WHAT'S IN IT FOR PARTICIPANTS (NEW PREFERRED CUSTOMERS & NEW AMBASSADORS)

**PRODUCT**
$125 worth of weight management products shipped directly to their door for their initial order (TriPlex Welcome Pack + 1 additional weight management product counts) + a recurring Autoship order each month!

**SUPPORT**
Tips and motivation from Plexus health and wellness coach, weekly emails, and more!

**MOTIVATION**
Invite them to join your own groups, events or calls for added 60 Day Trim Up support. Stay connected with them for long-term success.

**REWARDS**
Complete the 60 Day Trim Up for a chance to win over $60,000 in prizes!*

WHAT'S IN IT FOR YOU (GROWTH, COMMISSIONS AND CONSISTENCY)

**TOOLS**
A stand-alone branded 60 Day Trim Up website, Shareables, Recruiting Tools & Tips, The Opportunity to Create Your Own Support Groups, Content for you to use from the Sunny + Share blog.

**NEW PREFERRED CUSTOMER COMMISSION***
*Their Initial Order TriPlex Combo (125 PV) = $20 PC Bonus for you
Bonus Goal: 5 each month = $100 PC Bonus for you
$150 in Retail Rewards (25%)

*Recurring Autoship gives you an extra $250 in your pocket each month.

**NEW AMBASSADOR COMMISSION***
*Their Initial Order TriPlex Welcome Pack Goal: 3 new Ambassadors = $75 Business Builder Bonus

**RANK UP POTENTIAL**
Non-Silver Ambassadors also rank up earning $100 Bonus*

If you’ve already achieved Silver Ambassador use your newbies to help you achieve your next highest rank!

*For more details and the Official Rules of the 60 Day Trim Up, the 2017 Convention Contest, please visit your Back Office. 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.
GET DOWN WITH TRIM UP!

Weight loss challenges have been around for years, in fact the most successful social-selling companies have their own. Plexus is changing the game with the introduction of the 60 Day Trim Up. The 60 Day Trim Up was designed to help you grow your business by introducing new people to Plexus.

SET YOUR 30-DAY GOAL
In the past, what has stopped you from accomplishing your recruiting goals? Write them down and figure out how you will eliminate these distractions so you can achieve your goals. This is a great exercise to do with your sponsor or your accountability partner.

Write your goals down and place them in a visible location.
I commit to sharing 60 Day Trim Up with ______ new people this week.
I commit to enrolling ______ new Preferred Customers _______ new Ambassadors this week.

GET YOUR GAME FACE ON
Revisit your contact list and start by making a list of those that expressed interest in losing weight. Next, think of additional friends, family or acquaintances that you feel could benefit from the 60 Day Trim Up.**

TIP: Work your social media and put your detective hat on. You're sure to find someone that has made their goal to lose a few pounds.

Pick 10 new friends to connect with about the 60 Day Trim Up each week (3 a day), re-connecting with those you may have not been able to reach from the previous day).

TIP: Don’t be afraid to ask them if their friends and family would like to join too. It’s always easier to accomplish a goal with a friend!
Note: add in hashtags they can use

SHARE
• Less is More — Don’t come right out the gates with all things Trim Up. Get to know what they’re looking for and present the 60 Day Trim Up as a solution.
• Less is More — Those that are experiencing success on your team are the best type of testimonials.*** In addition you can use the 60 Day Trim Up Guide, Shareables, Look Book, TriPlex Guide, or 60 Day Trim Up Website.
• Keep it Simple — If social media is your comfort zone, start there with a simple post. Do what works for you!

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**This statement has not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.
***Always remember to submit your testimonials to the Compliance Department.
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Conversations Starters

Friend
“I’m so excited for us to hold each other accountable to achieve our goals. I couldn’t do any of this without your constant support. Girl, I think it’s time we link arms and get serious about getting our weight under control. What do you think? Where should we start? I have a great idea!”

Friend of a Friend
“I couldn’t help but notice your post about dropping a few pounds this year? Can I ask you what your goals are? Have you found a solution to help you get where you want to be? Would you mind if I showed you a photo of my friend that has had some pretty cool success? Would you be open to hear how she and others achieved their weight loss goals if you have a minute?”

GIVE THEM A STRONG START
Knowing your newbie’s desire is the key to their success. Are they meant to be a Preferred Customer or an Ambassador? Here are some quick tips that can help you suggest the best path to get them started.

- Are they looking to experience the Trim Up as a way to just experience the products?
- Are they thinking post-60 Day Trim Up they will drop their order down to their favorite product (under 100 PV)?
Becoming a Preferred Customer may be the best solution for this person.

- Are they looking to experience product at a discount and willing to share with friends?
- Are they interested in learning how they could refer their friends with an opportunity to get their product paid for each month?
- Are they thinking of dabbling in the business after Trim Up and are likely willing to purchase 100 PV or more each month?
Becoming an Ambassador may be the best solution for this person.

TIP: When in doubt, Preferred Customer is the way to go especially if someone is only interested in trying product.

MOTIVATE
- Create your own compliant Facebook group to share tips, create some friendly conversation and share success.**
- Use Sunny + Share articles or even posts from the 60 Day Trim Up group to encourage your team to keep going.
- Don’t forget to ask questions along the way. It’s the only way you can make sure you’re supporting their needs.
- Real people have ups and downs, share them and share how you or others have overcome them.
- Cheer your participants over the finish line and know that the 60 Day Trim Up is just the beginning of your relationship with your newbies.

Keep these activities up and encourage your newest Ambassadors to do the same with their friends. A team that works together, grows together!

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