

W O R K B O O K



The
**WELLNESS
TRAK™**

*A guidance system for
aligning with success and
creating a meaningful life*

▶ Consultant Name



▶ WELCOME to the Alignment Phase!

Congratulations for completing the Evaluation Phase of our Partnering Process. By now, you have validated the Business, Products and Plan. Within this process, you have been inspired to make Nikken an integral part of your wellness experience. Making a solid decision to build a Wellness Business with Nikken leads you into the Alignment Phase, which is designed to help you **get started** in the most professional, clear and successful way. The Wellness Trak Workbook is your guide to completing the Alignment Phase and preparing for your launch.

Once completed, ideally within 2-7 days, you will have *experienced* the entire Partnering Process (Evaluation and Alignment Phases) and be ready to lead others through it. Your 'guidance system' also includes the **first** Trak of the Wellness Trak System: The New Partner Trak. It provides all the needed education and tools to facilitate your understanding and *application* of The Partnering Process for building your **90 Day Personal Success Story** ... "break through" Silver within 30-90 days.

I : Aligning your Purpose (pg 2-3)

- Your Why - Building your Personal Success Story
- Humans Being More
- Your 5 Pillars of Health Goals

Modules that you will refer to throughout the Wellness Trak Workbook



II : Aligning your Vision (pg 3-4)

- A Worthy Vision – Royal Diamond Business
- SIXPLUS500 duplicated through SIX Generations
- Consultant, Partner, or Core Partner – Which are you?

III : Aligning with desired Results (pg 4-5)

- Your 1st, 3rd and 5th year goals
- SIXPLUS500 Passive Income Chart

IV : Aligning your Behavior - TIME (pg 6-7)

- 3R's – Recruit, Retail and Residual
- The ABC Concept
- Review and Set your 90 Day Launch Plan
- Complete your Day 90 Launch Calendar & Planner



V : Aligning your Belief - MONEY (pg 8)

- Belief in The Company, The Products, The Industry and Yourself
- Invest in your Business (Wellness Home/Autoship)



VI : Aligning with Structure – CONTACTS (pg 9-11)

- Build your MyContact List
- Review of the Contact & Invite Approaches
- Your SIXPLUS500 Platinum Map



VII : FINAL STEP – PLUG IN! (pg 12)

- Join the Wellness Network and get on The Wellness Trak

Appendix : i Partnership Marketing (pg 12) ii Launch Checklist (pg 13)

▶ First Things First!

If you have NOT already done so, register as an Independent Nikken Consultant – by fax, mail, or internet. Next, decide to make your home a Nikken Certified Wellness Home and start by selecting your personal use products. For more on this as a **business decision** - refer to page 8. Be sure to meet with your Coach, at a Get Aligned Team Meeting and complete all sections of the Workbook. Use the Launch Checklist on the back page to ensure nothing is missed.

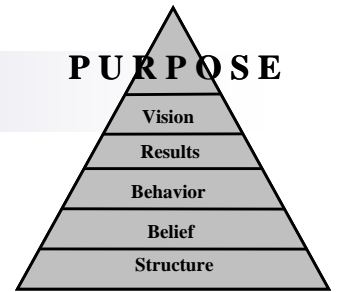
Coach, Mentor & President's Club Member Contact Information

	Name	Phone	E-Mail
Coach:	_____		
Mentor:	_____		
PC Member:	_____		

Join us on the Monday evening Aligning with Success Web Cast. Click ON STAR link at www.thewellnessnetwork.com for details.

▶ PURPOSE

While the How is important, YOUR WHY is even more so. Experts say it can account for 95% of your success and writing it down is essential!



Building your *Personal Success Story*

It all begins here. People will want to know your *Why* ...and you should be able to tell them in 60 seconds! Take 5 minutes and write down your Why. Link it to Nikken's Five Pillars of Health™.

*"Success is the progressive realization of a worthy ideal."
... Earl Nightingale*

Define Your Purpose with Humans Being More

Nikken offers a powerful 2 day training program called Humans Being More. This program is perfect to assist you in further developing your Why, your Goal and your Purpose in life. It is also a pre-requisite for those interested in building a business to the Silver rank and beyond. Go to www.nikken.com for the Nikken University programs to learn more.

