

Getting Started



**“What successful Nikken Consultants do to begin...
And why they do it!**

What Is Your “Why”

- What is your reason for beginning a Nikken Career
- Your “Why” is the fuel that will set these events in motion



The more personal and powerful your “Why”, the faster you will grow

What Type of Business Do You Want?

What kind of business income would you develop?

- Part time Income \$500 + a month
- Secondary Income \$2000 + a month
- Primary Income \$5000 + a month

I will begin my business at the following level: _____

Key Point:

- Treat Nikken like a hobby it pays like a hobby
- Treat it like a business it will pay like a business



Pillar 1



Become a Consultant & Set Up Your E-Tools

- **Fill out an application**
- **Upgrade to Advanced eNikken (\$10/month)**
 - Track your volume/organization and take advantage of the 3% ordering discount
- **Set up your Personal Web Page (\$14.95/month)**
 - Allows you to message to prospects about our company and technologies
 - Prospects can sign up and order for themselves
 - Give you a 24 hour business presence

Note- These have a monthly charge because they are optional tools for business builders



GOOD Business Start

Nikken® Discover it. Live it.



Business Starter Pack



Business Starter Pack #4062/4063 (US/CN)

PV = 512 Points & CV = 468

WHOLESALE: \$ 512.00

RETAIL : \$ 699.95

Day Time Energy:

MagStep/Stride Combo [No Item Code] **(\$99.20)**
 Kenko "back" Flex [#1447] **(\$72.00)**



Revitalization:

PowerMag [#23151] **(\$219.00)**



Relaxation:

Kenko Seat Plus King [#1409] **(\$112.00)**



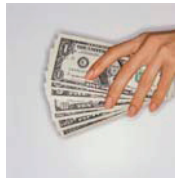
Jewelry:

Power Band Wrist-Lg [#19081] **(\$30.00)**



Autoship Component:

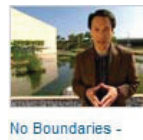
- One \$25.00 Autoship Credit
- \$25.00 Value: FREE**



Business Tools:

- 10 Catalogs [#9319]-**(\$20.00)**
- 5 No Boundaries DVDs [#9374]-**(\$10.00)**

\$35.00 Value: FREE



Autoship Credits ONLY Available within 1st 90 Days of Membership!

PACK BENEFITS:

- Saves **\$187.00** off Retail
- Saves **\$60.00** off Wholesale
- One month **\$25.00** Autoship Credit
 [Autoship must start within 90 days of pack order]
- 5 No Boundaries DVDs--a \$10.00 Value for FREE
- 10 Nikken Catalogs--a \$20.00 Value for FREE



Total Pack Priced at: ---



\$ 512.00

Add these items to round out your Business Starter Pack



KenkoTherm Knee & Ankle Wrap
 #1834 \$ 25.00

#1831 \$ 21.00

CM Cream & Samples
 #1506 \$ 24.64
 #15515 \$ 10.00

Gold or Silver Necklace
 #19098 or #19097 \$ 110.00

Power Patches
 #1456 \$ 39.20

Shower System
 #1383 \$ 96.00



BETTER Business Start

Nikken® Discover it. Live it. Business Builder Pack



McTerry's Creating Balance, Inc. ©; 15 Nov 2010



Business Builder Pack #4064/4065 (US/CN)

PV = 1,672 Points & CV = 1,446.28

US WHOLESALE: \$ 1,672.00

US RETAIL : \$ 2,600.00

Day Time Energy:

- MagStep/Stride Combo [No Item Code] (\$99.20)
- Kenko "back" Flex [#1447] (\$72.00)
- Power Band Wrist-Lg [#19081] (\$30.00)



Revitalization & Relaxation:

- PowerMag [#23151] (\$219.00)
- KenkoSeat Plus[#1409] (\$112.00)



Environment:

- Aqua Pour [#1360] (\$239.00)



Demonstration Pack:



Value \$1,290

TOTAL Pack Price:

\$1,672.00



Autoship & Business Tools:

- Three \$25.00 Monthly Credits
\$ 75.00 Value: FREE
- **10 FREE** Catalogs (\$20.00 Value)
- **5 FREE** No Boundaries DVDs (\$10.00)
- **FREE HBMT Scholarship(s)**



Autoship Credits ONLY Available within 1st 90 Days of Membership!

