New Ambassador Checklist - Set Yourself Up for Success

Welcome to the team! I am thrilled you decided to join Plexus! You are in for quite an adventure! This has been the most rewarding journey-helping others regain their health and gain financial freedom! Here is a list of activities and resources to help you get started off on the fast track to success in your business!

Week 1:

1. Immediately after finishing the sign-up process, log into your back office and play around with it.
   a. Watch the back office training webinars: Access via the TRAINING link on the top menu bar.
   b. See Document 06c - New Ambassador Back Office Overview for a short guide to your back-office and the resources available to you there
   c. Set up your Back Up order the way you want it. Click SHOPPING on the top menu bar and then select BACKUP ORDERS. You can set the date you would like it to ship. Pick your products that you want.
   d. Go to TOOLS and select MY LIBRARY to access key business documents.
   e. Go to TOOLS and select MY MULTIMEDIA LIBRARY to access some excellent training videos

2. Learn about The Plexus Way - Plexus is an ethical company that strives to do network marketing the way it could be done, should be done, but rarely is. We take our core beliefs of being trustworthy, honest, reliable and responsible to heart and operate each and every day with these core beliefs in mind. These core beliefs also apply to you, our amazing Ambassadors, and as such, we want to give you what you need to do the business the right way, “The Plexus Way!” Watch this short video featuring our VP of Compliance and Corporate Affairs, Chris Reid on the Plexus Way: https://plexusworldwide-1.wistia.com/medias/0soihhi8l

3. Go to www.plexuspowertools.com and join (It costs $10 for the whole year). This site has a wealth of documents to help you build your business as well as a library of graphics and testimonials you can use via social media.

4. Use the F.R.A.N.K.S method (document 01c) to identify prospects. Create your contact list! Aim for 200 names (family members, hair dresser, friends, etc.) Then create your dream team list of 20 people you will go after first.

5. CLAIM YOUR TERRITORY - Immediately after signing up you want to put a stake in the ground by getting a simple message to everyone you are associated with that you have a great new health and wellness business that you are excited about. There are two parts to this:
   a. For people you are connected to via social media, customize document 01d2 - Facebook Personal Message to Friends and send it individually to every person you are connected to.
   b. For people you are not connected to on social media, customize document 01d1 - Unsolicited Letter to Prospects and use it to begin contacting friends, family members, co-workers, etc and let them know you have started a new business. You will be surprised at the people that will want to do it with you.

6. In your sign-up month, try to sign on as many customers and Ambassadors that you can and that will propel you into your second month with great momentum. DO NOT wait! Trust me...You will wonder why you did not start sooner. You will want to get that first commissions check when everyone else is getting paid on the next 15th of the month.

7. Watch the following video from Plexus Worldwide for an overview of the compensation plan. When you watch the video, please have document 05c - Plexus Comp Plan 11 Way Breakdown handy as it will serve a visual for what will be covered https://www.youtube.com/watch?v=nRj0R_mQO5k

8. Set up a three-way call with your upline and their upline.

9. Join Plexus Facebook groups like team pages and testimonial page. Your upline should be adding you to some Facebook groups that are private and only for Plexus Ambassadors. In these groups you will learn valuable tips and info. You can also ask questions in them. Always be positive. If you have something negative to say or your need to ever vent, do that with your sponsor (the person that signed you up). Never say things negative in a group. There are always new people being added and they do not want to come into drama. As you recruit new ambassadors to your team, always add them to the appropriate groups and introduce them in the one main group that you are in

10. Order business cards. You can do this via Plexus’ preferred vendor at http://myplexusprint.com/ or there are others you can find via the Facebook group focused on Promotional materials and/ or swag.
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11. Follow/friend your upline/sidelines on Facebook. Ask your upline for 10 names of people that have inspirational, educational and creative posts to inspire you.

12. Complete the “WHY” section and your initial goals (first week / first month) of document 01g - Planning - Why Goals and Tactics Worksheet and send to your upline.

13. Make your debut post on Facebook. Anything you see members of your upline post, you are free to use. It is better to save the photos to your computer first and then post it along with a copy of the words. It looks more professional and it does not look like you are borrowing when you simply click share. You must get it on your wall to start getting the word out there. DO NOT wait.

14. There is power in the multiples of 3. You recruit 3 and train them to get 3 and do the same thing. And then you start over. This is how you multiply your team quickly and it will start to snowball once you reach about Sr. Gold. See document 06f - The Power of Three

15. Take a before picture and measurements (if applicable).

Week 2:

1. Set up an accountability call with your sponsor.

2. In your first month, to qualify for commissions, you will need to do $100 PV (product value) over your welcome pack. The welcome pack satisfies the requirement your first month, but if you really want to build and get off to a fast start, do the $100 or more in PV above your welcome pack.

3. Every month, you need to do $100PV to qualify for commissions. Your orders and your customer’s orders count towards this. Just one to two customer orders can get this for you. Your ambassadors under you DO NOT count towards your PV.

4. Don’t settle for the minimum. Set up a plan of action for reaching 500PV and going Silver.
   a. You promote to Silver by just recruiting 3 people yourself. They must be qualified (have their back up order on). This will promote you to Silver.
   b. Then teach those three people to do the same.

