

Nikken's "Income Generating Assets" Development Plan

Turning Dreams into Reality...

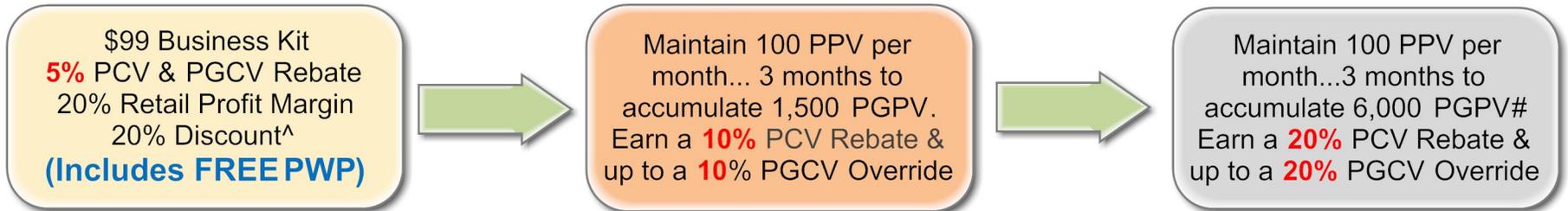


Progressive Levels *(All purchases at wholesale & retail count for monthly qualification or rank advancement...)*

Direct

Executive

Silver



Leadership Levels *(6% Leadership Bonus paid on breakaway Silvers & above.)*

SILVER	GOLD	PLATINUM	DIAMOND	ROYAL DIAMOND
2 Levels	3 Levels	4 Levels	5 Levels	6 Levels
100 PPV	100 PPV	100 PPV	100 PPV	100 PPV
1,500 PGPV	1,500 PGPV	1,000 PGPV	1,000 PGPV	1,000 PGPV
4,000 OPV	15,000 OPV	30,000 OPV	100,000 OPV	300,000 OPV
	5,000 OPL*	10,000 OPL*	33,000 OPL*	100,000 OPL*
	1,500 OPL & SL**	3,000 OPL & SL**	10,000 OPL & SL**	30,000 OPL & SL**

Special Compensation Features

- ✓ No Inventory, Everyone Purchases Products Directly From Nikken...
- ✓ Nikken Computes and Pays All Bonuses...Virtually No Accounting or Paper Work...
- ✓ Compression...(computer searches for qualified levels, but pays on all in between!)
- ✓ Levels are Awarded Immediately...
- ✓ Lifestyle Bonus Can Be Earned Starting At The Gold Level

In Qualifying Month...1,000 OPL*
500 OPL & SL**
^All levels receive Retail Profit & Discount
*OPL Outside Primary Leg
**OPL&SL Outside Primary & Secondary Legs

Detailed Explanation of How to Qualify!

To view the compensation plan and incentives for 2019, go to our web page www.ybhurtn.biz and select "Business Tools" in the menu bar.

We are attaching a couple of things from there: "The Compensation Plan" we put on a single page, and "An example of a Qualified Diamond Consultant qualifying at their rank."

Look at the "Qualified Diamond Consultant Qualifying at Their Rank" document:

The first column PGPV (**P**ersonal **G**roup **P**oint **V**olume) needs to be a minimum of 1,000 to qualify for the 6% CV (**C**ommission **V**olume) Leadership Bonuses. This will come from any of three ways: **1)** All orders placed through their personal web page by registered customers; **2)** All orders placed through their www.MyNikken.com back office by themselves. **3)** All orders placed by anyone in their personal group, i.e., all Directs and Executives.

The 2nd column PPV (Personal Point Volume) needs to be at least 100 and can come from one or more retail orders. This is required to qualify for a check of any kind.

The 3rd column OPV (Organizational Point Volume) is all the volume in their entire organization. To qualify to be paid as a Diamond, it needs to be at minimum of 100,000, as you see in the Compensation plan document.

The 4th column OPV - OPL (Outside Primary Leg) = The total organizational volume minus the volume in the leg with the most volume in it, or primary leg. This number needs to be at least 33,000 to qualify to be paid as a Diamond.

The 5th column OPV - OP & SL (Outside Primary and Secondary Legs) = The total organizational volume minus the volumes in the two biggest legs with the most volume in them. This number need to be at least 10,000 to be paid as a Diamond.

For someone at the pin level of Platinum, Diamond or Royal Diamond: The first two columns must be satisfied with 1,000 PGPV and the 100 PPV to receive a check and the 6% CV Leadership bonuses.

If the 3rd column falls below 100,000, they will be paid as a Platinum, which only requires a minimum of 30,000 OPV, as long as the 4th column has a minimum of 10,000 OPL, and the 5th column has a minimum of 3,000. (See the compensation plan document)

If any of the numbers to be paid as a Platinum, i.e., 30,000; 10,000; 3,000 fall below those numbers in the last three columns, they will be paid as a Gold.

