



plexus®

# COMPENSATION PLAN

**10 ways to earn income as you build your Plexus business**

# **Plexus® Compensation Plan**

This unique Compensation Plan will help make your Plexus  
experience

**PREDICTABLE, PROFITABLE, REWARDING and FUN!!!**

**Incredible benefits to love about this plan...**

- Easy to understand how to increase your income.
- Offers diversified profit opportunities.
- Pays out a guaranteed 50% of the company's commissionable volume every month.
- Rewards you for building a solid base of loyal customers.
- Gives you additional incentives for assuming a leadership role.
- Pays out both weekly and monthly.
- Offers full compression to maximize your earnings.
- Pays up to 7 levels down.
- Offers Ambassadors the opportunity to earn income on the worldwide sales of the company.

## **How to Qualify for Plexus® Ranks of Achievement:**

These ranks of achievement are listed in advancement order. In order to earn points, bonuses, and commissions, all Ambassadors must be *Qualified Ambassadors* as defined below:

- 1) Your Plexus Annual Membership (PAM) of \$39.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV) through the monthly cycle end date or you are a new Ambassador who purchased a Welcome Pack within the first 30 days of enrollment.

Note: *Personal Volume (PV)* is defined as the volume received from each commissionable product that you or your customers purchase.

### **1. Ambassador**

- 1) You are a Qualified Ambassador.

As a Qualified Ambassador, you are eligible to earn Plexus Points on your Pay Level 1.

### **2. Senior Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 2 personally sponsored, Qualified Ambassadors.

As a Qualified Senior Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-3.

### **3. Silver Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 3 personally sponsored, Qualified Ambassadors.

As a Qualified Silver Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-5.

### **4. Gold Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 3 personally sponsored, Qualified Ambassadors.
- 3) You have 100 total Plexus Points in your organization, with 15 of those points coming from outside your Primary Leg.

As a Qualified Gold Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-5.

### **5. Senior Gold Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 3 personally sponsored, Qualified Ambassadors.
- 3) You have 250 total Plexus Points in your organization, with 40 of those points coming from outside your Primary Leg. (All 250 Plexus Points must come from your Pay Levels 1-5.)

As a Qualified Senior Gold Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-6.

## **6. Ruby Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 4 personally sponsored, Qualified Ambassadors.
- 3) You have 500 total Plexus Points in your organization, with 100 of those points coming from outside your Primary Leg.

As a Qualified Ruby Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-6.

## **7. Senior Ruby Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 5 personally sponsored, Qualified Ambassadors.
- 3) You have 750 total Plexus Points in your organization, with 150 of those points coming from outside your Primary Leg. (All 750 Plexus Points must come from your Pay Levels 1-6.)

As a Qualified Senior Ruby Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-7.

## **8. Emerald Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 6 personally sponsored, Qualified Ambassadors.
- 3) You have 1500 total Plexus Points in your organization, with 375 of those points coming from outside your Primary Leg.

As a Qualified Emerald Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-7.

## **9. Sapphire Ambassador**

- 1) You are a Qualified Ambassador.
- 2) You have at least 6 personally sponsored, Qualified Ambassadors.
- 3) You have 3000 total Plexus Points in your organization, with 750 of those points coming from outside your Primary Leg.

As a Qualified Sapphire Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-7.

## **Diamond Ambassador**

- 4) You are a Qualified Ambassador.
- 5) You have at least 7 personally sponsored, Qualified Ambassadors.
- 6) You have 4500 total Plexus Points in your organization, with 1125 of those points coming from outside your Primary Leg.

As a Qualified Diamond Ambassador, you are eligible to earn Plexus Points on your Pay Levels 1-7.

**Other Qualification Details:**

(Weekly cycles are from 12:00am ET Sunday through 11:59pm ET Saturday.

(Monthly cycles are from 12:00am ET on the 1<sup>st</sup> through 11:59pm ET of the last day of the month.

If you fail to qualify, bonuses and commissions will not be paid out to you. Commissions will compress to Qualified Ambassadors in your upline.