5. Post on Facebook at least once a day. (Best time 7-9am, noon, 7-9pm)

6. Start creating a document of “great posts” that you see as you are following your ten Plexus people so that you can use those posts (tweak to fit you) at a later date.

7. Share Plexus with 3 people.

8. Follow up with 3 people you’ve already talked to about Plexus.

9. Review your goals each and every day using document 01g - Planning - Why Goals and Tactics Worksheet. Make sure you are taking action steps to achieve them

10. Continue to share on Facebook. Passion is key! People are drawn to passion and enthusiasm!

11. Plug in to a weekly team call. Someone in your upline is likely hosting one each week.

12. Make a list of potentials that have inquired (or liked your post) about Plexus and follow up with them.

Week 3:

1. Expand your network. Continue to expand your friends list on Facebook (add old friends, new friends, new people you meet on playdates, co-workers, etc). You can also use memory joggers. Here is a great place to start: http://networkmarketingpro.com/unlimited/memoryjogger.pdf. Keep your prospects list on your Why, Goals & tactics Worksheet

2. Be a product of our products—make sure you take your products daily.

3. Share non-scale victories that you are experiencing (less cravings, better sleep, more energy, etc.)

4. Post on Social Media at least once a day. (Best time 7-9am, noon, 7-9pm)

5. Continue working your list. Who is on your dream team? Ask them for coffee, lunch, a quick phone date and share with them this amazing opportunity.
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6. Consider hosting a tasting party or opportunity meeting to get the word out! Ask your upline about joining you and helping you implement. Documents 07d1 and 07d2 are presentations that can be used for a tasting party or opportunity meeting. In addition, you can host a Facebook Event using the script available in document 01h – Online Event Script

Week 4:

1. Find a “power partner” for your Plexus business. Someone that can be an encouragement to you, support you, brainstorm with you on ideas for working your business! Ask your upline for suggestions if needed.

2. Purchase and start to read books on Network Marketing. Devote 20-30 minutes a day to investing in your own personal development. Recommended books:
   a. Millionaire by Halftime by Presley Swagerty
   b. Rock your Network Marketing Business by Sarah Robbins
   c. Go Pro by Eric Worre
   d. How to Win Friends and Influence People by Dale Carnegie
   e. Four Year Career by Richard Brooke.

3. Continue to look at 01g - Planning - Why Goals and Tactics Worksheet document to help give you a focus and a guide for your tasks for the week.

4. Start handing out your business cards as you are creating relationships and sharing. Plexus with others. A best practice is to hand people an all product brochure with your business card attached.

5. Make a short video to share (1-2 minutes) explaining your “why” with Plexus to share on your Facebook page.

6. Ensure you have a solid understanding of Levels and Pay Points as you grow your business
   a. Your levels are all of your downlines. Your level 1 is anyone that is direct to you and you personally recruited. Your level 2 is anyone they personally recruited and so on. You will only go down 7 levels, but not all of those levels are opened up to you in the beginning. Some levels do not open up to you until you promote to a certain level.
   b. Pay points are the points that you get for each person in your downline depending on what level they are to you. Your levels 1-3 you will get 5pts each. Your level 4 you will get 4 pts each. Your level 5 you will get 3 pts each. Your level 6 you will get 2 pts each. Your level 7 you will get 1 pts each. You multiply your pay points by the dollar amount to get your total of how much your will be paid just for your pay points. Your pay points are how you promote to the next levels. Please see the Compensation pdf chart to see what you need for each level.
   c. Seeing your downline and the pay points for each person is found in your back office under the Reports Tab. Look for the Genealogy and then your downline. Just click on the highest number available to see everyone. You can see everyone’s PV in this chart as well as if they have done the required $100PV for the month. You will see their pay points if they have done this under the Points column.
   d. Your primary leg is your direct level 1 person that has a team that is doing better than anyone else you have. Most of your points will come from your primary leg. So, you will see on the compensation pdf chart to go Gold, you need 100 pay pts total. But 15 of those pts must come from outside your primary leg. This is to prevent someone from riding the coat tails of one person all the way to the top.

7. Convention is every year in June. ALWAYS PLAN TO GO!!!!! It will change your life and your business. If you really want to go all the way with Plexus, you need to go to convention and any meetings offered in your area. There are people that travel hours to go to a training meeting, so do not think it is too far to go if there is not one offered in your area.

8. Try to win the trips. They are awesome and well worth you winning and you can show your team that it can be done. Your team likes to have someone to look up to and that can guide them. Why don’t YOU be that ONE!!!

9. Anytime you want to know the answer to a question, you can either call your upline, your peers, Plexus Worldwide Customer Service or ask in one of the groups. DO NOT be afraid to ask. No question is a dumb question.
10. Keep in contact with your customers. When someone new signs up, either call them or email them instructions on how to start. Our customers MUST know how to use products correctly. It is up to YOU to service them. When they sign up, you need to contact them in some way and tell them instructions. After a few days to a week, you need to contact them to see how they are and if they have any questions. After a few weeks to a month, you need to contact them. Some people are private and will not offer info, but if you ask, they will. They need to know that they are not in this alone. That they have someone that they can count on to help them through this. There are several document on Plexus Power Tools for Following-up with customers beginning with the initial purchase.