



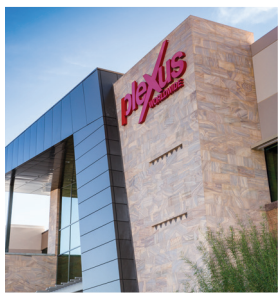
# ceed

2016

Plexus™ Quarterly

## THE NEW **SUCCESS KIT**

THE PERFECT  
TOOL FOR ALL  
AMBASSADORS



**ONE PLEXUS.  
ONE CAMPUS.**  
GET THE  
DETAILS ON  
OUR NEW  
DIGS.

**PLEXUS 96®** THE PERFECT COMPANION FOR YOUR BUSY LIFESTYLE

# CONVENTION JUNE 13TH – 16TH LAS VEGAS



Welcome to the fourth issue of **Xceed!**

Change is a common theme each year, and for Plexus, that is no different. We debuted a brand new Success Kit. We launched a new Back Office. We moved into our new, state-of-the-art Home Office building. And Super Saturday and its training were amazing.

In fact, we see change here at Plexus every year. Some people (and companies) tend to shy away from change. But we've found that the only way to truly succeed is to step outside of our comfort zone and make the changes necessary to do big things!

As we set our personal and business goals for the upcoming year, remember to stay balanced, stay focused and stay committed. There will inevitably come a time when challenges will appear. But there is one distinct advantage that we all have. We get to decide how we deal with these challenges. For instance, let's say there is a big boulder in our way. Are we going to sit down and give up, or are we going to find a way to go over it, around it or under it to keep moving toward our goals? I know you — I know you have the ability to accomplish whatever you put your mind to.

The year 2015 was our biggest year to date for Plexus Worldwide — we shattered our previous records in 2014. Our rank advancements were at an all-time high; sales were at an all-time high; and new customers and Ambassadors were at an all-time high. In addition, our One Plexus Convention, Emerald Extravaganza and Leaders Retreat were all hugely successful.

Sometimes change isn't easy, but it's worth it. I cannot thank you, our wonderful Ambassadors and customers enough for handling change. Through change we grow stronger and learn new things.

We are One Plexus, our course is mapped out, and our future is extremely bright. Remember, "If you are Blessed, be a Blessing."

Live Healthy • Love Life • Be Plexus™

A handwritten signature in black ink, appearing to read 'Alec Clark'.



**A new year,  
a new you,  
a new Plexus**

Alec Clark  
CMO, Plexus Worldwide®



# ONE PLEXUS. ONE CAMPUS.

## LAST APRIL, PLEXUS WORLDWIDE® BROKE GROUND ON A PIECE OF DESERT IN SCOTTSDALE, ARIZONA, THAT WOULD SOON BECOME THE NEW PLEXUS HOME OFFICE.

After nearly eight months of construction through a sizzling Arizona summer, employees from the Plexus Headquarters and Ambassador Relations Center (ARC) recently moved into the new 73,000-square-foot building.

And it's a good thing, too. Late last year Plexus Worldwide was named the No. 1 Fastest-Growing Private Company in Arizona, as published in the *Phoenix Business Journal*. Employees and visitors found themselves having to park on the street or a dirt lot because of our explosive growth. But not anymore!

The new Plexus Home Office is our third expansion in four years and is located adjacent to our state-of-the-art warehouse and fulfillment center. The new office is not only a destination for employees, but customers and Ambassadors. And there is plenty of parking too!

The new Plexus Home Office also features amazing amenities for employees, including multiple break rooms, a cafeteria, ample parking and plenty of meeting space for collaboration.

So the next time you plan a trip to the Valley of the Sun, make sure the new Plexus Worldwide Home Office in Scottsdale is on your list!

## AMAZING AMENITIES FOR EMPLOYEES INCLUDE MULTIPLE BREAK ROOMS, A CAFETERIA AND PLENTY OF SPACE FOR COLLABORATION.



## IT'S ALL ABOUT THE PEOPLE

Susie Ferullo came to Plexus in 2014 and started in the IT department, but currently serves as the Director of Business Development where she helps with customer acquisitions and retention, analytics, public relations, marketing and competitive research. "Our team helps put the Ambassador promotions together, as well as work with other teams to better find ways to enhance customer communication and overall customer experience," she says. "I'm also able to go to all of the events, conventions and leadership retreats and get to meet our fabulous team of Ambassador leaders."

Susie loves the work environment at Plexus, which she says is very people and team oriented. "All of our teams do a great job at working together and finding solutions that work for everyone," she says. "This has also built a lot of trust amongst our teams, as well doing what's best for our Ambassadors. That's what we are all about."