**Returns, Refunds, and Exchanges**

If you are unsatisfied with a product purchased from Plexus, you may return the product for a full refund upon notifying the Ambassador Relations Center within 60 days from the date of your purchase. An Agent will assist you with the proper procedures in order to process your refund. Keep in mind that the return policy was created, in part, to allow Ambassadors to try Plexus products. Therefore, Ambassadors are limited to one refund request per product, except where a product is received in a damaged or defective condition. Any advancements in the Plexus Compensation Plan, bonuses or awards achieved as a result of these purchases will be reversed and the amount(s) deducted from the Ambassador's refund.

# Ways to Earn Income from the Plexus® Compensation Plan

## 1. Retail Rewards Commissions (Normal Compression)

By becoming a Qualified Plexus Ambassador, you can earn generously through the Retail Rewards program. Building a team is not required. As an Ambassador, you will have your own Plexus replicated website and be able to purchase products at wholesale. You will be able to offer your retail customers two options:

- 1) Purchase directly from inventory you may have on hand, or
- 2) Purchase online through your replicated website using an accepted form of payment.

All product purchases made online that are associated with your Ambassador Number create Personal Volume (PV). As your monthly PV builds, the percentage of your retail sales commissions increases. Commissions are paid on any PV **over** your first 100 PV that month.

### How Retail Reward Commissions are Calculated:

Total PV for Pay Period	Percentage Earned
100 to 499.99	15% (on remaining PV after the first 100 PV)
500 and up	25% (on remaining PV after the first 100 PV)

Here is an example to see how this would work:

If you purchased 5 TriPlex Combos, that purchase would generate 550 PV. At the end of the month, having over 500 PV puts you at the 25% earnings level. This applies to any PV after the first 100 PV.

Here's the breakdown:

$$\begin{aligned} 550 \text{ PV} - 100 \text{ PV} &= 450 \text{ PV you would earn on.} \\ 450 \text{ PV} \times 25\% &= \$112.50 \text{ would be your Retail Rewards commission. *} \end{aligned}$$

You could also earn retail profit on sales you make directly from inventory you may have on hand.

By purchasing 5 TriPlex Combos for \$119.95 each and reselling them for the suggested retail price of \$154.95 each, you would make an additional profit of \$35 per package.

$$\text{Retail Profit } 5 \times \$35 = \mathbf{\$175} \text{ from your direct retail sales*}$$

Combining the two amounts you would earn:

Retail Rewards Commission	\$112.50
Profit on Retail Sales	\$175.00
Total earnings for the month	\$287.50

\*Plexus makes no guarantees on income. Your success depends on your effort, commitment, skill and leadership abilities. Please see the Plexus Annual Income Disclosure Statement.

## 2. Retail Rewards Override Commissions (Normal Compression)

For any of your Pay Level 1 Ambassadors that earn Retail Rewards Commissions, you will receive an Override Commission. The Override commission will be 5% of that Ambassador's Personal Volume (PV) over 100 PV.

Example: If you sponsored an Ambassador who has 2,500 PV worth of product in one month, you would earn an Override Commission of 5% of their PV over 100 PV, or 5% of 2,400 PV = **\$120.00.\***

## 3. Preferred Customer Bonus (No Compression)

Many people that express an interest in Plexus® products may only want to become Retail or Preferred Customers, at least initially. Once they experience personal success with the products, many customers will decide to join your team as an Ambassador. However, you can still earn a Preferred Customer Bonus on products ordered by your Preferred Customers (requires a recurring monthly Subscription order).

