



**plexus<sup>®</sup>**

COMPENSATION PLAN



# **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 world-wide 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*:

- 1) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.

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

### **1. Ambassador**

- 1) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.

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

### **2. Senior Ambassador**

- 1) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) 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) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) 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) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 3 personally sponsored, Qualified Ambassadors.
- 4) 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) Your Annual Membership of \$34.95 must be paid and current.

- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 3 personally sponsored, Qualified Ambassadors.
- 4) 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) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 4 personally sponsored, Qualified Ambassadors.
- 4) 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) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 5 personally sponsored, Qualified Ambassadors.
- 4) 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) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 6 personally sponsored, Qualified Ambassadors.
- 4) 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) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 6 personally sponsored, Qualified Ambassadors.
- 4) 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.

#### **10. Diamond Ambassador**

- 1) Your Annual Membership of \$34.95 must be paid and current.
- 2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.
- 3) You have at least 7 personally sponsored, Qualified Ambassadors.
- 4) 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, and are typically finalized the following Wednesday.)

(Monthly cycles are from 12:00am ET on the 1<sup>st</sup> through 11:59pm ET of the last day of the month, and are finalized by the end of the first week of the following 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**

Any commissions paid to an Ambassador, and his or her upline, for product returned by the Ambassador or a Customer, may be debited from the respective upline Ambassador's account, or withheld from present or future commission payments. Paid As rank may also be affected by product returns.

# Eleven 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 network 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)

(Welcome Pack PV is **NOT** included in calculating retail rewards commissions.)

Here is an example to see how this would work:

If you purchased 5 Tri-Plex Combos, that purchase would generate 505 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:

$505 \text{ PV} - 100 \text{ PV} = 405 \text{ PV}$  you would earn on.

$405 \text{ PV} \times 25\% = \$101.25$  would be your Retail Rewards commission.\*

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

By purchasing 5 Tri-Plex Combos for \$109.95 each, and reselling them for the suggested retail price of \$139.95 each, you would make an additional profit of \$30 per package.

Retail Profit  $5 \times \$30 = \$150$  from your direct retail sales\*

Combining the two amounts you would earn:

Retail Rewards Commission	\$101.25
Profit on Retail Sales	\$150.00
Total earnings for the month	<b>\$251.25</b>

\* Plexus makes no guarantees on income, as such representations may be misleading. Your success depends on your effort, commitment, skill and leadership abilities, and how effectively you exercise those qualities. Please see the Plexus Annual Income Disclosure Statement.

## 2. Retail Rewards Over-Ride Commissions (Normal Compression)

For any of your Pay Level 1 Ambassadors that earns Retail Rewards Commissions, you will receive an Over-Ride Commission. The Over-Ride 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 Over-Ride 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 network as an Ambassador. However, you can still earn a Preferred Customer Bonus on products ordered by your Preferred Customers (requires a recurring monthly Autoship order).

<u>Plexus Products</u>	<u>PC Bonus</u>
Accelerator+	\$5
Bio Cleanse 120	\$4
Bio Cleanse 180	\$5
Block	\$5
Body Cream	\$8
Boost	\$5
Ease Capsule	\$5
Ease Cream	\$5
Edge	\$5
MegaX	\$5
Nerve Support	\$5
P96 (Vanilla/Chocolate)	\$4
ProBio 5	\$5
Slim	\$15
XFactor	\$5
XFactor Family Chewables	\$5
Ease Combo	\$10
Slim/Accelerator+/Block Combo	\$22
Slim/Accelerator+ Combo	\$18
Slim/Block Combo	\$19
Slim/Boost Combo	\$18
Slim/Boost/Block Combo	\$22
Tri-Plex Combo	\$20

*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. Fast Start Achievement Bonus (No Compression)

The Fast Start Achievement Bonus is a special bonus that rewards new Ambassadors who achieve the level of Gold, Senior Gold, Ruby or Senior Ruby within the first 30 days of becoming a Plexus Ambassador. This bonus is in addition to any One Time Achievement Bonus that you earn.