Her favorite part about Plexus she says are the people. Coming from a very stuffy corporate background, Susie wasn't used to the kind of interaction and teamwork she saw between the executive team and other

"Our upper management really cares about our opinions and ideas for improving the company."

departments. "Our upper management really cares about our opinions and the ideas we have for improving the company," she says. "They are always quick to point out the hard work we are putting in, and it's wonderful to work for a company that cares so much about their employees and Ambassadors. They really have our best interest in mind."





RECIPE

# Apple Pie Shake



- 8 OZ. ALMOND MILK
- 1 PACKET VANILLA PLEXUS 96®
- 3 TBSP. UNSWEETENED APPLE SAUCE
- 2 TSP. CINNAMON
- ½ TSP. VANILLA EXTRACT
- 6 ICE CUBES

Combine all ingredients in a blender, mix well and enjoy!

# PRODUCT UPDATES

It seems like we're always on the run these days. Meetings, errands, phone calls and other responsibilities get in the way, and can result in missing meals, raiding the office vending machine or swinging by a drive-thru for an unhealthy meal. Do you ever find yourself missing out on vital nutrients in your daily diet? The good news is that Plexus 96® can help!

Our delicious protein, multivitamin and mineral supplement is designed to support your nutritional goals. Plexus 96 provides a nutritious protein supplement between meals and when you're on the run and aren't thinking about your food choices.

Plexus 96 is the perfect companion for those with busy lifestyles because of its convenience. Each bag contains one single-serve packet that you can easily throw in your purse, gym bag or briefcase when you're on the go. Simply open a packet and combine with 8 ounces of cold water or milk (will provide additional calories). For additional thickness, blend with a couple of ice cubes!

**Features and Benefits:**

- Comes in a delicious Vanilla or Chocolate flavor
- Contains more than 20 vitamins and minerals for optimal nutrition†
- Delivers high-quality whey protein isolate and concentrate to help build lean muscle and fuel the body's needs†
- Helps curb cravings and hunger†
- Helps maintain optimal blood glucose levels†
- Delicious and easy to use for an active lifestyle†
- Gluten-Free

Best of all, Plexus 96 is available to all Ambassadors and Customers!

†These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

From day one Plexus Worldwide® has been committed to providing Customers and Ambassadors with life-changing products and a rewarding business opportunity. As such, we're always looking for ways to improve our products to make them available to even more people who seek a healthy lifestyle. One of our goals here at Plexus is to continuously improve everything we do, including our products.

**HERE'S A LOOK AT PRODUCT UPDATES FROM THE PAST QUARTER:**



**Plexus XFactor™**  
 \$39.95 Retail; \$34.95 Preferred;  
 \$31.95 Ambassador

Consuming multivitamin supplements is a good thing, but did you know that even if you're taking a multivitamin, you're probably not getting nearly the level of superior-quality nutrients you thought you were?

Plexus XFactor, your favorite turbocharged multivitamin and antioxidant supplement, is now vegetarian-friendly!† The new Plexus XFactor capsule is now made out of hypromellose, making it vegetarian-friendly and available to more people! Even with this change, Plexus XFactor continues to deliver several B vitamins, vitamins D, C and E, the antioxidant protection of New Zealand Blackcurrants, and the impressive nutrient profile of Aloe.†

NOW VEGETARIAN FRIENDLY



**Plexus Bio Cleanse™**  
 \$29.95 Retail 120 ct.; \$39.95 Retail 180 ct.;  
 \$24.95 Preferred 120 ct.; \$34.95 Preferred 180 ct.;  
 \$19.95 Ambassador 120 ct.;  
 \$29.95 Ambassador 180 ct.

As a result of our modern, busy lifestyles, it's true that most of us don't eat a balanced diet and don't get enough of the physical activity our bodies need. This can result in leaving us feeling sluggish. Our specially formulated Plexus Bio Cleanse is now made from orange flavonoid, making it available to those who may suffer from a grapefruit allergy or may have interactions with medication with grapefruit.

This specially formulated magnesium compound with oxygen enhancement with vitamin C and bioflavonoids can help oxygenate and energize the entire body.†



**Plexus Nerve™**  
 \$47.95 Retail; \$39.95 Preferred;  
 \$33.95 Ambassador

Everybody loves a shiny new package, and now you have one. Fast Relief Nerve Health Support now has a new name and a new look, but is the same great product and formula you know and love.

Plexus Nerve is a specially formulated combination of vitamins, minerals, herbs and amino acids to help support healthy nerve cells and the nervous system.† Plexus Nerve may reduce symptoms from nerve discomfort, but doesn't apply to nerve discomfort from an underlying disease such as diabetes, autoimmune disorder or other applicable diseases. Plexus Nerve comes in 60 capsules in a beautifully designed dark blue bottle.