<u>Plexus Products</u>	<u>PC Bonus</u>	<u>Plexus Combos</u>	<u>PC Bonus</u>
Accelerator+	\$5	Beauty from Within Combo	\$20
Bio Cleanse 120	\$4	Joyome Essentials	\$20
Bio Cleanse 180	\$5	Slim HC/Accelerator+/Block Combo	\$22
Block	\$5	Slim HC/Boost/Block Combo	\$22
Body Cream	\$8	Slim HC/Lean (Whey/Vegetarian)	\$20
Boost	\$5	Slim HC/Lean (Vegetarian)/Block	\$17
Ease Capsules	\$5	Slim HC/Edge/Block Combo	\$22
Ease Cream	\$5	Slim MBA/XFactor Plus/Vitalbiome™	\$22
Edge	\$5	Slim Family Combo	\$22
Joyome® Illuminating Day Serum	\$12	TriPlex Microbiome Activating	\$20
Joyome Intensive Overnight Repair	\$12	TriPlex Hunger Control Combo	\$16
Lean Whey (Milk Chocolate/Vanilla)	\$5	Weight Loss Challenge/Block	\$32
Lean Vegetarian	\$5	Weight Loss Challenge Combo	\$28
MegaX	\$5		
MetaBurn	\$5		
Nerve	\$5		
P96 (Vanilla/Chocolate)	\$4		
ProBio 5	\$5		
Slim Microbiome Activating* (MBA)	\$15		
Slim Hunger Control* (Slim HC)	\$11		
XFactor	\$5		
Xfactor Plus	\$5		
XFactor Kids™	\$5		
VitalBiome™	\$5		

*Note: Because of the variance of international shipping costs, the Preferred Customer Program may vary slightly for each country. What is presented above is the Preferred Customer Program for the US.*

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#### 4. One-Time Achievement Bonus (No Compression)

Plexus® will award you a one-time Achievement Bonus the first time you achieve and are paid at one of the following ranks:

Silver Ambassador	\$100
Gold Ambassador	\$250
Senior Gold Ambassador	\$350
Ruby Ambassador	\$500
Senior Ruby Ambassador	\$750

Rank levels are determined at the end of the month, regardless of levels reached during the month.

Note: *The One-Time Achievement Bonuses are paid with the monthly commission cycle in which the Ambassador actually reaches designated levels.*

#### 5. Business Building Bonuses (BBB) (Normal Compression)

When a new Ambassador joins the company, they may purchase 1 Welcome Pack for either \$99 or \$199 (not a required purchase). Welcome Packs can only be purchased **once**, at a special bargain price, and may be purchased any time within the first 30 days of becoming an Ambassador. The new Ambassador does not earn commission on the Welcome Pack, however, for the \$99 Welcome Packs, \$50 is distributed to the Qualified upline Ambassador as a BBB 4 levels up. For a \$199 Welcome Pack purchase, \$50 is distributed to the Qualified upline Ambassadors as a BBB 4 levels up PLUS Plexus Points are distributed up to 7 Pay Levels in the month of purchase. In addition, the new Ambassador will be qualified for commissions in the month the \$99 or \$199 Welcome Pack was purchased.

Here are examples of how the BBB is paid out:

A new Ambassador purchases the \$199 Welcome Pack. \$50 is distributed to the first 4 Qualified upline Ambassadors and also distributes Plexus Points up to 7 pay levels as follows:

1 <sup>st</sup>	qualified upline	\$25.00	Pay Level 1-3	5 Plexus Points
2 <sup>nd</sup>	qualified upline	\$12.50	Pay Level 4	4 Plexus Points
3 <sup>rd</sup>	qualified upline	\$ 7.50	Pay Level 5	3 Plexus Points
4 <sup>th</sup>	qualified upline	\$ 5.00	Pay Level 6	2 Plexus Points
			Pay Level 7	1 Plexus Point

If a new Ambassador purchases the \$99 Welcome Pack. \$50.00, is distributed to the first 4 Qualified upline ambassadors as follows:

1 <sup>st</sup>	qualified upline	\$25.00
2 <sup>nd</sup>	qualified upline	\$12.50
3 <sup>rd</sup>	qualified upline	\$ 7.50
4 <sup>th</sup>	qualified upline	\$ 5.00

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Note: *In order to Qualify for Weekly Commissions:*

- 1) *Your Plexus Annual Membership (PAM) must be paid and current.*
- 2) *You have at least 100 PV in the current month by the end of the weekly commission cycle (11:59 PM ET on Saturday), OR*
- 3) *You were qualified in the prior month, OR*
- 4) *You are a new Ambassador in your first month.*

## 6. Plexus® Points

Each Ambassador in your downline with at least 100 PV or who purchased a \$199 Welcome Pack in that month entitles you to earn Plexus Points, depending on your rank and pay level. Your Paid Rank will determine your total Pay Point earning potential, which allows an you to earn all the available Pay Points for that particular Rank up to, but not including, the minimum point requirement of the following rank.

