

# 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.

### Table of Contents

Events Calendar	Page 2
What Successful Consultants Do	Page 3
Benchmarks	Page 4
Quarterly Goal Setting	Page 4
Monthly Activities	Page 5
Weekly Activities Tracking	Page 6
Weekly Prospecting Process Tracking	Page 7
Why Should Someone Join You in Business & “What Do You Do”	Page 8
Your Nikken Story	Page 9
Prospecting Process Flow Chart	Page 10
Prospect Contact List	Page 11
Silver Action Plan	Page 12
Building Your Platinum Team	Page 13

Name: \_\_\_\_\_

If you are a new Consultant, before you complete this document, go to the [www.Pathfinders.biz](http://www.Pathfinders.biz) “Getting Started” page and complete the “Getting Started Guide”.

# Nikken Events Calendar

## December

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	28	28	29	30	31	

## January

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					

## 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				

### Events Color Coding:

9 PM Central Pathfinders Program Call 

7 PM Central Nikken Business Overview "Worldwide Preview" 

Pathfinders Summit 

### 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:

# 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**, 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!!!**

- Less than 10% directly related to your efforts
- 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:

	<b>PGV</b>		<b>New Frontlines</b>		<b>Total New Consultants</b>	
	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>
Advanced → Goals	<b>Total Volume</b>		<b>Check Amount</b>			
	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>		
	<b>PGV</b>		<b>New Frontlines</b>		<b>Total New Consultants</b>	
	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>
Advanced → Goals	<b>Total Volume</b>		<b>Check Amount</b>			
	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>		
	<b>PGV</b>		<b>New Frontlines</b>		<b>Total New Consultants</b>	
	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>
Advanced → Goals	<b>Total Volume</b>		<b>Check Amount</b>			
	<b>Goal</b>	<b>Actual</b>	<b>Goal</b>	<b>Actual</b>		

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:		

\*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:								
<b>4 Week Total</b>								

		Contacts		ABC		Decision		Sponsored	
		Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual
Week of:									
Week of:									
Week of:									
Week of:									
<b>4 Week Total</b>									

		Contacts		ABC		Decision		Sponsored	
Activity		Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual
Week of:									
Week of:									
Week of:									
Week of:									
Week of:									
<b>5 Week Total</b>									
<b>Quarter Totals</b>									

# 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

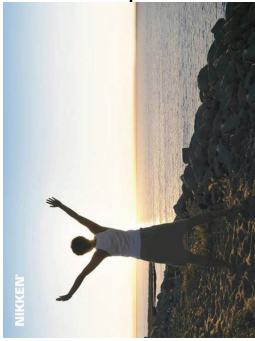
# The Prospecting Process

Go to [www.Pathfinders.biz](http://www.Pathfinders.biz) and look on "The Process" Page

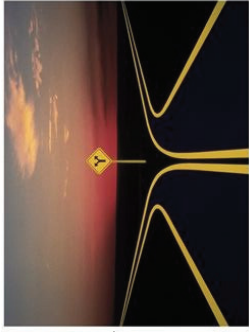
## Create Interest



## 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:

- Freedom 2015 CD
- "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](http://www.Pathfinders.biz)

## Have Fun!



## Offer it like a Gift!



## Help People!



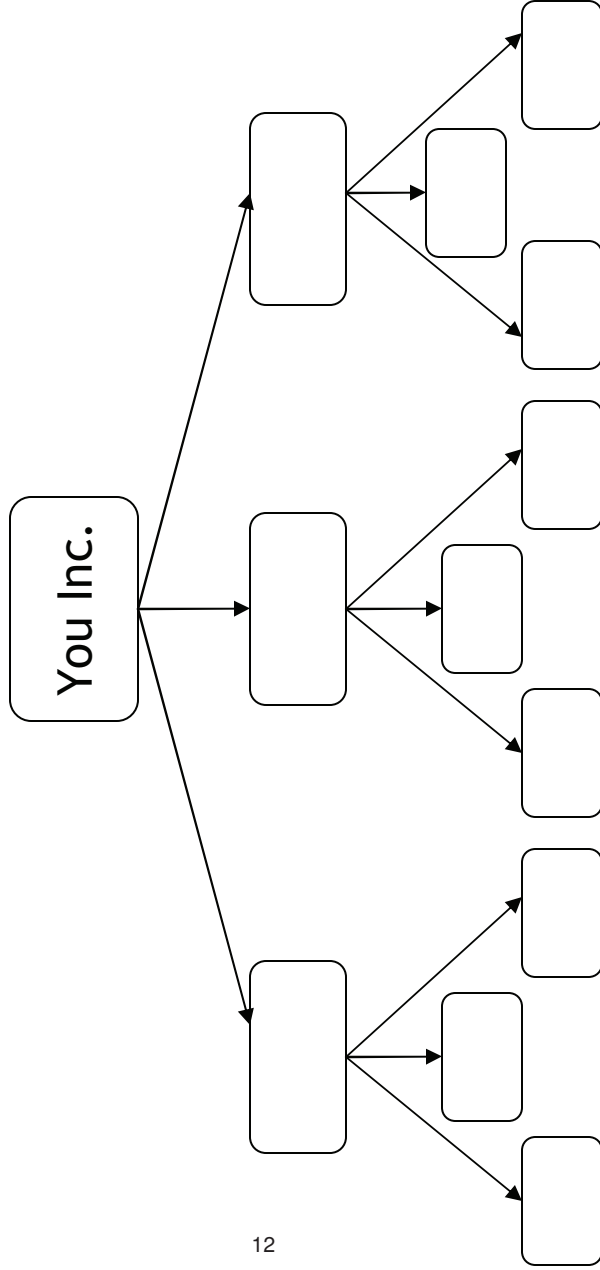


# Silver Action Plan

## Achieve 20,000 PGV in a single month

OR

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



## “Rolling Silver”

Achieve A25,000 Personal Group Volume over a period of two (2) to four (4) consecutive months.

- Achieve at least A100 PV 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 a Humans Being More & Business Fundamentals training (see Note 3 on p. 22).

- At Nikken’s discretion, certain activities (e.g. Seniors (up to three), Humans Being More & Business Fundamentals training, etc.) may roll forward for qualification purposes.

### 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