YES, I will register for Humans Being More within the first 90 days of launching my business

Check your commitment and write in the date of your first HBM Training

▶ PURPOSE - Continued

First, set your Five Pillars of Health Goals:

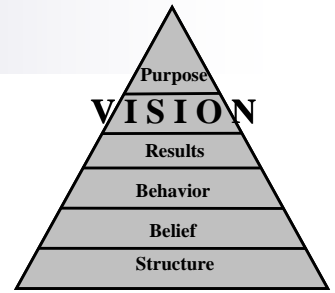
Review your 5 Pillars of Health. Where are you currently? Where would you like to be? Rate yourself on a scale of 1 to 10, ten being your *ideal*. Be honest with yourself!

	Today	1 Year	3 Years	5 Years
Your Body	_____	_____	_____	_____
Your Mind	_____	_____	_____	_____
Your Family	_____	_____	_____	_____
Your Society	_____	_____	_____	_____
Your Finances	_____	_____	_____	_____

||

▶ VISION

Michael Gerber, author of the international best selling E-Myth (Entrepreneur Myth) book series and small business guru, strongly advocates that “having a clear VISION of what you are creating, or building *before* launching your business is absolutely critical, if you plan on being successful”. So what are you building? What does your ultimate Nikken business look like if built properly?



Start with the **Nikken Compensation Plan** (see next page). The highest qualifying Rank for monthly commissions is Royal Diamond, however it is important to understand that Rank does not fully represent your monthly income. Your commissions are based on volume of products sold through your organization – including your personal sales. Your rank represents on how many **levels in depth** you can qualify to receive commissions.

UNDERSTANDING THE PLAN – **SIXPLUS500 X SIX** Generations



The initial phase of your Plan is to create *your* **SIXPLUS500 Business Model**. This includes developing 5 key Preferred Customers, in addition to yourself, who are consistently integrating Wellness into their home. On average, you and your Preferred Customers will purchase at least 100 PV (@\$100) per month. You and five customers at 100 PV per month meets the 500CV of your **SIXPLUS500** plan.

However, your main **focus** is to attract SIX Core Partners who are doing the same as you - SIX Core Partners who also develop 5 Customers and create their SIX Core Partners.

The overall PLAN is to **duplicate and multiply** this concept through **SIX Generations** of depth. Over time, you will have a business that is operating independently of you and a business that has core leaders who are competent and have a clear vision of what they are building.

3

▶ VISION – Continued

What is your Nikken Vision – Intention?

Check Box that best describes YOU

RETAIL MODEL - Consultant

Extra Income (\$200+/mo) – A wholesale buyer of Nikken products who finds Clients by *occasionally* sharing the products with friends and acquaintances. Minimum *initial* investment in Autoship with goal of Certifying their Wellness Home.

FRANCHISE MODEL - Partner

Second Income (\$1,000+/mo) – Finds Partners & Clients, building a business over time by sharing the products and introducing people to the opportunity. Minimum *initial* investment of a Good Pak (Wellness Home Starter Pak) plus Autoship and commits to Certifying their Wellness Home. Plugs into The Nikken Rhythm.

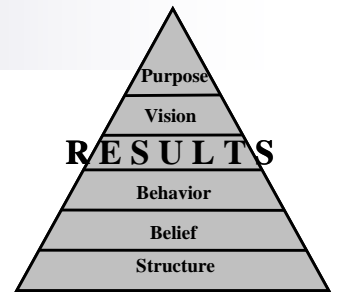
NETWORK MODEL - Core Partner

Primary Income (\$5,000+/mo) – Finds Core Partners to build an organization, utilizing the Partnering Process and *90 Day Launch Plan*. Invests in a Good, Better or Best Pak plus Autoship and commits to *quickly* Certifying their Wellness Home. Plugs-in & *promotes* The Nikken Rhythm – Weekly, Monthly and Quarterly Events.

III

▶ RESULTS

Now. Let's be very specific with your financial goals – remember this is a business, it is important to set financial goals for your business. What would you do with your time? Who would you help? What causes would you support? Where would you go? Write down your 1, 3, and 5 year financial goals for your business!

