

Business 21 Club Qualifications & Procedure

Business 21 Club Overview:

Nikken A-B-C demonstrations are a key component of both product sharing and business building. To achieve a Business 21 Club award, Consultants must complete presentations or demonstrations to twenty-one (21) different prospects and achieve a minimum 6,000 Personal Group Volume points. Consultant B must also personally sponsor three (3) frontline Seniors. All of these requirements must be completed within a period of 30 days.

In an A-B-C demonstration, new Consultant "B" and experienced Consultant "A" deliver a Nikken product presentation/demonstration to "C", who is a new prospect of "B".

A = experienced Consultant B = new Consultant (satisfied product user) C = new prospect of B

Consultants may complete the Business 21 Club incentive as many times as they choose. It is a great way to build confidence and boost business.

Business 21 Club Qualification Requirements:

Within 30 days:

1. Consultant B must team with one or more A Consultant(s) to deliver presentations/demonstrations to twenty-one (21) different C prospects. (A husband and wife or two partners are considered one prospect.)
2. Consultant B must achieve a minimum of 6,000 Personal Group Volume (PGV) points.
3. Consultant B must sponsor at least three (3) NEW frontline Seniors.

Upon completion of presentations/demonstrations to all twenty-one (21) C prospects, Consultant B must fax the two-page application to (949) 789-2081 for processing. (Alternately, the application may be scanned and emailed to pate@nikken.com, or mailed to: Nikken Inc., Attn: Pat Elkins, 52 Discovery, Irvine, CA 92618.) All orders and paperwork must be finalized within 10 days after the 30-day incentive period.

Consultant B must also:

- Register for online Silver training (if not already completed)
- Register for Humans Being More® training (if not already completed)

IMPORTANT NOTE: The Business 21 Club application is a two-part form. Both completed pages must be received in order for Nikken to process your application. The first page summarizes your newly-sponsored Consultants and your sales volume. The second page lists the twenty-one (21) prospects to whom you delivered the Nikken presentation. To add additional Consultant/customer names, please make copies of the form and label all page numbers (i.e. "page 1 of 4", "2 of 4"; etc.)

Please allow approximately two (2) weeks for your application to be verified.

Rules & Guidelines:

- The same B Consultant must team with one or more A Consultant(s) to complete the presentations/demonstrations to all twenty-one (21) C prospects. The B Consultant may choose to work with the same A Consultant or any number of A Consultants to deliver the presentations. The A Consultant(s) may participate in the presentations/demonstrations remotely, i.e. via Skype or conference call.
- The presentations/demonstrations may be delivered in a group setting of one or more C prospects at a time. Individual presentations/demonstrations are not required.
- Business 21 Club orders must be submitted through standard ordering channels via phone, fax or online. **The Incentives Department cannot process product orders.**

Rewards:

Business 21 Club certificate
Recognition in *Nikken Family* magazine

Business 21 Club lapel pin
A \$250 check (*awarded to Consultant B only*)

Business 21 Club Application

To participate in the Business 21 Club and earn the designated rewards, Consultants must:

1. **Complete presentations and demonstrations to 21 different prospects*, and**
2. **Achieve a minimum 6,000 Personal Group Volume (PGV) points and**
3. **Sponsor at least three new frontline Seniors,**
4. **All of the above activities must be completed within a period of 30 days.**

In an A-B-C demonstration, new Consultant "B" and experienced Consultant "A" deliver a product demonstration to "C", who is a new prospect of "B".

Consultant Name: _____ ID #: _____ "B"

Start date: _____ End date: _____

B Consultant Name	ID #	Personal Volume
Section 1 Total		

Three new frontline Seniors sponsored during the 21 Club period:

New Senior Consultant Name	ID #	Personal Volume
Section 2 Total		

New Customers (and additional new downline Consultants, if applicable) of "B":

New Consultant or Customer Name	ID #	Personal Volume
Section 3 Total		

Personal Group Volume (Sections 1 + 2 + 3)	
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By signing below, I certify that the above information is correct and that the above product orders have been placed with Nikken Inc.

Consultant "B" Signature: _____ **Date:** _____

This is an incentive reward program under the Nikken compensation plan. Nikken reserves the right to make changes in the incentive reward program and/or modify or withdraw the program from its compensation plan.

* People living in the same household are considered one prospect.



Business 21 Club Application Certification List

PLEASE PRINT

Date	Name of Recipient ("C")	Telephone #	Email Address	Participating "A" Consultant name
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Consultant Name: _____ "B" ID #: _____

This is the second page of a two-part form. To add additional Consultant/customer names, make copies of this form and label each page number before submitting (i.e. "page 1 of 4"; "2 of 4"; etc.") Please retain a copy for your records.

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Consultant Name: _____ ID #: _____ **"B"**

Start date: _____ End date: _____

B Consultant Name	ID #	Personal Volume
Section 1 Total		

Three new frontline Seniors sponsored during the 21 Club period:

New Senior Consultant Name	ID #	Personal Volume
Section 2 Total		

New Customers (and additional new downline Consultants, if applicable) of "B":

New Consultant or Customer Name	ID #	Personal Volume
Section 3 Total		

Personal Group Volume (Sections 1 + 2 + 3)	
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Consultant "B" Signature: _____ **Date:** _____

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Consultant Name: _____ "B" ID #: _____

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PARAGON AWARD

The main purpose of the Paragon award is to help Consultants at the Silver and lower ranks advance to Gold. However, a consultant at any pin level can achieve the Paragon award by satisfying the qualifications.

This prestigious incentive is presented to a Nikken consultant at any rank who demonstrates the initiative to develop three (3) or more Silver (or higher) legs in a period of three consecutive months.

Qualification requirements:

Within three consecutive months:

- Develop at least three (3) Silver (or higher) legs.
- Register for Humans Being More® training*.
- Register for online Silver and Gold training*.
- Achieve a minimum of 36,000 PGV.

Submit this completed form to Nikken via fax at (949) 789-2081 or mail it to: Nikken Inc., Attn: Pat Elkins, 52 Discovery, Irvine, CA 92618-3105. Please allow at least two weeks for processing.

**If not already completed training.*

The Paragon Award includes:

- Recognition in *Nikken Family* magazine and at the annual Nikken Leadership Conference.
- An engraved iPad or a \$1,000 check.

Consultant ID#: _____ Consultant name: _____

Developed Silver (or higher) legs

MONTH	ID NUMBER	CONSULTANT NAME	VOLUME
MONTH	ID NUMBER	CONSULTANT NAME	VOLUME
MONTH	ID NUMBER	CONSULTANT NAME	VOLUME