*Ex: This means that if your Paid Rank is Gold, you are eligible to earn Pay Points up to, but not including, the minimum 250-point requirement of Sr. Gold (which is the next rank).*

At the end of each month, the Plexus Points that you have earned are added up and multiplied by the value of a Plexus Point for that month (see below). By sponsoring new qualified Ambassadors, and by assisting existing Ambassadors in your organization to sponsor new qualified Ambassadors, you will increase the number of Plexus Points you are qualified to earn.

**Qualifying for Levels:** The higher your level of Achievement each month, the more levels you are entitled to earn Plexus Points. Here is a summary:

<u>Level of Achievement</u>	<u>Levels Paid On</u>
Ambassador	Pay Level 1
Senior Ambassador	Pay Levels 1 – 3
Sliver Ambassador	Pay Levels 1 – 5
Gold Ambassador	Pay Levels 1 – 5
Senior Gold Ambassador	Pay Levels 1 – 6
Ruby Ambassador	Pay Levels 1 – 6
Senior Ruby Ambassador	Pay Levels 1 – 7
Emerald Ambassador	Pay Levels 1 – 7
Sapphire Ambassador	Pay Levels 1 – 7
Diamond Ambassador	Pay Levels 1 – 7

**Plexus Point Allocations:** For each Ambassador in your organization with at least 100 PV, or who has purchased a \$199 Welcome Pack in that month the number of Plexus Points that you can earn are:

Pay Level 1–3	5 Plexus Points
Pay Level 4	4 Plexus Points
Pay Level 5	3 Plexus Points
Pay Level 6	2 Plexus Points
Pay Level 7	1 Plexus Point

Note: Ambassadors who achieved the rank of Emerald, Sapphire, or Diamond prior to June 1, 2020 will earn as follows:

Highest Achieved Emerald: 1499 points max, plus 75% of overage points

Highest Achieved Sapphire: 2999 points max, plus 75% of overage points

Highest Achieved Diamond: 4499 points max, plus 75% of overage points

The percentages will change to 50% overage on June 1<sup>st</sup>, 2021, 25% overage on June 1<sup>st</sup>, 2022, and finally 0% overage and current Paid Rank on June 1<sup>st</sup>, 2023

**Value of a Plexus® Point**

The value of a Plexus Point is determined by dividing the total number of Plexus Points earned by all Ambassadors in a single month into the total amount of money in the Ambassador Pool for that month. The value of a Plexus Point will vary slightly each month based on the total number of Plexus Points earned and the amount of money in the Ambassador Pool.

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If each qualified Ambassador sells a minimum of 100 PV per month, it is estimated that the value of each point will never be below \$1.80. **As Personal Volumes increase through retail sales and preferred customers, Plexus Points will also increase in value.**

Note: *Plexus Points are not generated on the purchase of a \$99 Welcome Pack by your downline Ambassadors.*

**Example of Earned Points**

If you sponsored 3 Ambassadors, and everyone in your organization duplicated your efforts, your organization would look like the one below:

Level	# of Ambassadors	Points Per Ambassador	Total Points Awarded
1	3	5	15
2	9	5	45
3	27	5	135
4	81	4	324
5	243	3	729
6	729	2	1,458
7	2,187	1	2,187
<b>Totals:</b>			<b>4,893</b>

If the Plexus® Points that month were valued at \$1.80, you would earn \$8,807.40 (4,893 x \$1.80) from your Plexus Points if you were qualified to earn on all 7 Pay Levels.

