



**Healthy Alternatives**  
Promoting Healthy Lifestyles

## **Your Guide to “Expect Success” in Your Nikken Business**

*You will need to complete the following if you wish to reach higher ranks and income levels in your Nikken Business.*

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1. Make a list of as many people you can and select the TOP TEN people you want to contact first. These would be people you really would like to have as partners in your Nikken business. Think about it like this. If you were starting a baseball team, wouldn't you want to recruit the best players you could for your team?
2. Have your sponsor or someone in your direct upline go with you on your first ten appointments. This is critical. You are new and this will help you avoid maybe saying the wrong thing and losing a good prospect.
3. Invest in your business to get started. No different than any other business. You need some products for "show and tell". You can't expect to succeed with no products to show prospects. No different than if you started another form of business. You would have to have invested in that business.
4. Invest in some sales aids: DVD's, CD audios and some brochures from Nikken.
5. Go to Human Beings More training as soon as possible. It will help in launching your Nikken business.
6. Get on auto-ship and E-Nikken so you have full access to all the tools on my Nikken. Also gives you an additional 3% discount below wholesale on every order. Duplication is the key in this business.
7. Get some basic training or read the training section in your Nikken business kit. There is also excellent basic training located at [www.idealwellnessbusiness.com](http://www.idealwellnessbusiness.com) in the training link at top of page. Most of the training modules are available in audio format for download and also PDF for printing.
8. Unless you already have it, get 3-way calling on your phone. You will need it in this business.
9. Get your Nikken business cards ordered right away. Don't print your own, they look cheap and this is a multi-million dollar company. Would you print your own if you sold Lexus automobiles?



10. Get on regular Nikken conference calls when you can. Also check your e-mails on a regular basis for Nikken and upline announcements and log into your mynikken account daily to see updates from Nikken.
  11. Read the book titled "Being the Best You Can Be in MLM" by John Kalench. Do the exercises in the first two chapters. It will help you get clear on your vision for your Nikken business.
  12. Expect to do 3-way calls with your sponsor or someone in your upline as needed. This is a TEAM business and three way calls work for matching people with product experience and people of the same business background.
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When a person joins you in Nikken and they indicate they want to build this business either part time or full time, it is your obligation as their sponsor, to let them know what they need to do in order to "expect" to be successful. Notice I put in the word "expect". If you don't use that word, they might do everything and if they were not successful, they would come back on you and say, well I did everything you said I needed to do. So what happened? You can't guarantee anything, but I can tell you this for sure. The top leaders in Nikken and the high income earners are doing all of this and most likely more.

Look at it this way. If a person became employed with a company, they would be told what they needed to do in order to move up the ladder in that company. They would have to know what they needed to do in order to "expect" to get promoted, right? Well, what is different in this business? It is your responsibility to explain this form to them so they know. If they choose not to do these things, they can't come back on you and say.... Well I didn't know what to do next? Or, you never told me about e-Nikken? Or that I should get some sales aids, etc.

Best of luck to all of you!