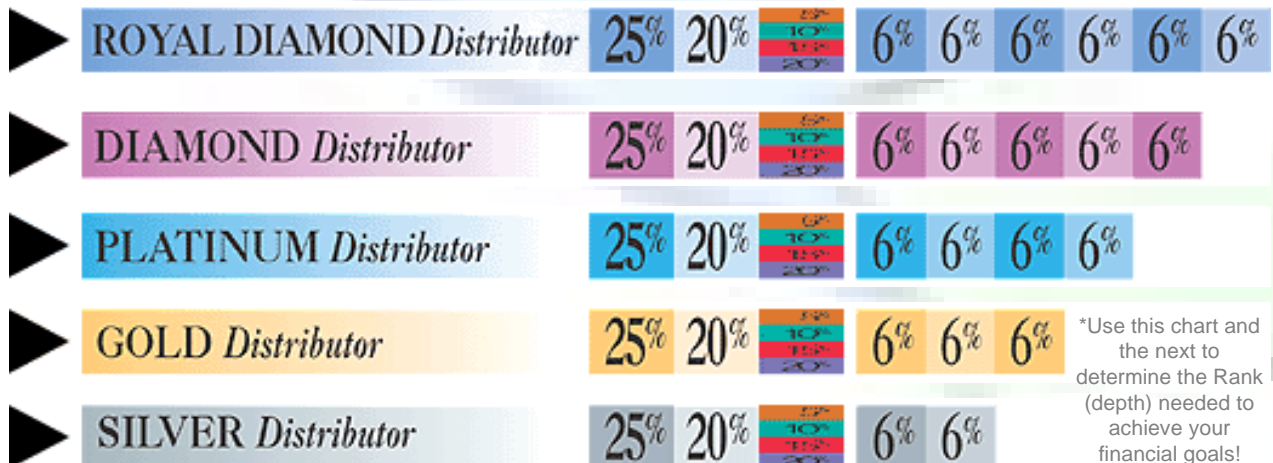


Year 1 Annual Income: _____ Rank* _____

Year 3 Annual Income: _____ Rank* _____

Year 5 Annual Income: _____ Rank* _____

Keep in mind the income you currently earn, the hours you work to earn it and how long it took you to reach that income level!



*Use this chart and the next to determine the Rank (depth) needed to achieve your financial goals!

4

▶ RESULTS – Continued

What Can you Expect as a result of your efforts? As you continually build your **SIXPLUS500** model, you will be compensated 3 ways: active income, reproductive income and passive income. At first, your personal efforts will result in the lion's share of the income earned, however, as others begin to duplicate these efforts, your income will begin to grow indirectly. Eventually, the passive income will overtake both. Below is a look at how the passive income can be generated, as you help others duplicate the **SIXPLUS500** model. At first it doesn't seem like much... yet keep in mind this is based on a growing number of *Preferred Customers* consuming wellness. Compare it to your 1-5 year financial goals.

SIXPLUS500

What can I expect as a result of my efforts?

Good question. We think you will like the answer. The power of the business model becomes apparent when you look at the rewards.

When you generate 500 C.V. and you find
6 leaders who also each do 500 C.V.
 Your monthly income* will be at least **\$280**

when your leaders find
6 leaders who each do 500 C.V.
 Your monthly income* will be at least **\$1,360**

when their leaders find
6 leaders who each do 500 C.V.
 Your monthly income** will be at least **\$7,840**
 plus auto/home

when their leaders find
6 leaders who each do 500 C.V.
 Your monthly income* will be at least **\$46,720**
 plus auto/home

when their leaders find
6 leaders who each do 500 C.V.
 Your monthly income* will be at least **\$280,000**
 plus auto/home

when their leaders find
6 leaders who each do 500 C.V.
 Your monthly income* will be at least **\$1,679,680**
 plus auto/home

*You and each of your leaders do 100PV plus 500PV from their Clients resulting in the 500CV of your **SIXPLUS500** plan.*

The information is for illustrative purposes only and the numbers are not a guarantee of actual earnings.

X

SIX

Generations

1st

2nd

3rd

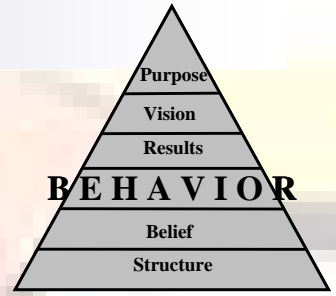
4th

5th

6th

▶ BEHAVIOR - Time

3 R's – Recruit, Retail and Residual



Recruit

Attracting Partners as a foundation for creating a strong organization.

