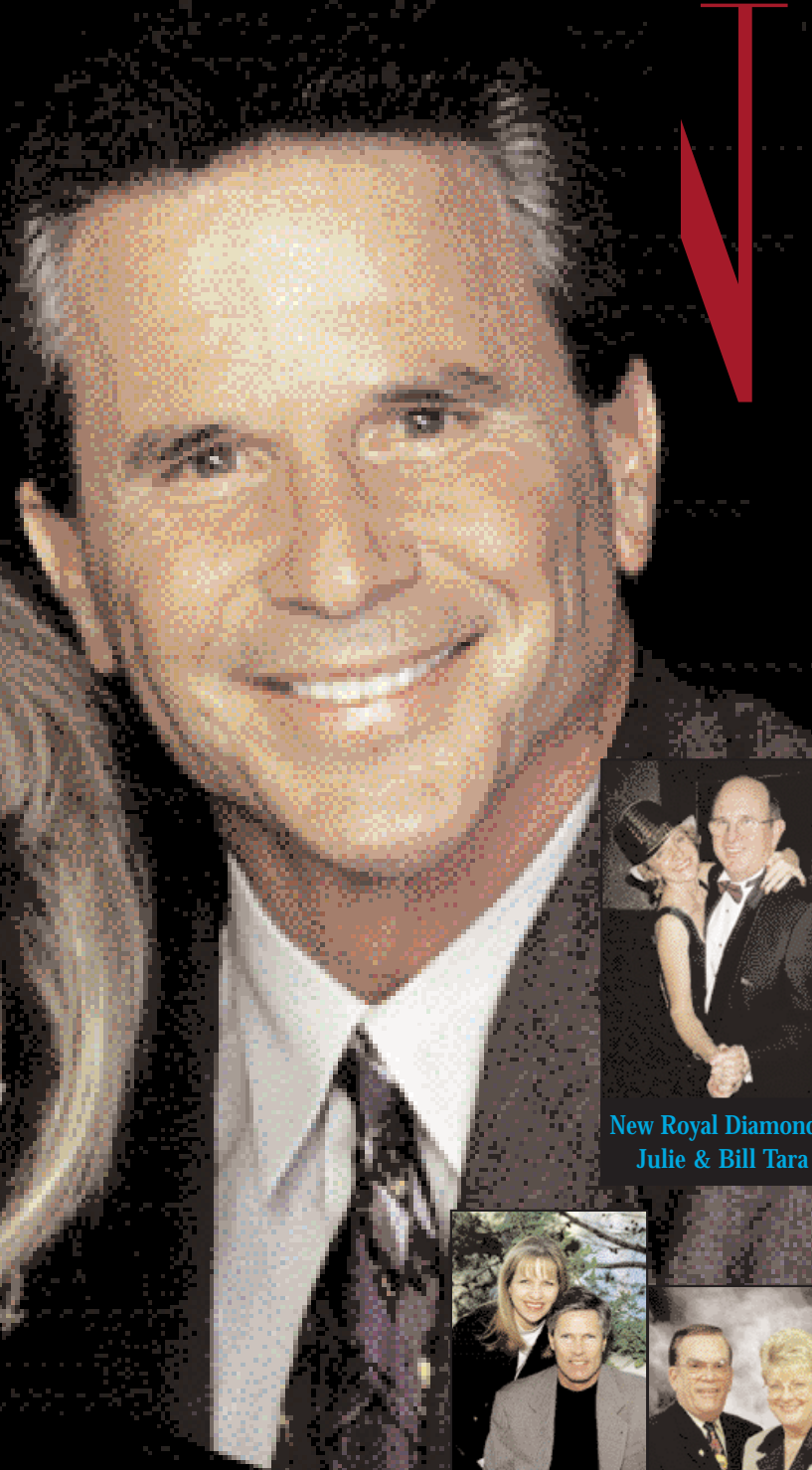


Finland—Nikken's Newest European Market

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NIKKEN

FAMILY MAGAZINE



New Royal Diamonds!
Julie & Bill Tara



New Diamonds!
Herb & Holly Rapp



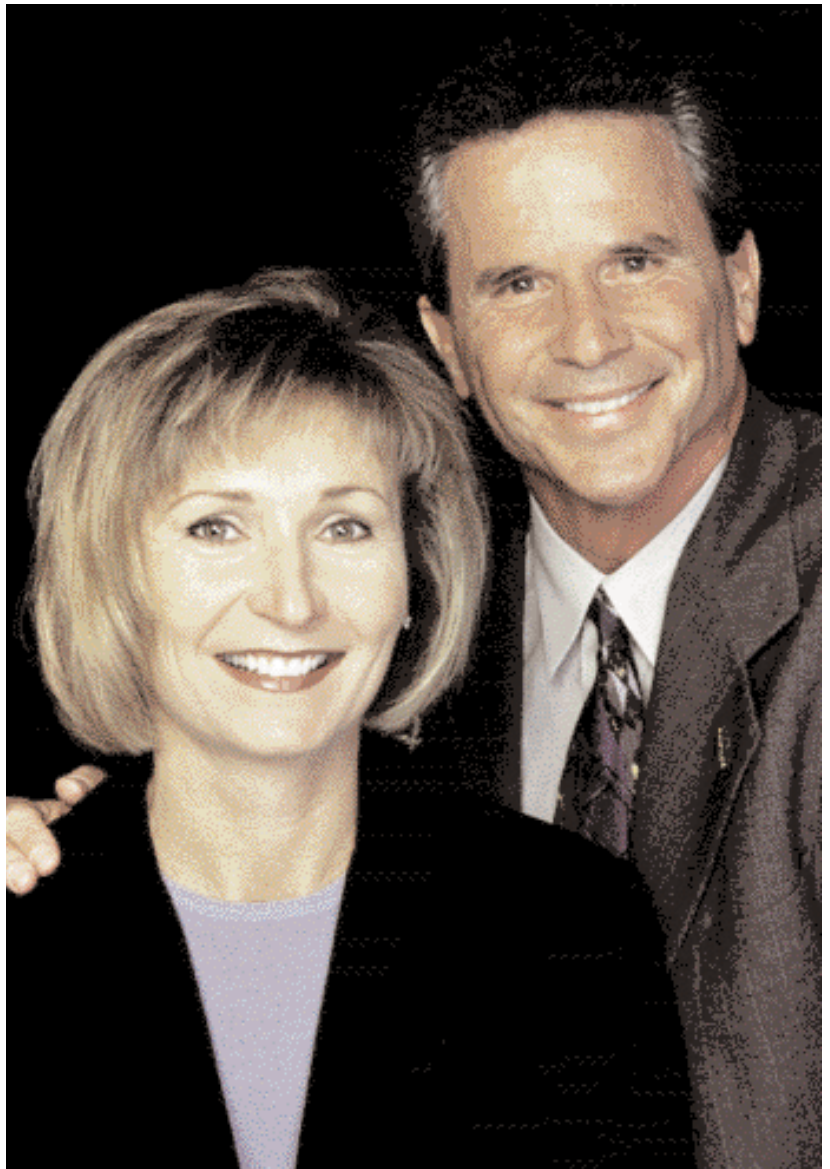
New Diamonds!
Gordon & Jeanne Williams

**New Diamonds!
John & Yvonne Kalench
from California**

**Nikken's New
World Headquarters
Designed to embody
the Five Pillars of Health**

Diamond in Seven Months or 20 Years—Which is it?

John & Yvonne Kalench
San Diego, California



With more than 20 years experience in network marketing—first as a successful distributor and later as an internationally recognized speaker, author and industry consultant—John Kalench feels it's taken him a long time to reach the Diamond level. Although he and his wife Yvonne only joined Nikken last May, and went Diamond a mere seven months later, John says the real story is more complex.

"I just want people to know I didn't go Diamond in seven months—for 20 years, I've been doing this work and focusing on making this industry something better than it was when I joined," he says. "For 20 years, I've been a student of network marketing. I've been mastering my skills and my attitude, and I finally found my home in Nikken."

John's introduction to network marketing was a "love-at-first-sight experience," and over time, he built three successful organizations with three different companies. Unfortunately, none of those companies stood the test of time. John became momentarily discouraged, but was reluctant to leave the industry he was so passionate about. That's when he founded his training company, Millionaires in Motion, Inc., in San Diego, California.

"I decided to make network marketing my product," says John. "Our sole purpose was to provide training, support programs and systems for the entire network-marketing community."

The company succeeded, and for the next 12 years, John spoke to nearly one million network-marketers worldwide. Thousands of people have graduated from the company's two-day workshop, and John has authored three successful books on how to succeed in the field of network marketing—books now published in 12 languages.

John was happy, successful and fulfilled, but felt his priorities shifted when he and his wife, Yvonne, decided to start a family.

"I was evaluating whether or not I wanted to spend the next 12 years doing what I'd been doing," he explains. "I had been teaching people the value of building a passive and residual

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income, but I had created a conventional business because of **my own doubts and fears of aligning myself with one company.**”