A Gold needs to have the 3rd column be at least 15,000 OPV, with a minimum of 5,000 OPL in the 4th column and a minimum in the 5th column of 3,000 OP & SL. (See the compensation plan document)

If any of the numbers in the last three columns are less than the numbers required to be paid as a Gold, they will be paid as a Silver, which only requires 4,000 OPV and no requirements for the 4th and 5th columns. (See the compensation plan document)

As you can see, this is quite a departure from what it was when we started. To become a Silver, we had to generate 40,000 PGV over a two month window, and have at least three front line Seniors. To become a Platinum, we had to develop 6 front line Silvers or three front line Golds, and they all had to qualify each month for us to get paid at our rank.

Now, someone can become a Silver with only 6,000 PGPV, and are given up to three months to accumulate it, and are not required to have any front line Seniors!

A Platinum isn't required to have any front line Silvers or Golds. They simply need to generate 30,000 OPV in a calendar month, with at least 10,000 of it outside of their primary leg, and at least 3,000 of it outside of the two biggest legs. All personal & retail orders count toward the 3,000 because none of that came from either of the two biggest legs. This is true for all ranks Gold through Royal Diamond, as far as the volume outside the primary and secondary legs.

No need to "prop" anyone up....just create volume and the rewards flow in.

Much more simple to do and develop.

Hope this helps answer your questions.

Give us a call if you need help or further explanation.

Appreciate 'ya
Dennis & Ruth

An Example of a Qualifying Diamond

Requirement for 6% CV Leadership Bonuses (5 Levels)

100,000 OPV; 33,000 Outside Primary Leg;
10,000 Outside Primary & Secondary Leg

PGPV	PPV	OPV	OPV- OPL	OPV- OP&SL
1,020.40	<u>910.06</u>	119,167.14	53,532.54	10,319.47

A Qualified Diamond needs a minimum of 1,000 PGPV, and theirs is 1,020.40 - **Qualified!**

They also need a minimum of 100 PPV (preferably 500 PPV), and theirs is 910.06! **Qualified!**

They also need a minimum of 100,000 OPV, and theirs is 119,167.14 - **Qualified!**

They also need 33,000 OPV-OPL (outside of their primary leg), and theirs is 53,532.54 - **Qualified!**

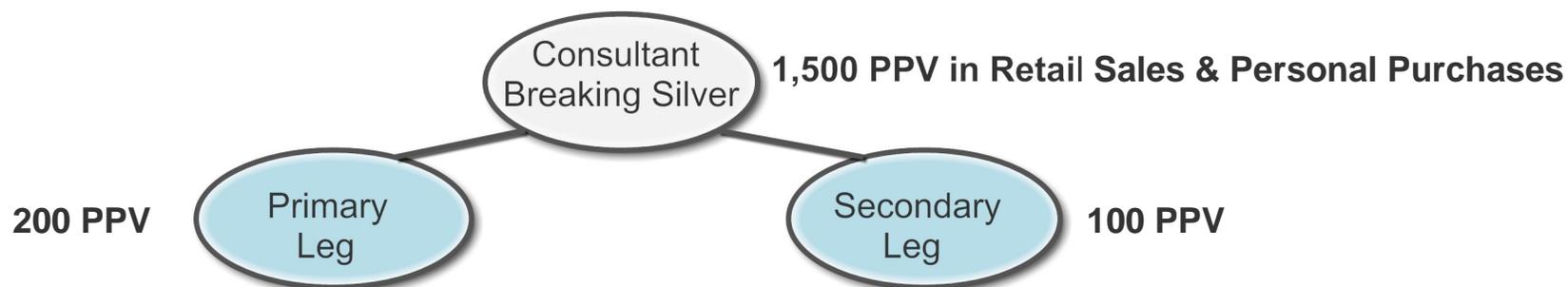
They also need 10,000 OPV- OP&SL (outside of their primary and secondary leg). They have 10,319.47 - **Qualified!**

To see your numbers: select "My Business" in the menu bar in your www.MyNikken.com back office. Then select "Genealogy and Upline", then "Detailed Genealogy". Then by "Levels" put 0 to 1 Then "Display by:" "Breakaway" Then select "Update Report". Your report will be on the right side of the top line.

Silver Qualifying Month

Requirements for Rank Advancement:

- Achieve 6,000 PGPV in up to 3 consecutive months.
- Achieve a minimum of 100 PPV every qualifying month.
- During the month of rank advancement, achieve a minimum of 1,000 OPV outside the primary leg and a minimum of 500 OPV outside the primary and secondary legs.



Definitions: Primary Leg - The leg with the most volume in it.
Secondary Leg - The leg with the 2nd highest volume in it.

In this example, let's say it's the 3rd qualifying month, and the person breaking Silver needs 1,400 PGPV to get to 6,000 PGPV. Their 1,500 PPV would put them over the 6,000 PGPV, and the two legs add another 300 PGPV.

The minimum of 1,000 OPV required outside the primary leg and a minimum of 500 OPV outside the primary and secondary legs is satisfied....because none of the 1,500 PPV in retail & personal orders came from either one of the two legs....and is all outside of them.