Retail

Supporting Clients in achieving & maintaining good health and establishing their Wellness Home.

Residual

Supporting the development of competent Leaders to ensure duplication for secure and stable growth.



Easy as ABC!

It is important to understand that when building a business with Nikken, you are in business for yourself but *not by yourself*. Leverage through the **ABC** concept is a key factor in HOW we execute our PLAN.

You are familiar with the Evaluation Phase for attracting new Partners to the business – since you've just been through it as a *prospective* Partner! However, now your point of view will shift to that of someone *utilizing* the process. As an Apprentice and being new to this task, *allow* yourself to be coached and mentored.

Also important, is to plan where and when to focus efforts in order to meet expectations – to MAP it out! If you have a goal of simply helping a few people and earning a few hundred dollars each month, the extent you apply the PLAN will be modest, in contrast, to a goal of creating a business that will generate \$5K, \$10K, or \$20K+ per month. Regardless, a **GOOD START** is key!

LEVERAGE

Third Party Credibility (A)
Experience.
Knowledge.
Personal Success Story.

Apprentice (B)
Facilitates Process.
Validates Experience.

Target Audience (C)
Evaluates.
Inspired.

Before you review the Plan – take a moment to discuss with your Coach the applications of the ABC Concept.

Whatever your goals are, there is a clear Business Model, a clear Plan and equally so, a clear **Launch Strategy** we follow, to establish your **90 Day Personal Success Story**.

NOTE: Within days of registering as a new Nikken Independent Consultant, you will receive in the mail, the Nikken Business Success Kit – your franchise in a box! It contains all the necessary corporate information, detailing the Nikken opportunity and products. As time permits, it is advisable to review it, especially the Policies & Procedures section. It will provide you with a clear understanding of proper conduct for operating your business from Nikken's perspective.



YOUR NEXT 90 DAYS!

REVIEW the Launch Strategy

As this is a business based on duplication, it is important to have a Launch Strategy that is clear, achievable and designed to create predictable results.

Take some time now to review the Launch Strategy document, found in the New Partner Trak Tool Box. Ideally, have your coach, or mentor walk you through this presentation, or watch it on-line.

SET your Launch Plan

Once you have reviewed the Launch Strategy, choose which plan best suits your goals. Remember, a focused 90 Day Launch can create enough momentum to change your life.

Complete your 90 Day Launch Calendar & Planner

It's time to lock into the *Rhythm of Nikken* events and detail your 90 Day Launch Calendar and Planner. Together, with the aid of your Coach and given your selection of Launch Plan, use the (Wellness Network) 90 Day Launch Calendar document to determine the dates of events that apply to *your* 90 Day Launch. Fill in the dates in your 90-Day Planner / Launch Calendar. You can find the Nikken 90 Day Planner and Launch Calendar in the New Partner Trak Tool Box, or on-line at www.thewellnessnetwork.com - Annual Calendar link .

Building your calendar is not only critical for your own success, it also acts as a great validating tool to your potential business partners. It shows them your commitment to success, a clear business plan and a rhythm that adds great credibility.

Highlighted are your 5 weeks of In-Home events during your launch. Be sure to include the critical monthly and quarterly events. Go to www.thewellnessnetwork.com to obtain details of the Weekly, Monthly and Quarterly *public* events scheduled in your local Region. These events are designed with a purpose to help your entire organization build on the momentum created by the daily and weekly activities.

The Nikken 90 Day Planner is also used to break down and track your 90 day goals. As such it is an excellent accountability tracker for use in coaching you and others during the weekly Mentoring Session. The Planner is updated for all Nikken Quarterly Events and includes *new* incentives you can take advantage of during your launch, for that quarter. For a tutorial on how to use the planner go to <http://www1.nikken.com/rhythmofnikken/exclusive-anne.cfm>



GOLD or PLATINUM Launch Plan?

