



SCRIPTS WORKBOOK 2.0

Send + Share + Invite



What do I Say?

You really can't say the wrong thing to the RIGHT PERSON!

Your love for Plexus® can lead you to want to share the amazing opportunity and products, and this Plexus scripts workbook can help you think of the best way to talk about Plexus.



TIP

Make these scripts your own or use them as they are. Focus on connecting in an authentic way that doesn't set off a person's "I'm being sold to" alarm.

Send. Share. Invite.

Our Sharing System focuses on three simple actions: Send, Share, Invite. Use these scripts to help share your journey in an authentic way. You just may prompt someone to ask, "What is Plexus®?"

Send Scripts

To Highly Developed Relationship



General Health & Happiness

"You've just got to check this out!

There's a company that's all about helping people love the way they feel in their body and I am accepting the challenge because I've lost that loving feeling!

Do this with me! We could be loving the way we look and feel great by summer. It's so simple. Tastes great and I'm already getting results! What are your thoughts about hearing more? (Say YES!)"



Weight Loss

"You've gotta know about this new product I'm using. I cannot even believe how it has helped me control my hunger! I just started but I can already tell the difference. If this keeps up, I'm sure to lose weight! Are you open to hearing more and possibly doing this with me?"*



Potential Income

"You've been on my heart. Totally asking out of the blue, but have you ever considered making a little extra income? Just started a very meaningful side gig focusing on helping people increase their health and their happiness."

I'm simply reaching out to the folks I know and love who might also want to do it with me. Are you open to simply checking it out?"



Potential Income (To New Relationship)

"I couldn't help but notice your post about how dissatisfied you are with your job. I know that feeling and it can be so frustrating. Totally out of the blue ... I am wondering if you are evaluating all of your options?"

Are you open to hearing how I plan to supplement my income?"*

® 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.

* 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.

Send Scripts

To Acquaintances



General Health & Happiness

"Hey! Has anyone ever talked to you before about Plexus? Are you open to looking into it?"



-Script contributed by Stephanie Abrams, Diamond Ambassador



General Health & Happiness

"I just decided to try something new, and I'm wondering if you will do it with me! I've heard so much lately about the benefits of good gut health and about these products that help with energy and sugar cravings, and I'm so excited to try them out. Do you want to join me?!"



-Script contributed by Jenny Caspers, Emerald Ambassador



Potential Income

"The other day you mentioned how money is tight and you wished you could {insert pain point}, and I could totally relate to that. I was just curious, would it be okay with you if I shared how I found a way to bless my family financially without having to give up what's most important to me?"



-Script contributed by Brittney Howard, Diamond Ambassador



Weight Loss

"I am so excited because I am feeling hope about my health! My friend [...] had great results with these products that I just started taking and I would love a few accountability partners. Do you want to give this a shot with me?"



- Script contributed by Stefanie Shaughnessy, Sapphire Ambassador

Yes!

How to Reply When People Say Yes!

"Great! As a next step, I'll send over a quick video. Do you have 3-5 minutes right now to check it out?" {Send video}

Follow up and ask:

"What did you think?" **OR**

"What are your thoughts about what you saw?" **OR**

"What did you like about what you saw?"

No.

How to Reply When People Say No.

"No worries! I really appreciate you taking the time to answer. If there's anything else I can help you with on this topic, or otherwise, please reach back!"

When they are ready to buy or act:

In a few cases, or if this isn't their first Plexus® touch point, they may say something like "Sounds good. How do I get started?"

"Great. Sounds like you are ready to get going. If that's the case, you'll want to take advantage of one of the \$199 Welcome Packs. You can only get this pricing as a new Ambassador and it's the very best value. My recommendation is _____. How does that sound?"

"Awesome. Getting started is simple. You'll want to enroll for \$39.95 and then take advantage of the \$199 Welcome Packs. My favorite is _____. This special pricing and best value is only available to brand-new Ambassadors, I can't even get this pricing anymore. And then we should talk about our Fast Start program so that you can start earning some money, but let's get you enrolled. How does that sound?"

Share Scripts



Share: A Story

In many cases, your contact will not be ready to take a next step.

The conversation may continue the same day, week, or later. It's okay. Just keep them in your pipeline and when the time is right, share something else with them. The following script ideas are for a conversation stemming from a response your prospect has to the question "What did you think?"

"Sounds like a story I know of someone who experienced just what you are talking about. May I send you a quick story that explains a little more about their experience?"

"Okay, let me send you something else to check out."

"Sounds good. Where would you like to go from here? Are you craving some more information or are you open to a sample? (as applicable: Sounds like you are ready for a next step.)"