**Plexus Ease™ Cream Sample Packs**  
 \$22.49 Ambassador Only

Soothing on the go! Plexus Ease Cream Sample Packs are small, sharable packets that are perfect for sharing with people who desire a temporary soothing cream. When this topical cream is applied to the affected area, its proprietary blend of ingredients is soothing, easy to use and non-greasy with a pleasant scent.

Plexus Ease Cream samples come in a pack of 30, 2 ml Easynaps. They are currently available for Ambassadors only.†

## Advisory Board Members

The Ambassador Advisory Board works closely with the Plexus Executive Team to help guide the company in the right direction by providing valuable input and serving as representatives for the Ambassadors.



Jerit Abart



Joy Cheramie



Jeddie Harrison



Jenn Hawkins



Sara Marble



Sheila Medina



Ted Thompson

## International Advisory Board Members



Natalie Foeller



Rebecca Catton



Sonya Dudley

## Product Store



**“The new store is amazing!”**

### INSIDE PLEXUS WORLDWIDE® CORPORATE HEADQUARTERS

**“That looks fabulous. Congratulations!”**



The new Product Store located inside the Plexus Worldwide® Corporate Headquarters was designed with one goal in mind: to give our Customers and Ambassadors a unique experience when they visit.

For starters, visitors will notice a unique sidewalk to greet them before they enter the building. The sidewalk bricks feature names of dedicated Jewel Ambassadors who helped us build the Plexus™ of the future. But that’s only the beginning. Visitors will be welcomed inside the Headquarters by our larger, upgraded Product Store, complete with the functionality our Customers deserve.

Inside the store, Customers and Ambassadors have plenty of space to shop for their favorite Plexus-branded apparel, including shirts and hats. As an added feature, the store is equipped with two fitting rooms for trying on clothing.

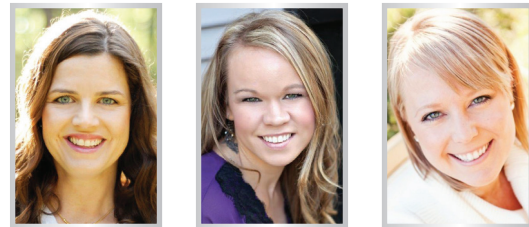
All of Plexus’ 16 products are sold in the store and can be purchased by stopping in or by picking up an order placed online. Products are showcased on attractive stainless-steel shelving to give Customers and Ambassadors the convenience of seeing all the products at a glance.

Best of all, the new Product Store and the Plexus Headquarters are located in Scottsdale and are easily accessible from a nearby major freeway.

# New Jewel Ambassadors

Achieved during September, October and November 2015

## NEWEST DIAMOND AMBASSADORS



Julia Cartee Jami Mayes Sarah Taylor

## NEWEST SAPPHIRE AMBASSADORS

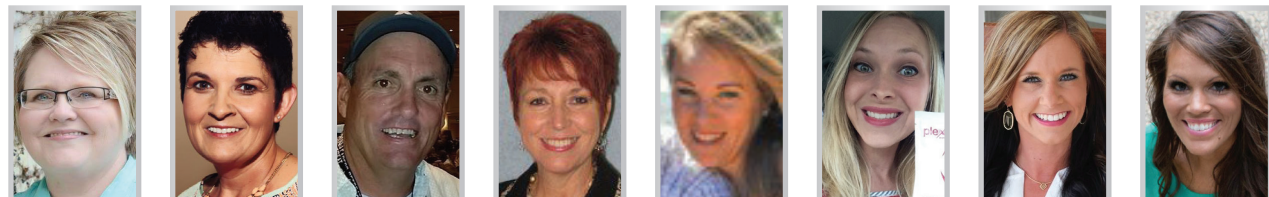


Shay Bosma Tara Castaneda Staci Curtis Emily Finnell Brooke Matamoros Sarah Taylor Kristine Weyher

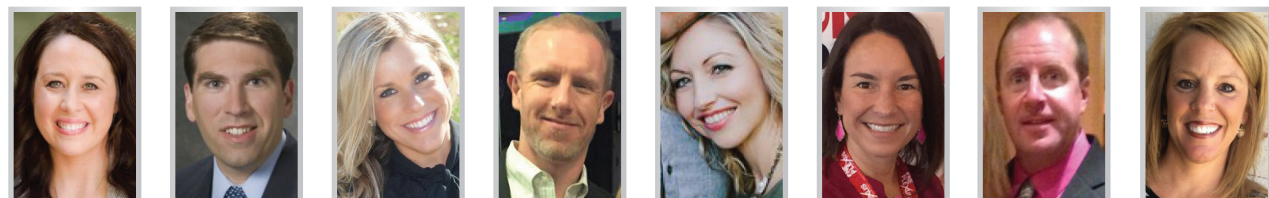
## NEWEST EMERALD AMBASSADORS



Stephanie Abrams Mike Adams Phallin Black Julia Brown Carissa Casey David Castaneda Heather Edney Allison Gruidel