PACK BENEFITS:

- **Saves nearly \$ 1,000.00 off Retail &**
- **Saves up to \$ 900.00 off Wholesale** [with HBMT savings]
- **3 Months of \$25.00 Credits** toward future Autoship Orders
[Autoship must be started within 90 days of pack order]
- **FREE Catalogs & DVDs--a \$30.00 Value for FREE**

Possible 2 HBMT Scholarships FREE [Go Senior in 1st 60 days]

Demonstration Pack Includes:

- Kenko Naturest™ Demo Topper
- Kenko Naturest™ Custom Pillow
- Kenko™ Dream Comforter (Twin)
- Magboy® & MagCreator
- Magna Viewer & Magna Sensor
- *Nikken Rollout* DVD
- *Seeing is Believing* DVD
- Demo Pack carrying bag

Add these items to round out your Business Builder Pack



KenkoTherm Knee & Ankle Wrap

#1834

\$ 25.00

#1831

\$ 21.00

CM Cream & Samples

#1506

\$ 24.64

#15515

\$ 10.00

Gold or Silver Necklace

#19098 or #19097

\$ 110.00

Power Patches

#1456

\$ 39.20

Shower System

#1383

\$ 96.00



BEST Business Start

Nikken® Discover it. Live it. Business Professional Pack



McTerry's Creating Balance, Inc. ©; 15 Nov 2010

Business Professional Pack #4066/4067 (US/CN)

PV = 2,498.60 Points & CV = about 2,120.40

US WHOLESALE: \$ 2,498.60

US RETAIL : \$ 3,670.40

Day Time Energy:

- 3 MagSteps & 3 MagStrides (\$297.60)
- Kenko "back" Flex [#1447] (\$72.00)
- Power Band Wrist-Lg [#19081] (\$30.00)



Revitalization & Relaxation:

- PowerMag [#23151] (\$219.00)
- Kenko Seat Plus [#1409] (\$112.00)

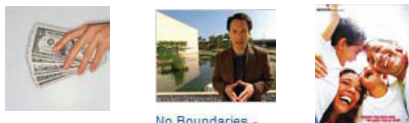


Environment:

- Aqua Pour [#1360] (\$239.00)
- Air Power5 Pro [#1438] (\$599.00)
- 2 Kenko™ Lights [#1299] (\$175.00ea)



- Six \$25.00 Autoship Credits
\$150.00 Value: FREE
- 20 **FREE** Catalogs (\$40 Value)
- 10 **FREE** No Boundaries DVDs (\$20)
- **FREE HBMT Scholarship(s)**



Total Pack Price:

\$2,498.60



includes the DEMONSTRATION PACK*

Demonstration Pack Includes:

- Kenko Naturest™ Demo Topper
- Kenko Naturest™ Custom Pillow
- Kenko™ Dream Comforter (Twin)
- Magboy® & MagCreator
- Magna Viewer & Sensor
- Seeing is Believing DVD
- Nikken Rollout DV
- Demo Pack carry bag



Autoship Credits ONLY Available within 1st 90 Days of Membership!

PACK BENEFITS:

- **Saves nearly \$1,200.00 off Retail &**
- **Saves up to \$ 1,300.00 off Wholesale** [with HBMT savings]
- **SIX months of \$25.00 Credits for future Autoship Orders**
[Autoship must be started within 90 days of pack order]
- **FREE Catalogs & DVDs—a \$60.00 Value for FREE**

Possible 2 HBMT Scholarships FREE [Go Senior in 1st 60 days]

Optional: Add Naturest Sleep System Pack & Certify Your Wellness Home
[Additional cost determined by Sleep System Pack Selected]
(See Price List for Pack Order Numbers and SAVE 10% More)



ADD YOUR PERSONAL SLEEP SYSTEM TO CREATE YOUR CERTIFIED WELLNESS HOME
See Price List for Sleep Pack Order Numbers
[Saves an additional 10%--Prices dependent on size of Sleep System]