GOLD Launch Plan



PLATINUM Launch Plan

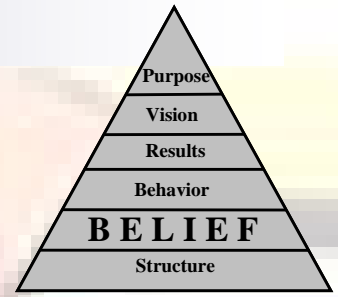
Goal: \$100K in year one



"Failing to Plan, is Planning to Fail."
...Coach Wooden

▶ BELIEF - Money

Belief in yourself, the company, the industry and the products are very important to your success. Yet, beliefs are *experiential* in nature (yours, or someone else's). Therefore, taking the time to complete this section is important to ensure you start your business with solid beliefs and gain the understanding that we need to continually build our beliefs.



What is your Belief?

Circle YOUR belief level, 1 being Low, 5 being very high

The Company	1	2	3	4	5
The Products	1	2	3	4	5
The Industry:					
Wellness	1	2	3	4	5
Network Marketing	1	2	3	4	5
YOURSELF					
as an: Apprentice	1	2	3	4	5
Coach	1	2	3	4	5
Mentor (Leader)	1	2	3	4	5
The Wellness Trak	1	2	3	4	5

This is an important exercise to do every month. As you will continually want to grow and learn in each of these categories, use the results for this simple test to give you direction on where you should be investing time. Set a goal for the month to study, read, learn more about the areas you want to improve, i.e. the industry (wellness/network marketing).

INVEST in a Wellness Home

If beliefs are experiential in nature, and your goal is to build a wellness based business, then it is obvious you need to integrate wellness into your own life.

Take time now to review the Investing in your Business document to help with your decision on how you want to start your wellness business. The Investing in your Business PDF is located in the New Partner Trak Tool Box. Once you decide, take time with your coach to **make your initial product order**.

Investing in YOUR Business

TIME

MONEY

CONTACTS



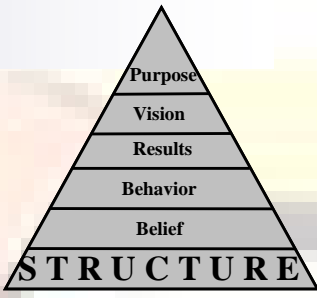
IMPORTANT: Sign up for Autoship

There is a start to a Wellness Home and never an ending. The Nikken Wellness Home has two categories of products. First, the high end products, such as the sleep, air, water and cookware systems. The second category refers to the products that are used on a monthly basis and are either consumed, or need occasional replacing.

Firstly, with the Autoship Program, great savings are offered for the consumables; and secondly, it is difficult to ask your partners and customers to see the value in something you do not value!

Check once completed:

- Wellness Home & Business Order
- Autoship Order
- Tools Order



Aligning the Structure includes the development of YOUR Contact List, YOUR 90 Day Planner and getting on the New Partner Trak of the Wellness Trak System.

Build your MyContact List

WHO

There are many people, people you know and people they know, who are looking for better ways to deal with their health, or financial challenges. Every Royal Ambassador business begins the same way – with a ‘hot’ list of contacts we know personally, yet before long it reaches out into the networks of others we didn’t know before Nikken. Who you know *really* does matter, and more so, who they know!

Full size printable version available in New Partner Trak Tool Box

Take some time now time to *start* your initial contact list – use the next page. Keep a pen and pad handy at all times, since it is an ever expanding list.

- To help you build a list of names as large as you possibly can, use the Memory Trigger List found in the New Partner Trak Tool Box, in the Business Forms section.
- Work toward building a list of at least 100 names.

PURPOSE

Once your list is prepared, you are you ready to give some thought to your approach when first contacting these people. This will be based on your *feel* for what they are best qualified...

- Are they a potential Partner? • Or a potential Wellness Home Client?

HOW

You will want to decide for each person what will be the best method to make the initial contact.

- Phone • E-mail • Drop-by • Mail

WHAT

During the first contact it is important to have a well rehearsed script when asking for that first meeting. This section is so important that we will dedicate the final step in the Alignment Phase to its review in much greater depth. The following are things to consider...

WHAT is your goal in that first contact?

- to set a one-on-one meeting?
- an ABC meeting?
- to invite them to an event – i.e. Wellness Home Briefing?
- or, to send them to an on-line presentation, a Web Cast; or an info pack?

WHAT presentation is best to use?