"Yes, and that makes total sense! This conversation totally reminds me of a similar story. Can I send that your way? Do you have a few minutes now?"



Share: Closing

If during their response to "What did you think?", they are ready to get started, you can say something like this.

"I know! Sounds like you might be ready to simply get started. What are your thoughts about simply taking the next step of enrolling (or trying the products)?"

"Well, the next step is simply to enroll, get your Welcome Pack and start this journey. How does that sound?"

"You are totally in the driver's seat, here, but may I recommend that you just get started? There's so little risk and at this point, your need is greater than your risk. What are your thoughts about simply enrolling today?"

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Invitation Scripts



Invitation: Opportunity Checking Back to Invite to a Program

"<insert person's name>, the last time we connected about Plexus, you didn't think it was a good time or a good fit. I'm just wondering if anything has changed for you?"

We are having this <insert event, program, or promotion> and I thought I would extend an invitation if it had changed for you! It will be fun and you'll get to meet some great folks on our team in the process. Are you open to hearing more?"

"<insert person's name>, the last time we connected about Plexus you mentioned that you wanted to think it over. Assuming you are still mulling it over, you may want to know about this <insert event, program, or promotion>."

It will be fun and you'll get to meet some great folks on our team and get a feel for how special this company is! Are you open to hearing more?"



Invitation: Closing

If during their response to "What did you think?", they are ready to get started, you can say something like this.

"Well, your next step is simply to get started. It's simple. I always recommend that people enroll with the \$39.95 and a \$199 Welcome Pack. Welcome Packs are a big deal because you can only take advantage of this value as a new Ambassador. You get so much product for the price point. What are your thoughts about starting there?"

Am I reading our conversation, right? You sound pretty excited. What are your thoughts about taking a next step and becoming an Ambassador (or trying a sample or purchasing product)?"

"At this point, I'm happy to extend an invitation to join our community. You have the right mindset, heart and attitude. Getting onboard is simple. It's a \$39.95 Success Kit and then you'll be offered a Welcome Pack for \$199 which has the best possible value and price point. You get so much for your money. I always recommend this because you can only get it as a new Ambassador. The Welcome Pack I would recommend is _____."



Invitation: 3-Day Challenge

"Hey, I was thinking about you. I know that you haven't been able to quite decide which way you want to go with this yet but I have the perfect opportunity for you. Can you give me just three days and just let me know what your honest feedback is? I value you and I just want to see if this is something that would be good for you."

"Jenny, you should totally grab a few friends to join you in our sampling challenge. Who do you know who would love this or be curious about it? Maybe your mom, sister, best friend? The group is open to anyone who wants a better life and they'll find tons of like-minded people there. Wanna invite them?"

"I know we've chatted about Plexus before and I wanted to let you know that you have a unique opportunity to try Plexus products for under \$20. I know timing wasn't right before but I thought this is a really great way to try these products for cheap. You also get a \$20 coupon for later. So once you check it out, give me a thumbs up."



-Script contributed by
Brianne Coolidge,
Sapphire Ambassador



-Script contributed by
Jennifer Leath,
Diamond Ambassador



-Script contributed by
Emily Roberts,
Diamond Ambassador

Closing Scripts *at a glance*



When they are ready to buy or act:

(In a few cases, or if this isn't their first Plexus® touch point, your potential may respond with something like *"Sounds good. How do I get started?"*)

"Great. Sounds like you are ready to get going. If that's the case, you'll want to take advantage of one of the \$199 Welcome Packs. You can only get this pricing as a new Ambassador and it's the very best value. My recommendation is _____. How does that sound?"

"Awesome. Getting started is simple. You'll want to enroll for \$39.95 and then take advantage of the \$199 Welcome Packs. My favorite is _____. This special pricing and best value is only available to brand-new Ambassadors, I can't even get this pricing anymore. And then we should talk about our Fast Start program so that you can start earning some money, but let's get you enrolled. How does that sound?"



If they are ready to get started after you ask, "What do you think?":

"Sounds like you might be ready to simply get started. What are your thoughts about taking the next step of enrolling (or trying the products)?"

"Did you know you can easily cover the cost of your products every month? In fact, you can even earn money back on the products you love! For \$39.95, you can become an Ambassador and pay the LOWEST PRICE for all the products for an entire year. As a new Ambassador, you can purchase a Welcome Pack and get a huge savings and start earning income right away!"



Script contributed by
Melissa Darby,
Diamond Ambassador

"Well, your next step is to simply to get started. It's simple. I always recommend that people enroll with the \$39.95 and a \$199 Welcome Pack. Welcome Packs are a big deal because you can only take advantage of this value as a new Ambassador. You get so much product for the price point. What are your thoughts about starting there?"

