

A monthly plan of activities to maintain retention and growth of your team.

□□DAILY ACTIVITY (or every few days) send a welcome text to new team members:

Welcome Message to New Ambassadors:

"Hi \_\_\_\_\_! My name is Phyllis and I am a friend of \_\_\_\_\_. I have helped her on her Plexus journey as a leader on the team. Welcome to Plexus! I love to reach out to new ambassadors and provide support, tips, and share my story. I'm an ER nurse of 21 years who has had my life changed with these products. Before Plexus I was exhausted, couldn't lose stubborn weight, had anxiety creep in, and had digestive and hormonal imbalances. Everyone has a different story and that's the cool thing about Plexus. It works on whatever you're struggling with! I'd love to know a little more about you, answer any questions you have, and offer some tips for success. Would that be ok?"

They say yes and share their goals with you:

"Thank you for sharing your goals with me. Here are my top tips for getting the results you want with Plexus:

We all want results, and YESTERDAY! Am I right? But the healing process of your body doesn't always match your desired timeline. With natural healing, expect things to unfold a little at a time. It's honestly more sustainable and less jarring to your body that way, too! Early results often include these awesome benefits!

- ☒Deeper, more restful sleep
- ☒Mindblowing mental clarity and focus
- ☒Better mood, less anxiety, less stress
- ☒Decreased sugar cravings, positive appetite changes
- ☒☒More energy ALL day long

Digestive changes typically occur over the first 1-3 months, and that is normal when starting a gut health system. You WANT this! Your gut microbiome is your second brain and remodeling is necessary to give you the best health, immunity, weight, or whatever goals you have! Sometimes everything you want to happen happens FAST and other times you have some good stuff immediately followed by the slow unfolding of miraculous changes!

After personally starting about 200 people, and guiding thousands of others, here are my top tips to get the results you want faster:

- Be consistent. Take your regimen EVERY day. It's easy to take and travel with, too! ✈□
- Drink your water ☕ because poop, pee, and sweat are the main ways you detoxify.
- Work closely with your sponsor to adjust supplements because it's not a one-size-fits all, follow the

bottle thing. You do best when you accept some coaching!

□□Be willing to shift. What you start on is just that, a starting point. You may switch products, routines, and amounts a few times to find the perfect fit for your body.

□□Don't skimp! Start with the products you need instead of bare bones. Otherwise it's like trying to put a puzzle together with half the pieces.

□□Give it time ☺ It took you months or years or decades to get to where you are now so expect it to take 3-6 months for you to undo the damage. It's well worth the wait to have your best health ever!

□□Work with the supplements instead of against them. No diets necessary ☺♀□but can you commit to eliminating an unhealthy food or moving 20 minutes a day? Make your body a temple, not a garbage disposal and the products will clean up your insides faster ☺

What things do you think you can implement right away as you wait for your products?"

They answer you back:

"Awesome! I can't wait to see your results. Hey, I'm wondering, have you heard about our referral bonus program for new product users?"

No, I haven't.

"Well, it's an amazing, generous program Plexus has for new people because they know the power of having accountability and health partners! Plus we all know 3-4 people who feel crappy, right? With Plexus, if you have 3 friends join you on this health journey you will earn up to \$420. All you have to do is ask them if they'd like to learn more, refer them to me, I get them the info they need to decide if it's for them, and if they start you get those great bonuses. Does that sound like something you want to try?"

They say yes:

"Great! I'm looking forward to helping you, along with your friend, \_\_\_, who got you started. Let me create a message with us together so we can get you started with simple sharing!" (Then start a message with you and their sponsor if it's not your level 1)

□□FIRST OF THE MONTH: Refresh your contacts list and the main 20-30 people you are developing a relationship with. Take the time to focus on who and what you are doing and you will have greater direction all month.

□□FIRST OF THE MONTH: Map your IPA time and business scheduled hours. Where will you accomplish your daily reach outs and get your work done? If you plan and honor your commitment to yourself from day 1, you will start building from day 1. I believe in the power of planning and focusing on what you will create!

## □□FIRST WEEK OF THE MONTH: SEE AND PLAN TO DEVELOP POTENTIAL IN THE MONTH

At the beginning of the month go to your “points and rank” and sort by team points, highest to lowest. Look at where your team members ended and how close they were to their next rank or their rerank. I especially look for people with these criteria:

5-10 points that have never gone silver

20-45 points who have never gone super silver

70-95 points who have never gone gold

People who are within range to rerank (about 20-25% or so off from reranking)

People who are close to achieving their next rank

I don't care if they are my level 1 or my level 6! I want to help them succeed. I reach out with an encouraging message and ask how I can help. I include their sponsor if they are on board and want to run for it, and if their sponsor is actively supporting. The goal is to move the masses. If everyone does a little it equals a lot. Helping MORE people succeed is what it's all about. You can build an army of silvers, super silvers, and gold to diamond. But you can't if you don't even know WHERE THEY ARE AT and that they were even close! You will repeat this one week before months end and also 3 days before month's end.

## □□FIRST WEEK OF THE MONTH: 0 PV AMBASSADORS WHO QUIT WITHIN THE LAST 90 DAYS

People who are committed to their health but easily give up. Reach out and offer support and ask them about their experience. Date sort you “points and rank” report to the most recent joins to oldest. Try this message:

“Hey Mary! I'm reaching out today because of my passion for helping people achieve their best results with Plexus products. I'm gathering info so we can serve better. My name is \_\_\_\_\_ and I'm part of your support and on your team. I'm wondering if you'd be willing to share with me these 3 things:

Why did you start Plexus?

What package or products did you start with?

How long did you take them and do you still have product?

What was your experience?”

They respond and you then ask them this:

“If I could offer you support and suggestions based off my experience, would you be open to some suggestions that would help you get the results you want?”

Move forward from there. Be curious always, even if they are super rude, negative, or mean. Let them know you are grateful for their time and always there to help should they need assistance in the future.

If they are open give new recommendations, help them use what they have and add in the new things they need. Show up for them! Doing this early in the month lightens the load later!