- Naturest Topper: Twin, Full, Qn, King or Cal King
- Dream Comforter: Twin, Queen or King
Select weight: DREAM or DREAM LIGHT
- Kenko Custom Naturest Pillow(s)

Add these items to round out your Business Professional Pack



KenkoTherm Knee & Ankle Wrap
#1834 \$ 25.00
#1831 \$ 21.00



CM Cream & Samples
#1506 \$ 24.64
#15515 \$ 10.00



Gold or Silver Necklace
#19098 or #19097 \$ 110.00



Power Patches
#1456 \$ 39.20



Shower System
#1383 \$ 96.00

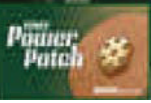


Consultant Information

Become a Member of the ONLY Total Wellness Company in the World

Become a Wellness Consultant: **ONLY \$35.00 + Tax & \$10.00 Shipping**

[Includes a FREE Packet of Kenko Power Patches (10 Each)]



Name _____ Social Security # _____

Name _____ Social Security # _____

Home Phone _____ Work Phone _____ Email _____

Mailing Address _____ City _____ State _____ Zip _____

Credit Card _____ Verif. Code _____ Exp. Date _____

I want to take advantage of autoship to receive my nutritional supplements automatically each month and save an extra 10% off orders over 100 points.

I understand I can cancel or change my autoship at any time. **YES NO** (please circle)

Signed _____ Date _____



Monthly Bone Health Pack; Item # 4272

\$120.60



Select Your Wellness Products for Autoship [Circle your selection]

OrganicJadeGreen

CIAGAv Juice

Mega Daily 4

Omega Green+DHA

Digestion 4-20

Immunity



\$29.70 to \$36.90



\$71.10



\$32.40



\$35.10



\$32.40



\$25.34

CORE NUTRITIONALS for Basic Wellness Needs

Lactoferrin™

OsteoDenx™

CalDenx™

Joint

Mental Clarity

Liver

Body Balance



\$43.20



\$54.00



\$23.40



\$31.68



\$27.88



\$22.18



\$44.64 ea.

Prices shown are Autoship prices with an additional 10% discount when the order exceeds 100 Personal volume Point



Nikken® Discover it. Live it.

Bone Health Business Pack



Bone Health Business Pack #4272/4672 (US/CN)

PV = 660 Points; CV 539 points

WHOLESALE: \$ 603.00

RETAIL : \$ 840.00

OsteoDenX: #15583 (\$60.00 ea box)



Lactoferrin: #15581 (\$48.00 ea box)



CalDenX: #15584 (\$33.00 ea)



OsteoDenx™ is a revolutionary formula to help maintain strong, healthy bones for life. With aging, bone tissue is lost and the skeletal structure can become dangerously weakened. OsteoDenx helps prevent or reverse this in a unique way. It is not a nutritional supplement or a prescription osteo drug. It is the **ONLY** product with a patented system, [Syno-portin technology] that supports natural bone tissue growth. It literally helps rebuild bone density.* Everyone needs to make OsteoDenx part of their daily routine of replenishment for strong bones and joints, preservation of cartilage and maintenance of essential minerals. **5 months supply in the pack.**

Lactoferrin Gold 1.8™ [the gold standard] is a natural material that forms the basis for living things and is vital for health. Although it is normally supplied in our diet through dairy products, we do not receive the daily lactoferrin that is supposedly present in these high-fat, lactose-containing foods. Lactoferrin Gold 1.8™ helps the body absorb the nutrients it needs. A natural prebiotic, it supports the growth of beneficial bacteria and as a probiotic, helps eliminate bad or non-beneficial bacteria.* Produced via specialized, precision techniques, Lactoferrin Gold 1.8™ is the **only** premium, **ultra-pure** form of lactoferrin now available. **5 month's supply in the pack.**

CalDenX™: Optimum calcium for bone health! CalDenX™ supports the maintenance of healthy bones.* It provides nutritional support that offers calcium, vitamin D and magnesium to aid in calcium absorption and metabolism, as well as boron and folate.* In combination with Nikken's OsteoDenx, CalDenx can be part of a daily regimen to defend and maintain skeletal integrity CalDenx is designed to work best, in synergy with Nikken's OsteoDenX. **5 month's supply included in pack.**

PACK BENEFITS:

- Saves **\$237.00** off Retail Prices &
- Saves **\$67.00** off Wholesale Prices
- Provides a 5 month's supply to use or share
- Optimal program to generate extra income

Promotes strong, healthy bones and natural probiotic benefits. The pack contains 5 OsteoDenx™, 5 CalDenX™, 5 Lactoferrin Gold 1.8™ & 10 Bone Brochures.