Plexus helps you to achieve this by combining Plexus Points and Mock Points to reach the qualification requirements.

Mock Points are given for new ambassadors that purchased Welcome Packs, solely for the purpose of reaching a rank for the Fast Start Achievement Bonus, since Welcome Packs do not generate actual Plexus Points.

Here are the Fast Start Achievement Bonus amounts:

Gold Ambassador	\$350 (in addition to your normal Achievement Bonus)
Senior Gold Ambassador	\$700 (in addition to your normal Achievement Bonus)
Ruby Ambassador	\$1,200 (in addition to your normal Achievement Bonus)
Senior Ruby Ambassador	\$1,950 (in addition to your normal Achievement Bonus)

Here is an example of how the Fast Start Achievement Bonus is paid out:

A new Qualified Ambassador joins Plexus on June 10<sup>th</sup>, and would have until 11:59pm ET on July 10<sup>th</sup> (30 days) to reach Gold or above to earn a Fast Start Achievement Bonus. They sign up at least 3 new Qualified Ambassadors (who each purchases a Welcome Pack), who also sign up new Qualified Ambassadors, etc. On July 1<sup>st</sup>, when June commissions are finalized, this ambassador is qualified as a Silver Ambassador.

June Commissions – earn \$100 Silver One-Time Achievement Bonus (Paid on July 15<sup>th</sup>)

This Qualified Ambassador, and their downline, continues to sign up new Qualified Ambassadors. On July 11<sup>th</sup> (the 31<sup>st</sup> day after enrollment), this ambassador has 85 Plexus Points + 15 Mock Points (for 3 Welcome Packs), which equals 100 Fast Start Points. This ambassador has now qualified as a Gold Ambassador under the Fast Start Achievement program.

July Commissions – earn \$350 Gold Fast Start Achievement Bonus (Paid on August 15<sup>th</sup>)

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Notes:

- Actual rank will stay Silver until ambassador reaches Gold naturally with actual Plexus Points.
- You are not paid for Mock points on your monthly commissions. Mock points are only used in qualifying for the Fast Start Achievement Bonus.

**6. 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 60 days of becoming an Ambassador. The new ambassador does not earn commission on the Welcome Pack, however, 50% of the Welcome Pack PV is distributed to the Qualified upline Ambassadors as a BBB 4 levels up.

Here are examples of how the BBB is paid out:

A new ambassador purchases the \$199 Welcome Pack (199 PV). 50% of the Personal Volume, or 99.50, is distributed to the first 4 Qualified upline ambassadors as follows:

1 <sup>st</sup>	qualified upline	50% (\$49.75)
2 <sup>nd</sup>	qualified upline	25% (\$24.88)
3 <sup>rd</sup>	qualified upline	15% (\$14.93)
4 <sup>th</sup>	qualified upline	10% (\$9.95)

If a new ambassador purchases the \$99 Welcome Pack (100 PV). 50% of the Personal Volume, or 50.00, is distributed to the first 4 Qualified upline ambassadors as follows:

1 <sup>st</sup>	qualified upline	50% (\$25.00)
2 <sup>nd</sup>	qualified upline	25% (\$12.50)
3 <sup>rd</sup>	qualified upline	15% (\$7.50)
4 <sup>th</sup>	qualified upline	10% (\$5.00)

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

- 1) *Your Annual Membership of \$34.95 must be paid and current.*
- 2) *You have at least 100 PV in the current month, OR*
- 3) *You were qualified in the prior month, OR*
- 4) *You are a new Ambassador in your first month.*

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## 7. Plexus Points

Each Ambassador in your downline with at least 100 PV entitles you to earn Plexus Points, depending on your rank and pay level. 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 Ambassadors, and by assisting existing Ambassadors in your organization to sponsor new 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 on. 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, 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

### 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.

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 Welcome Pack by your downline ambassadors.*

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### 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
Totals:	3,279		4,893

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.