**7. Emerald Pool Bonus**

Out of the 50% of the company’s commissionable volume, 3% is set aside for the Emerald Pool and is divided equally among qualified Emerald, Sapphire and Diamond Ambassadors.

**8. Sapphire Pool Bonus**

Out of the 50% of the company’s commissionable volume, 1% is set aside for the Sapphire Pool and is divided equally among qualified Sapphire and Diamond Ambassadors. If an Ambassador qualifies for the Sapphire Pool, they would automatically qualify for the Emerald Pool as well.

**9. Diamond Pool Bonus**

Out of the 50% of the company’s commissionable volume, 1% is set aside for the Diamond Pool and is divided equally among qualified Diamond Ambassadors. If an Ambassador qualifies for the Diamond Pool, they would automatically qualify for the Emerald and Sapphire Pools as well.

**10. Earn a Diamond Re-Entry Position**

When you achieve the rank of Diamond Ambassador, you earn the opportunity to re-enter the program with an additional (second) position that will be placed directly under your original position (Level 1). Your re-entry position operates precisely as your original position, and is subject to all of the same guidelines, qualifications and policies.

**The re-entry position is extremely exciting because it allows you double-leverage on the earning power of the network you build below it. You get paid once for the volume under your new position, and you get paid again on the same volume by virtue of your original position.**

**Note: You must have 6,000 total Plexus Points in your organization in order to qualify for a Diamond Re-Entry Position.**

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### **Plexus® Car and Lifestyle Bonus Program Exclusive Benefit for Emerald, Sapphire & Diamond**

Qualified Ambassadors who achieve and maintain the position of Emerald, Sapphire, and Diamond in the Plexus Worldwide® Compensation Plan have an opportunity to participate in either the Plexus Car Program or the Lifestyle Bonus Program.

The Plexus Car and Lifestyle Bonus Program is an incentive designed to reward our top Ambassadors for their continued efforts with a chance to earn a monthly bonus payment towards a luxury car or a monthly lifestyle cash bonus.

In order to qualify for either the Plexus Car or Lifestyle Bonus Program, you must meet the following requirements:

1. You must be an Active Ambassador, in good standing, with Plexus.
2. You must achieve the rank of Emerald, Sapphire, or Diamond.

#### **Plexus Car Bonus Program**

Independent Ambassadors who qualify for the Plexus Car Bonus Program can acquire a Qualifying Lexus by properly communicating the acquisition of their purchase or lease to Plexus Worldwide. Qualifying Ambassadors will receive a monthly car bonus payment according to their rank and adherence to the Plexus Car Bonus Program guidelines, which can be obtained by contacting [plexuslexus@plexusworldwide.com](mailto:plexuslexus@plexusworldwide.com).

#### **Qualifying Lexus Vehicles:**

Emerald/Sapphire Lexus Options (White only): ES, GS, NX, RX and GX  
Diamond Lexus Options (Black only): LS, GX, LX, RC and LC

The monthly car bonus payment is \$600 for Emerald, \$750 for Sapphire and \$1,200 for Diamond a month (up to 36 months) for as long as you maintain possession of a qualifying Lexus, submit yearly Proof of Possession and maintain the rank of Emerald, Sapphire, or Diamond. <sup>1 2</sup>

#### **Plexus Lifestyle Bonus Program**

Independent Ambassadors who qualify for the Plexus Lifestyle Bonus Program will receive a monthly lifestyle bonus according to their rank and adherence to the Plexus Lifestyle Bonus Program, which can be obtained by contacting [plexuslexus@plexusworldwide.com](mailto:plexuslexus@plexusworldwide.com). <sup>1 2</sup>

The monthly lifestyle bonus payment is \$420 for Emerald, \$525 for Sapphire and \$840 for Diamond. <sup>1 2</sup>

Your first car or lifestyle bonus will be paid on the next monthly commission run following Plexus Worldwide's receipt of your Proof of Possession and/or signed Acknowledgement documents.

Bonus payments will be included in the Ambassador's year-end earnings total.

\*Plexus makes no guarantees on income. Your success depends on your effort, commitment, skill and leadership abilities. Please see the Plexus Annual Income Disclosure Statement.

