

# Building Your Royal Diamond Team

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 "Royal Diamond Team Tracking" we have set up what you need to reach the top of Nikken. Your task is to find at least one Leader on each of the six teams who is dedicated to reaching the level of Platinum or above, and then help them build their teams. Place their name in the appropriate box, and help them fill the boxes beneath them! (You can also do it with three in three separate legs that are committed to Diamond or above.)

When you have your six Platinum Teams, or 3 Diamond Teams, you are a Royal Diamond!

## Here are some characteristics of these Leaders:

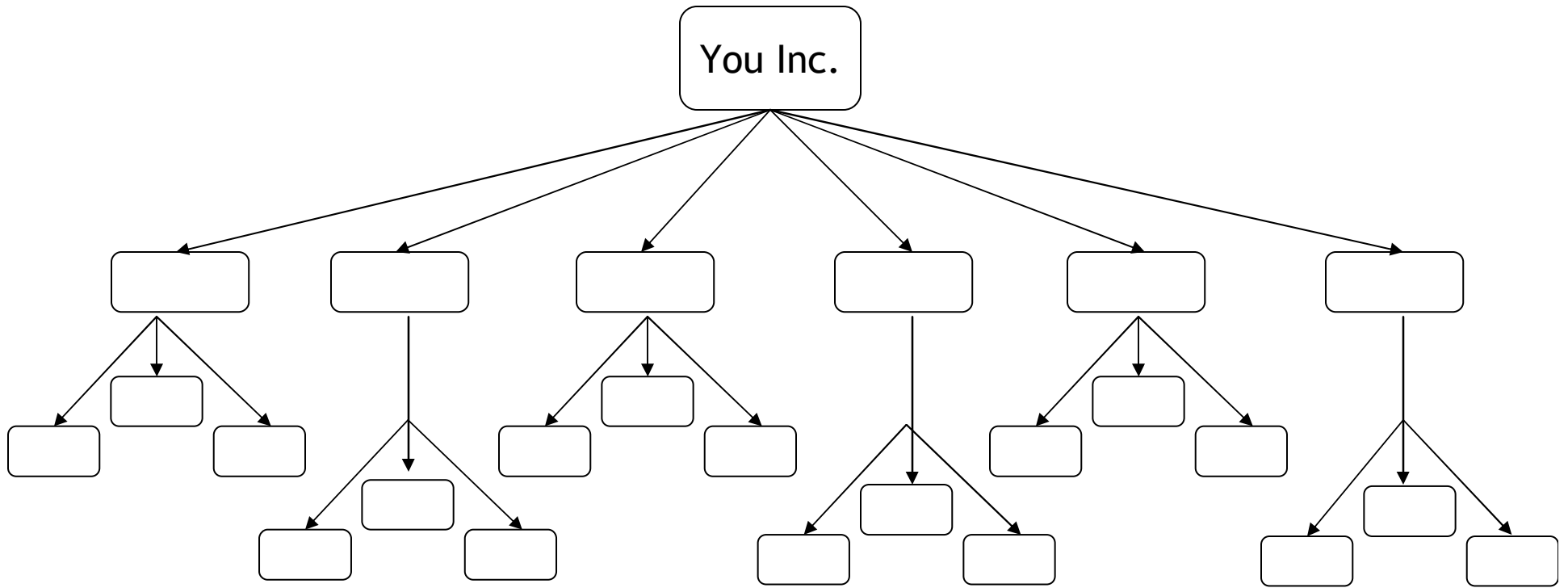
1. They consistently prospect, recruit and sponsor independently.
2. They use the Nikken products.
3. They attend events.
4. They have a positive attitude.
5. They consistently qualify.

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 Royal Diamond Team Tracking



Note: You can use ranks instead of names in the boxes. For example, you can use **S** or Joe Smith interchangeably for a Silver Leg.