

July 28, 2005



Hello Everyone,

A little over a year ago, we attended a Nikken meeting in Austin, TX called "The Pathfinder's Summit". I heard a lot of excited people sharing, making goals, etc. After we returned home, Ruth started being on some "Pathfinder Calls" with different people.... but I never really paid much attention to what she was doing, as I was traveling all over the world, doing Wellness Previews, Big Picture Calls, etc.

A couple of weeks ago, while Ruth and our two teenage daughters were on a six week jaunt around Europe.... I attended the 2nd "Pathfinder's Summit" in Austin, TX. This time I listened very carefully and observed what had happened since the first one. It blew me away!

There were several cross-line Diamonds and Royal Diamonds in attendance....there to find out what was going on with the dynamic duo of Rick Murphy and Terry Latham and the "Pathfinders" group they started. There were people there from all over the country, as well as from Australia and Norway.

Here are some comments from a few of the people in attendance:

About two years ago, after we first heard of the Ignition Sequence Guide, I made copies and dispersed it among the team. We then learned of the Big Picture calls and began using them. Then came the word "Pathfinder".... So we started to listen to the calls. What has been a slow integration of a path being laid out has been the most wonderful thing that could have happened to our businesses. We now have a clear and focused path for our team to follow. Because of this path, I have every certainty that my future will be secure and immensely prosperous as a result of building and duplicating properly and simply.

There is a feeling, a spirit, a power being created in and through this program that is making it absolutely unstoppable and explosive! After returning from this Summit, I am laser focused on what to do, how to do it, and where to do it with whom. The Pathfinder Program has made it so simple to find and build leaders that I find some of my new partners are one step ahead of me! I LOVE IT!

-Tara Carlin, Gold Consultant from Keizer, OR

We started with 8 people in Pathfinders I in January (4 existing consultants dropped out and we picked up 4 new ones). and four consultants on the Pathfinder II program. By the end of our first four month program, we had 5 new Silvers and a Gold with just my Virginia area team. We did not open it up to everyone. Then in May, we started another Pathfinders I program with six people myself and four team leaders leading their own teams of about 15 people that lead their own action calls then conference into our call. As of June we have a total of 7 new Silvers and a Gold since January!!

Now people from other areas are participating and the new people are getting up to speed quickly. It is really helping our team simplify and keep on track.

- Greg Rooney, Diamond from Roanoke, VA



We just returned from Austin, TX and the Pathfinders Summit and had such a great time. What super folks are in this business with us. We were VERY impressed with all the Diamonds and Royal Diamonds who came to check it out.... Either because they had heard about it or because their people were using the program and having great success and had come to see for themselves what it's all about.

Pathfinders is NOT about Rick Murphy or Terry Latham, who started the program. It is about the Pathfinder graduates, over 100 on this stage alone, who have developed into awesome leaders in an amazing short period of time. We were impressed with the number of Performance Bonus winners who earned nice bonuses by just getting out and building their businesses. Thousands of extra dollars are going into their pockets. We were impressed that the Pathfinder graduates were the ones on the stage teaching us what a simple, duplicable business this is.

Larry and I have been using the Pathfinder program for almost a year. With our first 5 Pathfinder graduates (starting from 1 Silver and 1 Gold leg).... There have been developed 12 Silvers, 4 Golds, 1 Platinum and 5 Japan contest winners. Three of our graduates are currently running Pathfinder programs themselves. Pathfinders is a simple, duplicable PROVEN program and when followed the way it is designed to be followed....the results are amazing.

I used to lay awake at night worried that I could not lead our people. I was stressed that they were looking to us for leadership and I wasn't so sure I was able to teach them what it would take. Each major step in our Nikken career took accountability and focus. Pathfinders is the program that will develop leaders with the skills and confidence that will take them to the top and I believe in record breaking time.

A huge "Thank You!" to Rick Murphy and Terry Latham for the time and effort they have put into Pathfinders program and for their willingness to share with all of us so that we can help to "bring people home" and give them the freedom they deserve!

- Mary Lou & Larry Rairdon, Diamonds from Snoqualmie, WA.



Ten years ago we saw the possibility of a wonderful plan B. Dentistry has been my plan A for many years. We soon knew that Nikken would someday be our plan A.

The products we saw were awesome, but the explanation and duplication of the business was spotty and difficult to follow. It was obvious we needed a simple duplicable repeatable system. We were confused as to how to do the business.... as was our team. We kept the vision of Nikken and helped many people.

After we heard about Pathfinders, we kept in touch with Rick Murphy and Terry Latham, were on every Pathfinders call, and recorded every call. Soon our team started stepping up to the plate and using the brilliant Ignition Sequence, the ABC guide, and Big Picture calls to run their teams and we started to grow big time.

Since last November, the number of Wellness Consultants in our group has almost doubled. Our team volume has been accelerating, we are driving our third Nikken automobile, and made the President's Club this month. We are on a collision course with Diamond and Royal Diamond thereafter.

22 Partners on our team went to the Pathfinders Summit in Austin, TX with us. Pathfinders has revolutionized our Nikken business!

- Dr. Ron and Lynne Dillman , Platinums from Redding, CA



What an awesome weekend! I have experienced few events like the Summit. It feels good to be excited about my future and family again! I can say that this was truly a significant emotional event for me and it will forever change my life and the lives of my children. I have spent all day getting into the tools (Ignition Sequence Guide, CD's, DVD's, product info, autoship, etc.) I am well on my way to becoming a leader in this organization and want to live up to my potential in Nikken...so watch out! The Summit helped me realize that very simple people can be very successful and if they can do it so can I!

- Mark Gillespie, New Consultant



As a result of the Pathfinder I and Pathfinder II programs Just from my team down....we have developed around 50 Silvers and 10 Golds in a little over the last year. We have had 6 Performance Bonus winners that I know of. There are 16 graduates of the entire program, and as of last month, which was the last month I averaged it....the 6 month average of the PGV, minus breakaways, was just over 8,000 points per month! The Pathfinder II teammade up of the 9 on the active call, usually float right around the 100,000 points mark. From what I am hearing, many other leaders are seeing similar results. One other interesting note....the program works for new people very well, but also "resurrects" the old, which I was rather surprised with. I think that many of the other leaders are seeing that as well. Also, we are only finishing our first full year, and the results are avalanching as graduates are now yielding graduates. I cannot tell you how much easier it is to run the group. I am literally almost jobless with many of these people. I think the biggest thing about the program is people feel like it is something that "they" can do.... Not something being trained at them.... but for them!

- Rick Murphy, New Diamond!! From Austin, TX



If your Nikken business has become a little stagnant.... We suggest you go to <http://www.pathfinders.biz> and check it out in more detail as to how you can re-vitalize your business. Get on the calls and start your program now!

We appreciate and believe in you!

Dennis & Ruth