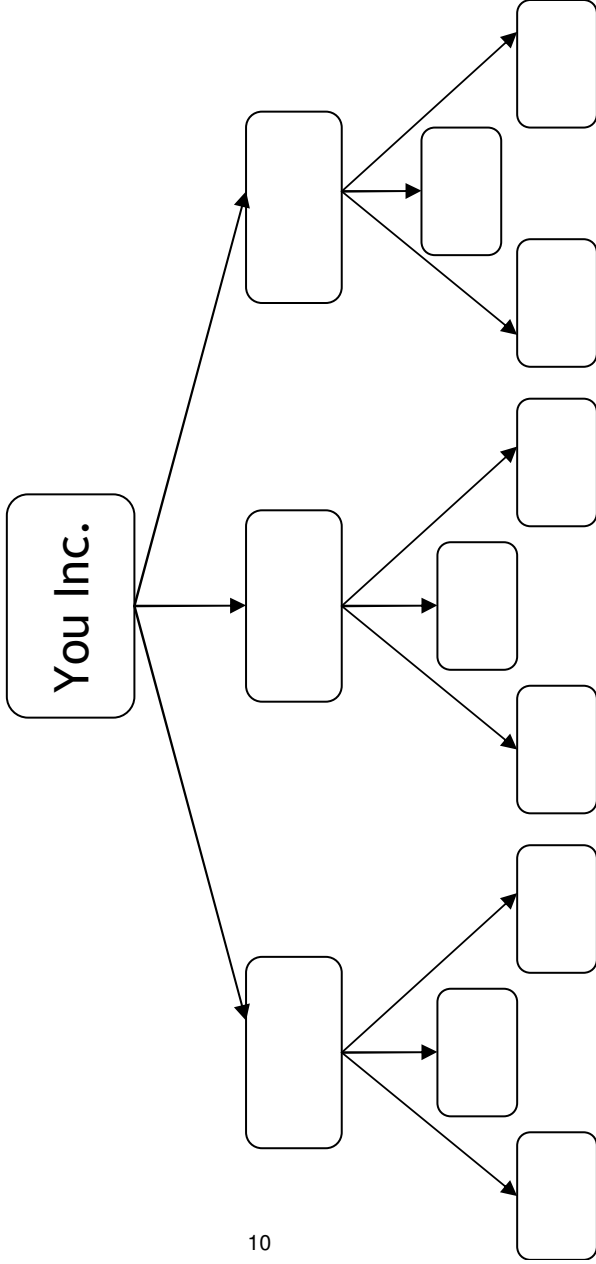
- Develop and retain three directly sponsored Senior (or above) legs.
- Attend Humans Being More/Business Fundamentals training

OR

“Rolling Silver”

Achieve 25,000 PGV over a period of two (2) to four (4) consecutive months.

- Achieve at least 100 PV & 3,000 PGV each month during multi-month qualification period.
- Develop a minimum of three (3) first level Seniors (or above) and have at least six (6) Seniors (or above) in the personal group of which at least three (3) must achieve Senior rank within the multi-month qualification period.
- Attend Humans Being More Training



Rolling PGV Total

Month 1: _____
 Month 2: _____
 Month 3: _____
 Month 4: _____
 Total: _____

“I will be Silver by _____”

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:

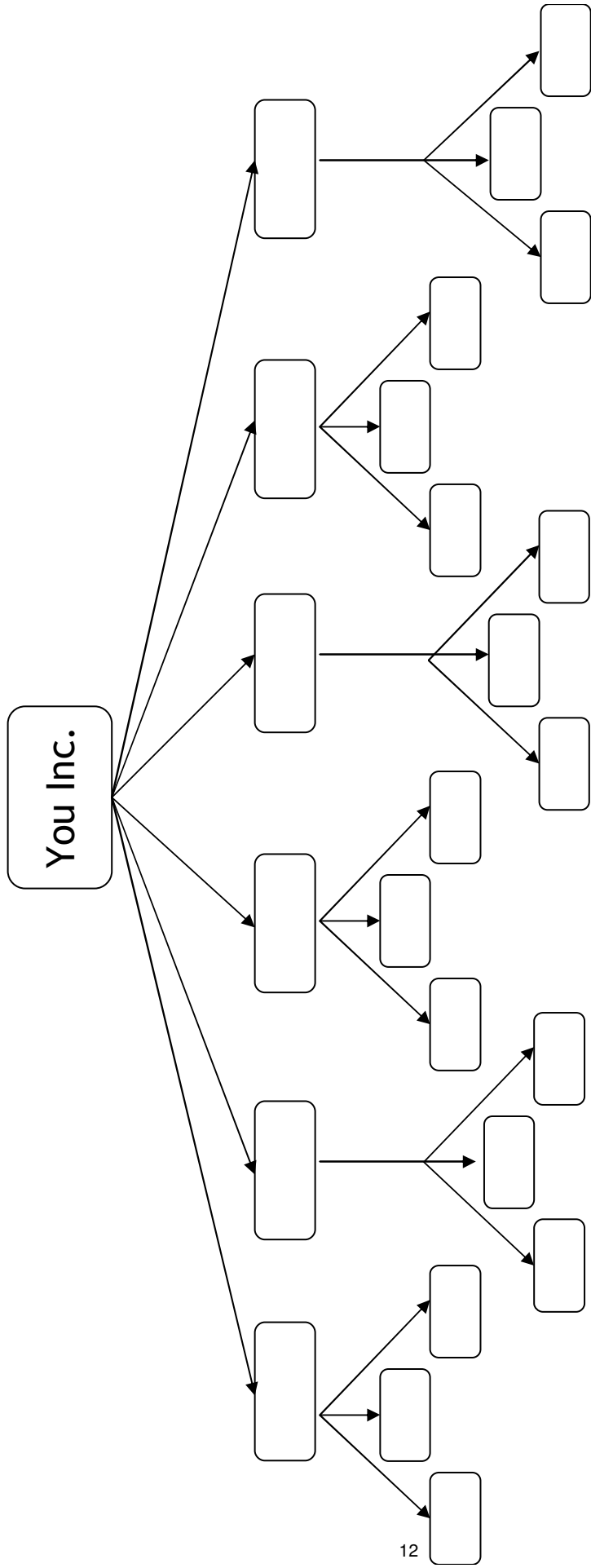
1. They consistently prospect, recruit and sponsor independently.
2. They use the Nikken products.
3. They attend events.
4. They have a positive attitude.
5. They consistently qualify.

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



“Elite Team” Support Page

Note- To participate in the Elite Team Program you must first be recommended for an interview and then successfully pass the interview process. If you would like to be considered for this, contact your upline Diamond or a successful leader involved with the Elite Teams Program.

There is a place in Nikken for everyone! You can be any level you want for as long as you like. For this team of leaders, that is not enough... This is a special group of committed Nikken Consultants who will build a successful Nikken Career and achieve a six-figure income in 12 months. (\$10,000/month) They will receive special coaching and recognition and be pointed to as examples of how to build a successful Nikken Business.

This is a listing of the requirements for participation in the “Elite Teams” Concept. Members have successfully passed an interview from a qualified leader and have agreed to meet the following criteria.

If below Silver- Go Silver within 90 Days or meet the goal set in the interview.

*** Note- If you are below Silver you are an interim team member based upon your reaching Silver

If above Silver- Meet your rank advancement goal set in your interview

Team Requirements

- Have and use a daily planner
- Be on Autoship and have one of the Business Builders Packs
- Attend Humans Being More within 60 days of acceptance
- 15 Minutes Per day of Personal Development- “Lead the Field” by Earl Nightingale is recommended
- Make a Business Plan- 1 Year for Above Silver, 90 Day Silver Plan for below
- Verbally affirm your Life Cycle Plan 2 times per day
- Your area should have at least 1 Preview and 1 Training per week. You must attend at least one
- Participate & contribute in some way in the events
- Attend a monthly Elite Team Meeting in your area
- Meet monthly with your accountability partner. Bring the following: Life Cycle Plan, Business Plan, 90 Day Planner and a copy of your Bonus Report.
- Form and participate in a “Mastermind” group(if required in your interview)

Listen to or read the following:

- “See You at The Top” by Zig Ziglar
- “The Power of Positive Thinking” by Norman Vincent Peal
- “Excuses Be Gone” by Wayne Dyer
- “The Power of Teamwork” by The Blue Angels
- “Think and Grow Rich” by Napoleon Hill