<sup>1</sup> AK and HI Ambassadors: The Plexus Car Bonus – Emerald (\$850), Sapphire (\$1,000) and Diamond (\$1,450). The Plexus Lifestyle Bonus – Emerald (\$595), Sapphire (\$700) and Diamond (\$1,015).

<sup>2</sup> If an Ambassador's pay rank falls below Emerald for two consecutive months, they will not receive the car or lifestyle bonus beginning with month two. For example, if an Ambassador has a Qualified Diamond Lexus and their pay rank drops from Diamond to Sapphire for two consecutive months, they will receive the \$750 car bonus (Sapphire level) beginning with month two. If an Ambassador's pay rank drops from Diamond/Sapphire to Emerald for two consecutive months, they will receive the \$600 car bonus (Emerald level) beginning with month two. An Ambassador will not receive the car or lifestyle bonus until they re-qualify as an Emerald, Sapphire or Diamond.

## **Important Things to Remember about the Plexus® Compensation Plan**

<p><b>Commission Qualified</b></p>	<p>In order to earn commissions and bonuses, you must remain qualified until commissions have been finalized.</p> <p>To be qualified for Weekly Commissions:</p> <ol style="list-style-type: none"> <li>1) Your Plexus Annual Membership (PAM) must be paid and current.</li> <li>2) You have at least 100 PV in the current month, OR</li> <li>3) You were qualified in the prior month, OR</li> <li>4) You are a new Ambassador in your first month.</li> </ol> <p>To be Qualified for Monthly Commissions:</p> <ol style="list-style-type: none"> <li>1) Your Plexus Annual Membership (PAM) of \$39.95 must be paid and current.</li> <li>2) You have at least 100 in Personal Volume (PV) through the monthly cycle end date or you are a new Ambassador who purchased a Welcome Pack within the first 30 days of enrollment.</li> </ol> <p>If you fail to be qualified, bonuses and commissions will not be paid out to you and will compress to qualified upline Ambassadors. You can check your Qualification Status in your Virtual Office.</p>
<p><b>Commissionable Volume</b></p>	<p>Total Personal Volume (PV), minus 100 PV.</p>
<p><b>Compliance Policies and Procedures</b></p>	<p>Ambassadors are prohibited from selling Plexus Products via the internet, except through the replicated web sites that the company provides for its Ambassadors. For the protection of the Ambassadors and the company, this policy will be strictly enforced. There are also restrictions on how and where a Plexus Ambassador may retail Plexus products.</p> <p>To view a complete copy of Plexus' Policies and Procedures, go to the Library section of the Ambassador Virtual Office.</p>
<p><b>Compression</b></p>	<p>If an Ambassador in your organization fails to qualify in a given month, the following will happen:</p> <p>During the commission calculation, the non-qualified ambassador's position will temporarily disappear, and the next qualified Ambassador will roll up, or "compress", and take that position. Because of this, an unqualified Ambassador and their downline Ambassador's initial Level will remain the same, but their <i>Pay Level</i> will change and thus the Points assigned will adjust based on their new Pay Level.</p> <p>This ensures that you don't lose income because an Ambassador in your organization has failed to qualify for that month.</p>

