

Here are key points taken from the training call:

- Planning takes the thinking out of the process, so that you can be fully present in the moment where you are.
- You may be committed to the business, but are you committed to launching a business?
- Your first 90 Day Launch will give your new consultant their Personal Success Story. It gives them the BEST start in the business. This is the way to bullet proof your business.
- The first 90 days for a new consultant is when their energy is highest. But it's also when they're most vulnerable, which is why YOU as their sponsor need to become proficient at knowing what to do with them!
- Your first 5 weeks should be focused on enrolling people to help you build your organization. We're not looking just to sponsor people. We're looking for three people to launch in the next five weeks, so we can spend the rest of the 90 days launching them! We're looking for the core partners who are ready to go - now!
- I look for people who are assets - people who I believe can contribute to the expansion of Nikken, rather than people I am looking to help. This is a critical mistake that people make when they're looking to building an organization.
- Building the business is twofold – building an organization and building clients, a customer base. So when you say "I'm building a business" that's not specific enough. Are you building an organization with this activity? Or are you building a consumer base?
- When you say "I'm building a business", that generality means you're talking to anybody and everybody about anything that might be of interest to them. That's not a process that is very clearly defined; that's not something that will help somebody else be able to learn a clearly defined process either!
- We have a very clearly defined process for taking someone whom we've identified as a potential business partner, and help them evaluate Nikken so they can decide whether or not they want to become a partner with us in launching a business in Nikken.
- The Franchise Industry in North America does more than the entire Network Marketing Industry worldwide! Why is that? Because they have a clearly defined Business Operating System with a proven track record that helps them create a profitable business. We understand this! Which is why The Wellness Trak Operating System will help you do the same.
- What's your BIG IDEA powered by Nikken? What's bigger than your reasons for doing this? It has to be bigger than you to attract some pretty neat people. Why should somebody join you to do this? Why should it matter to them? What's the Cause? Because if the Cause is warranted, they will take the time to do the logistics and evaluate your offering.