

NIKKEN[®] Discover it. Live it.

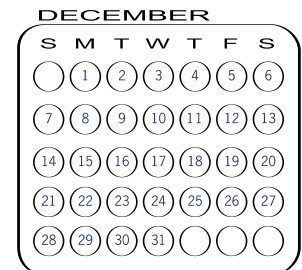
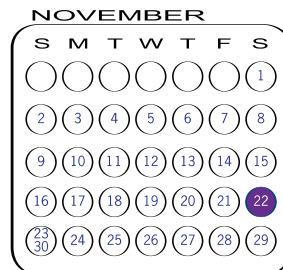
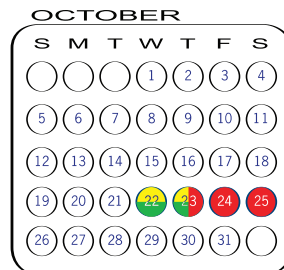
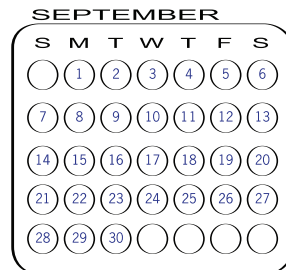
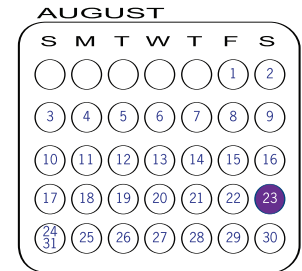
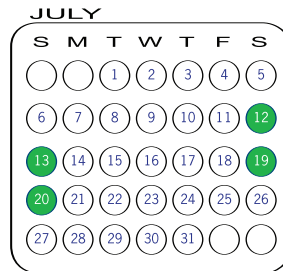
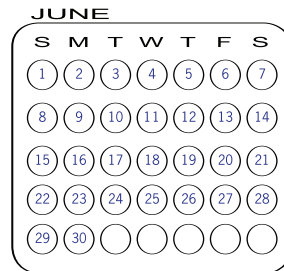
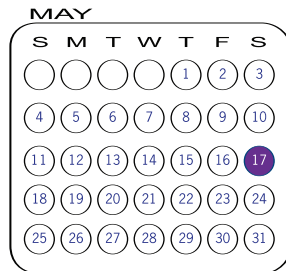
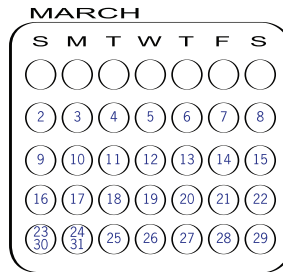
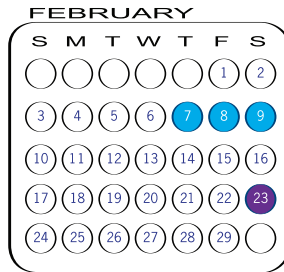
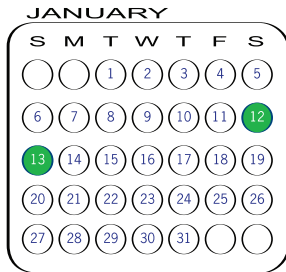
90-DAY PLANNER

Your quarterly success plan



Rhythm of Nikken Calendar

2008



*exact date to be confirmed

Quarterly Events
70+ CITIES

HBM Business Fundamentals
6-9 CITIES

Advanced Leadership & Communication
2 CITIES

Nikken MBA
1 CITY

2008 Nikken North America Convention
ORLANDO, FLORIDA



90-Day Planner

Your quarterly success plan

The Rhythm of Nikken and the Nikken Business Model are designed to help you build a solid and stable business that will continue to grow. Nikken can guide you along the way, and help chart your progress toward clearly defined goals with effective tools, targeted training and events designed to support you and your business.

This 90-Day Planner will assist in monitoring your progress toward achieving your objectives for the quarter. Nikken will help you define your goals, measure how you are doing and identify the key areas to focus on.

The Nikken Business Model

Two key components comprise the Nikken Business Model:

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

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.

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

How to Use Your Planner for Success

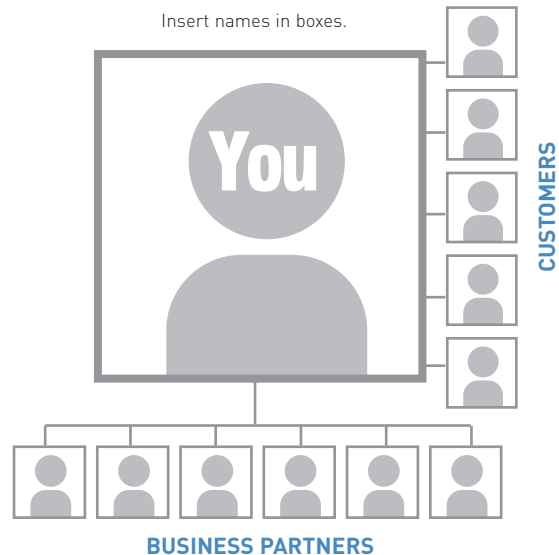
It starts with you! Lead by example and complete your Nikken Business Model to encourage your key

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 NEXT Quarterly Event, and you will be one step closer to achieving success with Nikken!

Step 1: Establish Your Current Nikken Business Model

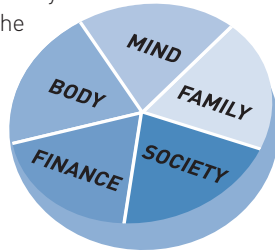
Fill in the names of your KEY partners and clients. Your Nikken Business Model may begin with very few names, or it may fill up quickly as you review your contact list. Either way, this will provide a VERY clear visual of what you need to work on over the next 90 days.



Congratulations on establishing your Nikken Business Model! Now, take a moment and visualize each empty box with a new name before the next Quarterly Event. Imagine how it will feel to achieve your goal — when each of your six key partners attend the next Quarterly 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 by the next Quarterly Event?



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

	Today	Next Quarterly Event
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 quarterly 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

Quarterly Incentive Goals

Specify the Quarterly Incentives you intend to earn. You are NOT limited to one category — you can achieve all three! Learn more about this Quarter's incentives on page 2.

Retailing Recruiting Rank Advancement

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:

Product Introduction Bonus Performance Bonus Paragon Award Watanabe Leadership
21 Club 60K Club Auto/Home Program Presidents 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 PREFERRED CUSTOMERS		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 (WELLNESS HOME STARTS)	NEW CONSULTANTS (MIN. WH STARTER PACK)		NEW CLIENTS (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						

RECRUITING RETAILING

Corporate Conference Calls

Designed to provide strategic support for all three dimensions of business building.
 To view a complete Conference Call schedule, log onto myNikken.com and click through to the Nikken University microsite, then select a NU Online in the navigation bar.

Create Your 90-Day Calendar

Now that you have set your Quarterly, 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.

Month:	FIRST 14 DAYS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	Week 4							
Week 5								

Month:	NEXT 30 DAYS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	Week 1							
Week 2								
Week 3								
Week 4								
Week 5								

Month:	NEXT 30 DAYS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	Week 1							
Week 2								
Week 3								
Week 4								
Week 5								

Month:	NEXT 21 DAYS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	Week 1							
Week 2								
Week 3								

★ NEXT QUARTERLY EVENT



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: _____