	Compression is designed to pay you more money by eliminating positions in your organization where there has been no activity for the month, or where the Ambassador failed to qualify.
<b>Leg</b>	The term used to describe each of your personally sponsored Ambassadors (Level 1) and their downline.
<b>Levels</b>	<p>Levels are determined by who the sponsors are. As the Ambassador, you are Level 0. Ambassadors that you personally sponsor are considered your Level 1 Ambassadors. The Ambassadors that your Level 1's sponsor would be your Level 2's. Consequently, this continues for many levels down.</p> <p>For example: If you are an Ambassador, and you personally sponsor Mary Jones, Mary Jones would be on your first Level or Level 1. If Mary Jones then sponsored John Smith, John Smith would be Mary Jones' Level 1, but John Smith would be your Level 2.</p> <p>The Plexus® Compensation Plan pays you Plexus Points up to 7 Pay Levels down (including those normally below level 7 if compression(s) occurred) from your position, depending on your Rank. The Business Building Bonus pays the Ambassadors 4 levels up.</p>
<b>Monthly Commission Payouts</b>	Under the Plexus Compensation Plan, commissions for Retail Rewards, Retail Rewards Override, Preferred Customer Bonuses, Plexus Points, Achievement Bonuses, and Emerald, Sapphire, and Diamond Pool Bonuses will be paid out monthly, with payment made on the 15 <sup>th</sup> of the following month.
<b>Pay Level</b>	The level assigned to downline Ambassadors due to compression.
<b>Personal Volume (PV)</b>	The value assigned to each commissionable product that you or your customers purchase.
<b>Plexus® Points</b>	Plexus Points are awarded to you for anyone in your organization with at least 100 PV, or a new Ambassador who has purchased a \$199 Welcome Pack within their first 30 days, within the levels that you are qualified to earn points on.
<b>Primary Leg</b>	The leg in your organization with the most points in a monthly commission cycle.
<b>Qualified Ambassador</b>	An Ambassador that is monthly commissions qualified.
<b>Paid Rank</b>	If an Ambassador fails to qualify for their highest level of Achievement for any reason in a given month, they will retain their title, but will be paid at the level they are now qualified for.
<b>Subscription Order</b>	A convenient way to get the products you love each month.
<b>Weekly Commission Payout</b>	Under the Plexus Compensation Plan, commissions for Business Building Bonus (BBB) will be paid weekly, on the Friday following the week of purchase.



# 2018 U.S. INCOME DISCLOSURE STATEMENT

## Plexus® Annual Ambassador Income

Plexus is committed to providing our Ambassadors with life-changing products and a rewarding business opportunity. The combination of our products and opportunity can help open the door to personal success and their financial potential.

Our Compensation Plan is designed to provide our Plexus Ambassadors an opportunity to earn commission from products sold either directly to customers or through their replicated website.

### How Much Can You Earn?

The Top 1% average Ambassador made \$79,624; Top 1% median was \$39,441; and the Top 1% made more than \$22,131.

◦ It took approximately 4.5 years as a Plexus Ambassador to reach the Top 1% with the longest being 10.75 years.

The Top 10% average Ambassador made \$13,550; Top 10% median was \$4,982; and the Top 10% made more than \$2,256.

In 2018, 34,394 (average) U.S. Ambassadors (26% of all Ambassadors) enrolled at least 1 Customer or enrolled 1 Ambassador and earned income (excluding retail profits).

50% of Ambassadors made more than \$146 and the other 50% made less.

### What Bonuses Can I Earn?

Plexus has several ways to earn bonuses through its generous Compensation Plan. Below are a few examples of the bonuses you can earn:

Preferred Customer Bonus: You can earn bonuses on purchases by your Preferred Customers.

Commissions and Bonuses: You can earn commissions and bonuses based upon the sales volume in your sales organization and the rank you achieve (see details in the Plexus Compensation Plan).

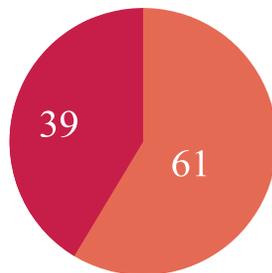
Plexus Pools and Bonuses: If you progress through the achievement ranks, you can earn bonuses and participate in various bonus pools (see details in the Plexus Compensation Plan).

### Can I Get a Refund?

Plexus has a 60-day money back guarantee for its Customers and Ambassadors. For further details, please see our Refund Policy on [plexusworldwide.com](http://plexusworldwide.com)

In addition to our 60-day money refund, Plexus will buy-back any currently marketable inventory purchased within 12 months of an Ambassador's decision to terminate, less a \$15 restocking fee. For further details, see the Buy-Back Policy in our Policies and Procedures.

**2018  
Ambassador vs.  
Customer  
Ratio**



 All Customers  
 Ambassadors