

NIKKEN[®] Discover it. Live it.

90-DAY PLANNER

Your rhythm success plan



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Rhythm is defined as movement or variation marked by the regular recurrence or flow of related elements. There is a natural rhythm in our lives, in nature and in our business activities.

The natural rhythm of a Nikken business is based upon a recurring series of 90-day plans. You establish your rhythm by setting short-term goals, planning your daily, weekly and monthly activities and then repeating this successful cycle all over again to eventually achieve your long-term goals.

The Rhythm of Your Business is designed to help you focus, motivate and organize your team, so you can manage your business more efficiently and effectively. A great tool in making this happen is the Nikken 90-day Planner. Use it to define your goals, identify the key areas to focus on, and monitor your progress in achieving your objectives. You then can build a Nikken business based on business partners and retail customers. Build a rhythm with your team and hold an event every 90 days — to celebrate the achievements of the previous cycle and to plan your activities for the next 90.

The Nikken Business Model

Two key components comprise the Nikken Business Model:

- Recruiting (developing an organization)
- Retailing (acquiring and servicing customers and Members)

The Recruiting component is designed to maximize business growth and compensation. It involves establishing six key frontline partners — people who each want to develop their own Nikken business. Keep in mind that you may need to sponsor several people in order to find your six frontline partners.

The Retailing component is important for ensuring steady growth. Remember that not everyone you approach will want to establish a Nikken business, but many of them have the potential to become great customers. Set a goal to develop five Wellness Home customers. Their regular use of Nikken products through Autoship will help create consistent monthly volume. Any retail customer can become a Nikken Member for a low annual fee of \$12.95. Nikken Members receive an automatic 15% savings on all retail product orders.

These two components combined are the basis for success with Nikken. As you assist your key partners to duplicate this model, you will build a business that generates the freedom — and prosperity — you desire.

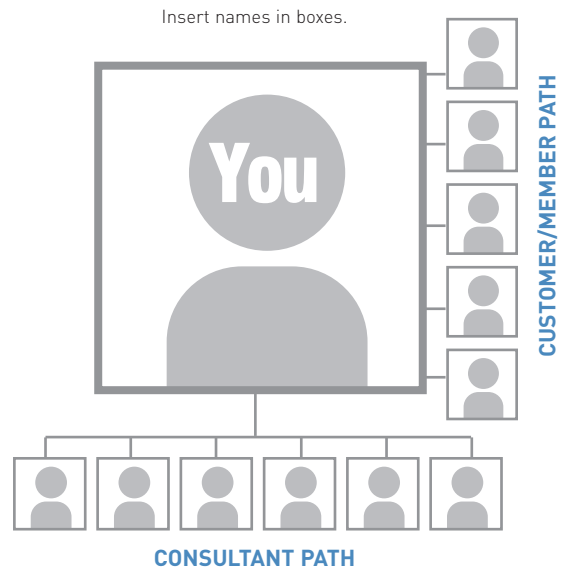
How to Use Your Planner for Success

It starts with you! Lead by example and complete your Nikken Business Model to encourage your key partners to do the same. Through strategic planning and a proactive approach, your business can be completely transformed in the next 90 days.

Fill out each section of the 90-Day Planner, and then review it with a coach or mentor. Remember, once you complete your goal setting and planning, you must take action to see the results. Set a goal to complete your Nikken Business Model before the Rhythm, and you will be one step closer to achieving success with Nikken!

Step 1: Establish Your Current Nikken Business Model

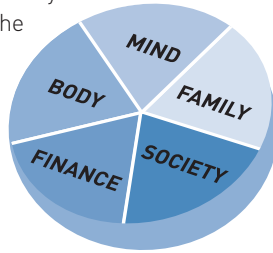
Fill in the names of your KEY partners and clients. Your Nikken Business Model may begin with very few names, or it may fill up quickly as you review your contact list. Either way, this will provide a VERY clear visual of what you need to work on over the next 90 days.



Congratulations on establishing your Nikken Business Model! Now, take a moment and visualize each empty box with a new name before the next Rhythm Event. Imagine how it will feel to achieve your goal — when each of your six key partners attend the next Rhythm Event, set their own 90-Day Goals and complete their Nikken Business Model.

Step 2: Set Your 5 Pillars Goals

The Nikken philosophy of total wellness rests on the 5 Pillars of Health™ and is achieved by creating balance in relation to the five areas. Now it's time to evaluate your life in relation to the 5 Pillars. Where do you currently stand? Where would you like to be in the next 6 months?



Rate yourself on a scale of 1 to 10, with 10 being ideal. Be honest with yourself!

	Today
Healthy Body	_____
Healthy Mind	_____
Healthy Family	_____
Healthy Society	_____
Healthy Finances	_____

Step 3: Set 90-Day Business Goals

It is important to set your goal and create an action plan in relation to each of the 5 Pillars. For example, use your Nikken Wellness Home products and exercise routines to achieve improved health. Because you are also building a business, it is important to be very clear in your rhythm goal setting regarding your business. The business goal section is divided into three categories: 90-Day Goals, Monthly Goals and Weekly Goals. This will help focus your efforts while providing a clear idea of the big picture. Follow the instructions below for setting your 90-Day Goals.