- For Individuals & Personal Contacts
 - Partnership Offering / Health Break
- For Medical & Health Care Professionals
 - Sleep Consultant Program™
- For Spa, Hotel, Bed & Breakfast Industries
 - The Wellness Room Program™

MyContact List

Use this page of the MyContact List as an accountability and tracking sheet. Write in the date when you contact the person. After each stage of the process, write the date when you met your prospect. This will help track how long you typically take in bringing someone through the process and how many people you have going through the process. It will also show the importance of getting a person through the entire 3 steps so they can make a decision.

Who	Purpose Partner/Client?	How P - E - D - M	My Motive	Their Motive	The Offer (What)	Contact Date	Validate Business	Validate Products	Validate Plan	Decision
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.										

Contact & Invite:

REVIEW of Approaches

This is a critical step in the Alignment Phase. Although the Partnering Process is well defined, clear and professional, it all starts with the initial contact. Therefore, a detailed overview of how to contact and invite the names on your Contact List, beginning with your TOP 30, is **critical!**

Refer to the Contact and Invite Scripts education/document in the New Partner Trak Tool Box as a guideline. You will also find it useful to listen to the Contact & Invite CD, to get a better *feel* for the dialogue (available at www.teamtools.ca).



Platinum SIXPLUS500 Map

The key to building YOUR structure is to stay focused and on purpose. Using your **SIXPLUS500** Map and continually updating it, will help you stay on track!

PLATINUM

Silver	Silver	Silver	Silver	Silver	Silver	Silver

Once your core partners start to build their organization, please the name of each of their core partners in the list below.

MY Wellness Home Clients

List client names & volume

SIX PLUS 500

Intention vs Desire

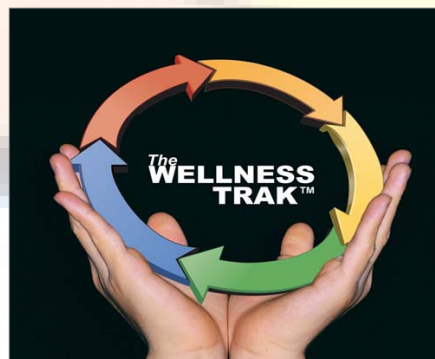
“... A purposeful plan to perform an action, which will lead to a desired outcome. Unlike desire, which means simply focusing on an outcome, without a purposeful plan of how to achieve it.”

*... Lynne McTaggart
The Intention Experiment*

VII ► FINAL STEP – Plug In!

Join the Wellness Network and get on the Wellness Trak

Joining the Wellness Network Community is FREE and it is easy. Go to www.thewellnessnetwork.com and follow the clear 5 step process to be up and running. Once, you have joined the Community, be sure to enter the Wellness Trak. You can do this on-line or you can order the Wellness Trak System through Team Tools (Item Trak100#).



The Trak is designed to give you the education, tools and modules needed at each rank. Therefore, once you launch your business and break through Silver, you will be given access to the Silver Trak – with the education of the roles and responsibilities you will want to learn at the level. As you continually move up the ranks, the Trak will provide you the guidance and tools you need for that rank, as well, what you need to be doing when coaching and mentoring leaders in your organization.



Check here if you are planning on “launching your business”. To help you launch, the Wellness Network has created the Launch Pad. Register your launch at www.thewellnessnetwork.com - Launch Pad link.

i ► Appendix – Partnership Marketing



▶ APPENDIX - Launch Checklist

- Register as a Nikken Consultant.....
- Invest in your Business & Wellness Home.....
- Register for AUTOSHIP.....
- Register for Humans Being More.....
- Create your Nikken 90 Day Launch Calendar / Planner.....
- Complete your MyContact List.....
- Join the Wellness Network Community
- Get on the Wellness Trak
- Register your Launch on the Launch Pad.....
- Obtain support from your Coach and Mentor to launch your business.....
- Attend the Next Monthly Event..
- Attend the Next Nikken Quarterly Event.....

▶ Congratulations – Now LAUNCH!



The New Partner Trak - Library contains a valuable training Power Point you will find useful to evaluate your understanding of the daily activities, during your Launch. **Refer to it often!** It will help you refine your skills in The Partnering Process!

You will also be receiving timely emails from Nikken, outlining your 'Steps to Success'. Complete the steps as you receive them... and above all...



HAVE FUN!!