Ruth Horner Melissa Martin Chris McColl Sylvia Michaud Amy Paul McKenna Pruitt Jill Renfro Sara Roughton



Lindsey Russell Karl Spohn Jactyn Stanley Gavin Taylor Whitney Warr Amy Welch Todd Weyher Kathy Yates

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

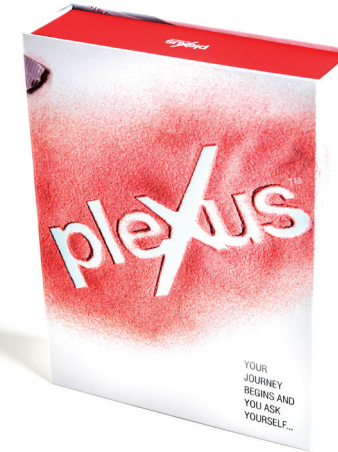
# Ambassador Education

I LOVE A GOOD STORY, AND I LOVE WHEN THINGS COME TOGETHER.

That's why I'm so proud to share the new Plexus Worldwide Success Kit with all of you.

You see, last year after the One Plexus Convention, I met a team of amazing people who, at the time, were perfect strangers to me. This team of designers and writers would go on to create, in less than six months, a brand new Success Kit that reflects the growth of Plexus™ and our vision for the future. The training materials inside the Success Kit are consistent with the elegance and product-driven focus of the Plexus brand.

Our goal in designing the Success Kit was to make sure its focus was on you – our Ambassadors. When I started with Plexus last February, I traveled the



country meeting our Ambassadors through numerous focus groups, and it was clear that you had expectations for high-quality training material, including comprehensive training for new Ambassadors, sponsorship material, product knowledge, and a guide to our fantastic compensation plan.

Please know that the entire team here at Home Office, as well as your upline leaders, are committed to the success of all our Ambassadors. That's why I'm so proud and anticipating that the new Success Kit delivers all of the high-quality training you wanted.

The new Success Kit comes in a beautifully designed box that brings our signature product, Plexus Slim® to life. It is jam-packed with tools and resources intended to help new Ambassadors start their journey. Here's a sneak peek of what's included:

- Comprehensive Success Guide
- An easy-to-follow overview of the Plexus compensation plan
- Product brochure featuring talking points on how to describe Plexus' life-changing products
- Resources on how to share the Plexus opportunity with others
- Tips and advice on how to hold an Opportunity Meeting
- A Plexus bracelet engraved with our Plexus logo

Best of all, the new Success Kit is the perfect tool for ALL Ambassadors. So, whether it's your first day as a new Plexus Ambassador and you want to get started, or perhaps you're a Jewel Ambassador looking to perfect your own skills and those of your team, the Success Kit has the inspiration that you need.

I can't wait for you to explore the cutting-edge tools included in the Plexus Success Kit. I want you to know that you have my support, as well as the support of all of us at Home Office, and I can't wait to see what you accomplish on this great journey to better health and happiness!

**Mary Ann Luciano**  
Vice President, Ambassador Education

# PLEXUS WELCOMES MIKE GREEN

MIKE GREEN JOINED PLEXUS WORLDWIDE IN OCTOBER 2015 AS OUR CHIEF INFORMATION OFFICER.

This newly created role was designed with one goal in mind: making sure Ambassadors and Customers have the best possible experience when using our technology. As a veteran with over 14 years of experience in the information technology industry, Mike plays a key role in enhancing Plexus' information technology strategy to help us become a leader in the direct selling industry.

And Mike knows what it takes to tackle the challenges in this industry. He has a

long track record of success implementing world-class technology solutions at three different direct selling companies. Mike has big plans for Plexus, too.

"My initial focus is to address any gaps in the system, improve work processes and learn more about the Plexus culture," says Mike. "I also look forward to aligning the technology we use to drive business growth for our Ambassadors."

In his first few months, Mike has rolled up his sleeves, and dealt with challenges with our system conversion head-on to ensure as Plexus grows, that our systems can grow, too.

Welcome to the One Plexus Team, Mike!



Our Most Popular Product Combo

# TRI-PLEX!

30-Day Supply of Plexus Slim®

30-Day Supply of Bio Cleanse™

30-Day Supply of ProBio 5™

**\$139<sup>95</sup>** Retail

**\$124<sup>95</sup>** Preferred

**\$109<sup>95</sup>** Ambassador



Contact your Ambassador to order today!

Follow Us



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