5 Month's Supply

These statements have not been evaluated by the Food & Drug Administration. They are not intended to diagnose, treat, cure or prevent any disease

Income Generated by the Power of Duplication: Everyone adds 1 new person a month.

@ 6%						@ 6%					
		100 PV Autoship		Bone Health Pack				100 PV Autoship		Bone Health Pack	
o.	#s	Volume	Check	Volume	Check	MO	#s	Volume	Check	Volume	Check
1	2	200	\$ 12.00	1,068	\$ 64.00	7	128	12,800	\$786.00	34,176	\$2,050.00
2	4	400	\$ 24.00	1,068	\$ 64.00	8	256	25,600	\$1,536.00	68,352	\$4,101.00
3	8	800	\$ 48.00	2,136	\$128.00	9	512	51,200	\$3,072.00	136,704	\$8,202.00
4	16	1,600	\$ 96.00	4,272	\$254.00	10	1,024	102,400	\$6,144.00	273,408	\$16,404.00
5	32	3,200	\$192.00	8,544	\$512.00	11	2,048	204,800	\$12,288.00	546,816	\$32,808.00
6	64	6,400	\$384.00	17,088	\$1,025.00	12	4,096	409,600	\$24,576.00	1,093,632	\$65,617.00



Pillar 2

Product Ordering- Begin Your Wellness Home!

Why Order The Products?

- Products to use yourself, products to show others & business duplication
- Your health IS our product and these products are an investment in your life!

Recommended Business Builders Tools:

1. **Good-Starter Pack** \$512 (save \$60 + up to \$25 Autoship Credit)
2. **Better-Builder Pack** \$1672 (save \$512 + up to \$75 Autoship Credit)
3. **Best- Professional Pack** \$2498 (save \$960 + up to \$150 Autoship Credit)

Pack Advantages

- Large Discount over purchasing them separately
- Best for duplication
- You can allow your organization to take advantage of the Power Launch Bonus
- 100% Tax Deductible



Pillar 3

Pillar 3. AUTOSHIP- Your Residual Income Vehicle

Why Autoship?

- A great way to take advantage of these great products at a 10% discount
- Autoship IS our salary

Recommended Initial Autoship:

Best: Mega Daily 4, Jade Greenzymes, CIAGA, & your specific needs.

Better: Mega Daily 4, Jade Greenzymes, CIAGA

Good: Pick one that meets a need and start from there

Key Point:

- 90% of people on Autoship have it paid for within one year.
- 90% of people not on Autoship are out within one year



Pillar 4

Attend the First Possible Humans Being More

Why Go?

- To develop your Why and what you want in life which will fuel your business activity
- To harvest the “people power” of you and your team
- There is a proven and dramatic business impact from attending (especially with a team)

Key Point:

It is hard to get what you want if you do not have 2 things:

1. Know what it is you want
2. Have a plan to get there

HBMT
Humans Being More Training



Pillar 5

Build Your “100 List” Ready.... Set... GO!

- The first 4 Pillars are to connect and equip you
- This step is active and is the difference between a product user and a business builder.

Key Points:

- Do not pre-judge
- Think “who do I want” vs. what you think you can get
- Pick people who you enjoy being around, are positive, friendly, honest and want a better life/health.
- Offer it like a gift not beg it like a favor



What is Next

Meet with your active upline to go over and fill out your 90 Day Planner to launch your business:

- Set up your “Smart Book”
- Know where and when your events are
- Create your goals
- Learn how to make contacts and what tools are the most efficient
- Develop your “Catch Phrase”
- Understand your Silver Plan