### 8. Emerald Pool Bonus

The Emerald Pool is funded each month with 3% of the company's commissionable volume and is divided equally among qualified Emerald, Sapphire, and Diamond Ambassadors.

### 9. Sapphire Pool Bonus

The Sapphire Pool is funded each month with 1% of the company's commissionable volume 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.

### 10. Diamond Pool Bonus

The Diamond Pool is funded each month with 1% of the company's commissionable volume 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.

### 11. 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.***



**Exclusive benefit for Emerald, Sapphire & Diamond**

**The Plexus Worldwide Lexus Program is an incentive reward offered to Ambassadors who achieve and maintain the position of Emerald, Sapphire, and Diamond in the Plexus Worldwide Compensation Plan.**

**Independent Ambassadors who qualify for this program, acquire a Qualifying LEXUS, and properly communicate the acquisition of their car to Plexus Worldwide will qualify for monthly bonus payments according to their rank and adherence to the Plexus Worldwide LEXUS program guidelines.**

**The Plexus Worldwide LEXUS program is designed to reward our top Ambassadors for their continued efforts with a bonus to pay for a superior luxury car that also serves as a great tool for building their Plexus Worldwide Business.**

In order to qualify for the Plexus Worldwide LEXUS Program, you must meet the following requirements:

- You must be an Active Ambassador with Plexus.
- You must achieve the rank of Emerald, Sapphire, or Diamond.

The LEXUS bonus is \$500 or \$1,000 a month (up to 36 months) for as long as you maintain possession of a qualifying Plexus LEXUS, submit yearly Proof of Possession and maintain the rank of Emerald, Sapphire, or Diamond.\*\*

\*\* If you miss qualifying for two consecutive months, you will not receive the Lexus bonus for month two and you will not begin receiving the bonus again until you re-qualify as an Emerald or Diamond.

<b>Rank</b>	<b>Amount</b>
Emerald Ambassador	\$500
Sapphire Ambassador	\$500
Diamond Ambassador	\$1,000

Your first Bonus will be paid on the next monthly commission run following Plexus Worldwide's receipt of your Proof of Possession & signed Acknowledgement documents.

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

Plexus makes no guarantees on income, as such representations may be misleading. Your success depends on your effort, commitment, skill and leadership abilities, and how effectively you exercise those qualities. Please see the Plexus Annual Income Disclosure Statement.

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

<b>Autoship Order</b>	A convenient way to get the products you love each month.
<b>Commission Qualified</b>	<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 Annual Membership of \$34.95 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 Annual Membership of \$34.95 must be paid and current.</li> <li>2) You have at least 100 in Personal Volume (PV), excluding Welcome Pack PV, through the monthly cycle end date.</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 back office.</p>
<b>Commissionable Volume</b>	Total Personal Volume (PV), excluding Welcome Pack PV, minus 100 PV.
<b>Compliance Policies and Procedures</b>	<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 Back Office.</p>
<b>Compression</b>	<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 Pay Level 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> <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.</p>
<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<sup>®</sup> 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>Mock Points</b>	<p>Mock Points are given for new ambassadors that purchased Welcome Packs and are used SOLEY for the purpose of reaching a rank for the Fast Start Achievement Bonus, since Welcome Packs do not generate Plexus Points.</p> <p><i>Note: You cannot see Mock Points in your Back Office, and you are not paid for Mock points on your monthly commissions. Mock points are <u>only</u> used in qualifying for the Fast Start Achievement Bonus.</i></p>
<b>Monthly Commission Payouts</b>	Under the Plexus Compensation Plan, commissions for Retail Rewards, Retail Rewards Over-Ride, 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, excluding Welcome Pack PV, 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>Rank Decrease</b>	If an Ambassador fails to qualify for their 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>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.