So John once again became attracted to the idea of building a **residual income for his family.** He also knew that any company that earned his trust would have to meet certain criteria. “It could not be a start-up company, it had to be a company of substance, as well as one that was poised and prepared for growth,” says John. “It needed to have products that were timely and innovative. And I also wanted a compensation plan that rewarded people for their efforts and their energy, not just for being in the right place at the right time.” John says he was also looking for a company with a strong infrastructure and support system solidly in place. “I was beginning to recognize that Nikken was the company, and Team Diamond was the support system, that met every one of my criteria,” says John. “Nikken is a company I can put my future and my dreams upon, and my reputation behind.”

Once the decision to join Nikken was made, John immediately decided not to use any of his company’s resources or industry contacts in building his organization. To avoid any conflict, he passed the leadership of Millionaires in Motion on to a team of highly trained people, and he began pursuing Nikken full time. Today, John and Yvonne’s Nikken organization only contains two people they knew before joining Nikken—John’s sister and a long-time client and friend of John’s, who insisted on researching Nikken when she heard of his decision to join the company.

Yvonne says, **“All Nikken leaders are ordinary people achieving extraordinary results** because of the belief and the courage they’re exhibiting in their lives. John has worked very hard for years. You have to do the work—everybody needs to understand that.”

John gives a lot of credit to Team Diamond and the incredible leaders he has met through Nikken, and is thankful to each one for their support and encouragement. “I’d like to thank **our sponsors, William and Jan Todd,** which is somewhat ironic, because for five or six years, William and Jan were students of mine. Now **we have reversed our roles,** and I want to acknowledge them as being exceptional teachers,” says John. “I also want to acknowledge Al and Jan Keranen and **Reid and Yvonne Nelson.** As our upline, they were there for us every step of the way. And most importantly, **I want to thank my wife for being my pillar of strength** and for giving me the **number-one reason to strive to become the best that I can be—to make her and my family proud.**”

John and Yvonne are excited about the future, and are looking forward to what they see as a real explosion of excitement about Nikken’s unique products and opportunity. John says, “I watched Nikken when they first came to North America in 1989. I got to know many of the sales leaders and I recognized that this was **a very special company** that was **truly poised to do some great things.** I believe Nikken, Team Diamond and network marketing are destined to **change the way people look at the world and the way people think.**” ♦