Rank Advancement

Set your goal for the rank you will attain by the end of the Quarter. Circle your NEW rank:

Senior Executive Bronze Silver Gold Platinum Diamond Royal Diamond

Nikken University

Indicate the Nikken University courses you plan to attend over the next Quarter.

Humans Being More/
Business Fundamentals Training Advanced Leadership & Communication Nikken MBA

Other Advancements/Awards

Circle the awards and programs you intend to qualify for over the next 90 days:

Business 21 Club Paragon Award Watanabe Leadership Team
Wellness Home 21 Club 60K Club Auto/Home Program President's Club

Step 4: Break Down Your Monthly Business Goals

Now that you have taken the time to create your 90-Day Goals, let's break down each month over the next 90 days. This is an important exercise for many reasons. First and foremost, your overall MONTHLY volume will determine how little — or how much — you earn. Remember, if you take the time to define your goals, so will your business partners!

	PERSONAL VOLUME		PERSONAL GROUP VOLUME		6% LEADERSHIP VOLUME		TOTAL MONTHLY EARNINGS	
	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
Month of _____								
Month of _____								
Month of _____								

	NEW AUTOSHIP ACCOUNTS		NEW MEMBERS		NEW FRONTLINE BUSINESS PARTNERS	
	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
Month of _____						
Month of _____						
Month of _____						

Step 5: Weekly Goals

ACTIVITY/ PROCESS	CONTACTS		ABCs		BUSINESS OVERVIEW		WELLNESS HOME OVERVIEW		BUSINESS PLAN OVERVIEW/FOLLOW UP	
	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
Example 1	18	15	10	9	6	7	6	7	6	2
Week 1										
Week 2										
Week 3										
Week 4										
Week 5										
Week 6										
Week 7										
Week 8										
Week 9										
Week 10										
Week 11										
Week 12										
Week 13										

Activity Equals Results

Now that you have taken the time to set your monthly goals, break down each week for the next three months. Mapping out every week over the next three months will help you plan for the long term, while revealing exactly what you need to do on a week-to-week basis to achieve your Weekly, Monthly and 90-Day sales goals.

Step 5: Weekly Goals (continued)

RESULTS	NEW CONSULTANTS (MIN. WITH A BUSINESS PACK)		NEW MEMBERS (MIN. 100 PTS)		REFERRALS	
	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
Example 1	2	1	2	2		
Week 1						
Week 2						
Week 3						
Week 4						
Week 5						
Week 6						
Week 7						
Week 8						
Week 9						
Week 10						
Week 11						
Week 12						
Week 13						

Corporate Conference Calls

Designed to provide strategic support for all three dimensions of business building, Corporate Conference Calls are held the first three Wednesdays of each month.

Log onto myNikken.com and click on the "Events" tab, then select "Conference Calls" for instructions on how to participate in upcoming calls, as well as to listen to recordings of recent calls.

Create Your 90-Day Calendar

Now that you have set your Rhythm, Monthly and Weekly Goals, create your 90-Day Calendar. List the weekly and monthly events in your area. This calendar will help you stay on track over the next 90 days.

	NEXT 30 DAYS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Month:	Week 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	NEXT 30 DAYS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Month:	Week 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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	Week 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Week 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

STATEMENT OF INTENT

I am committed to achieving the goals I have set in my 90-Day Plan.

Signature: _____ Coach Signature: _____

PRESIDENT'S CLUB MEMBER

I am committed to becoming a member of the President's Club by _____ (date).

Signature: _____ Coach Signature: _____



Tools available to you – in person or online

Use our professional expertise to accelerate your Nikken business!

NIKKEN UNIVERSITY

Nikken University provides the most up-to-date and comprehensive training program in the industry. No other company offers such a complete curriculum for supporting your personal and professional growth, at every level.

Product training

Successful Consultants know that being educated in Nikken products and continually refreshing that knowledge can make a difference in personal success.

That is the idea behind the important Product Training section, developed to help you and your organization improve and increase your overall product knowledge.

Business training

For the inside track on how to build a successful Nikken business, look no further than the Nikken leaders who are already excelling at every level.

From them you can learn powerful basics such as how to approach new people, how to invite them to partner with you, how to conduct effective one-on-one meetings and more and take your Nikken business to the next level.

Humans Being More



Humans Being More/Business Fundamentals helps you to understand yourself — to define your needs and values — and shows you how to achieve precisely those goals that are important to you.

For more than 25 years, hundreds of thousands of people worldwide have experienced the profound transformation made possible through Humans Being More training. More than 99% of attendees say they would recommend the course to others. It is a fantastic experience!

To learn more about these programs or register for training, visit www.NikkenU.com.

“Humans Being More has made me believe in myself and feel that I can do anything I set my mind to.”

—Kimberley Morrow, New York

“I saw the barriers between me and my goals as obstacles I can overcome.”

—Barbara Raines, California

“Humans Being More helped me feel focused, stronger, more committed.”

—John Blosmo, South Dakota

“It lived up to all my expectations and then some. I highly encourage anyone to go.”

—David Green, Arkansas