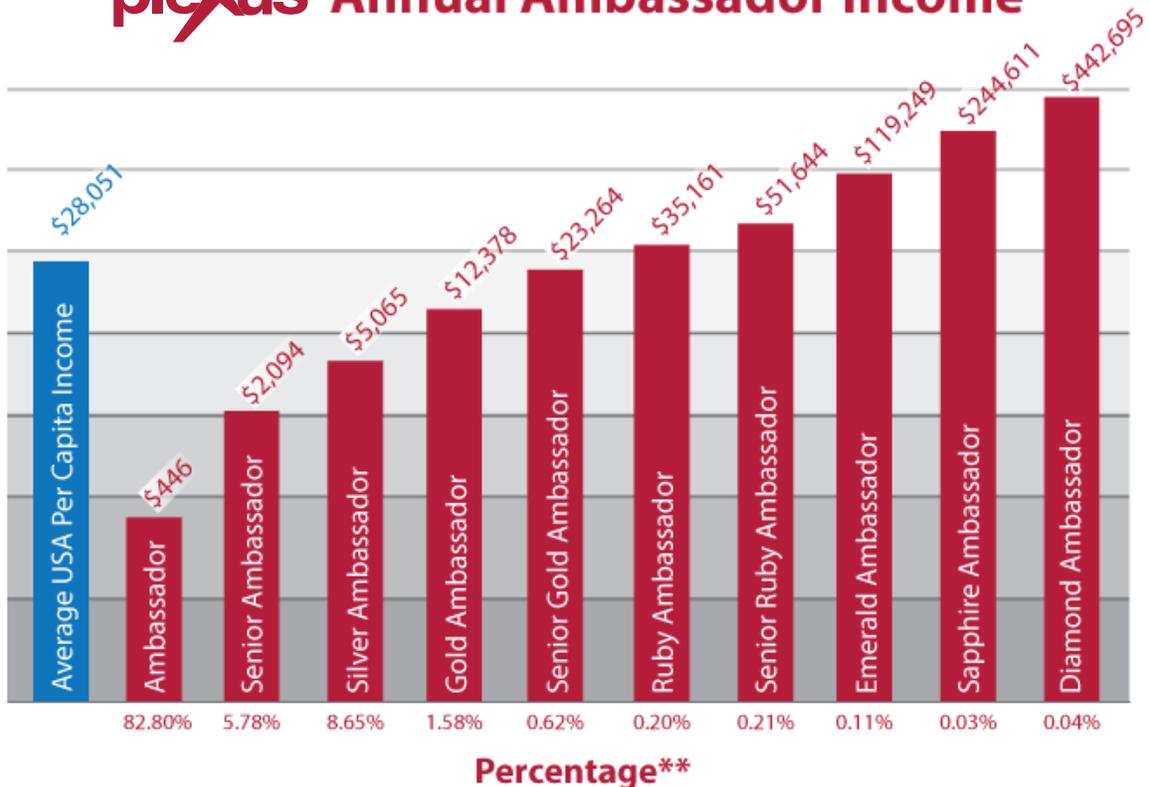
## 2014 Income Disclosure Statement

### Quick Facts:

- Average Per Capita Income in the USA (12 Months) = \$28,051 (<http://quickfacts.census.gov/qfd/states/00000.html>)
- Over 90,000 Plexus Ambassadors earn enough income through their Plexus business to effectively get their Plexus products for free
- The average length of time for Diamond Ambassadors to achieve their rank has been 20 months – though it has been achieved in less than 6 months.
- The average length of time for Ambassadors to reach the rank of Sapphire is less than 15 months.
- The average length of time for Ambassadors to reach the rank of Emerald is also less than 15 months.

Plexus Ambassadors can earn income based on commissions from products sold either directly or through their replicated website, as well as earning income based on their promotion of the products, brand, and business opportunity.

## plexus® Annual Ambassador Income\*



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