*** Then listen to their needs and help them based on their goals.

Plexus® aim Scripts

Plexus aim (artificial intelligence messaging) is a customer and Ambassador retention messaging system that notifies you when a customer or Ambassador on your team may be at risk of leaving or not ordering product again. Even if the call “seems” unwarranted, please take the time to make a connection. The Plexus aim system will learn as it goes, and the messaging will become more targeted as time goes on. Here are scripts and word choices to help. Make them your own or use these as they are.



Reply

The Universal Reply

(use this reply if you aren't sure what to connect with them about or the alert doesn't seem to apply)

“Hi, wanted to connect today to do a simple courtesy check in and ensure that you feel supported on your health (happiness) journey and answer any lingering product (business) questions you may have. How are you feeling about the results you are getting?”

Action: Troubleshoot any issues. Invite to participate in a current weight loss program or introduce to a new product.

Reply Regarding Product

“Hi <name>, This is <insert your first name only>. We know each other from Plexus. I'm reconnecting with some of my friends to ensure that the products are working, to see if any adjustments are required, and to ensure that it's all working as designed.

Additionally, we've recently launched a new product called MetaBurn and initial responses are really great. It is a product that helps boost metabolism, reduces stubborn fat from hips, thighs and waist, and helps support healthy energy and mood. Fat targeting and mood enhancing! Gotta love that. You'll love the way you look in your shorts this summer.*

First things first ... how's it going?”

Introduce a new product of interest

“Wanted to connect since you were a previous <insert product name> user and give you a heads up about something new that was just announced. Early reports about the product are great! It actually is in the same line of products as what you were (or are) using. What are your thoughts about checking it out?”

Plexus Perks Scripts

Through the Plexus Perks Rewards Program, Ambassadors with a Subscription of 100 PV or more earn Perk Credits that are redeemable for free products. Ambassadors on your team may be missing out on earning these Perk Credits. You can check by accessing the Perks Report in your Virtual Office. Then, use these scripts contributed by Melissa Eickenhorst, Diamond Ambassador, to help you reach out to Ambassadors about Plexus Perks.

“Hi friend! I was just going through my Plexus reports and noticed your Subscription is set to 95 PV! Have you heard of the Perks program? If you have it set to 100 PV (about \$5 more), you start earning credits toward free products!
Here’s how it works...

100 – 149 PV: 100 Perk Credits

150 – 199 PV: 150 Perk Credits

200 PV or more: 200 Perk Credits

10 Perks = about \$1 value

So 200 Perk credits = \$20 value

Can I help you fix yours? I don’t want to see you miss out on free products!”

“Hey Girl! You have a free product in your virtual office waiting! When you’re consistent you earn PERKS which = free products!
Can I help you retrieve it?!”



If their upline isn’t active...

“Hey Michelle! My name is {insert name}. I was looking through my Plexus reports and saw your account. It looks like your sponsor might not be available. I did want to let you know that you are at risk of losing the Perks Credits you had built up. This is a generous program that allows you to get FREE product for being a loyal product user! Right now, you are at risk of losing 200 credits which is valued at \$20! Your Subscription order is set to 50pv, and we just need to add a few of your favorite products to get to 100pv so you can KEEP those Perk credits, earn more, get free product, and even money back on your order!

We have to get it fixed by end of day tomorrow.

Let me know if I can help you or give you any product recommendations.

Please connect w/me here or on Facebook if I can ever help you!”

Plexus Perks Scripts

To a team member...

"Hey Heather! I was just looking through our new Perks report in our Virtual Office, and I saw that Allison is at risk to lose 300 Perks credits if she doesn't edit her Subscription by tomorrow! That's a \$30 value, and I would hate for her to miss out on that. Would you mind sending this message (or a version of it) out to her ASAP?!"



Message for team members to send...

"Hey Allison, Thank you for trusting me with your health and for jumping in with Plexus. I wanted to check in to see how you're doing with your products and regimen? Getting healthy from the inside out is a process, but it's one absolutely worth investing in! I'm here if you ever need anything at all.

Supporting my friends and family on their journey is so important to me!

Also, I did want to let you know that you are at risk of losing the Perks Credits you had built up with the company.

This is a generous program that allows you to get FREE product for being a loyal product user! Right now, you are at risk to lose 300 credits which is valued at \$30. Can I help you set up your Subscription so you don't lose those!? We have to get it fixed by tomorrow!"



-Scripts contributed by
Melissa Eickenhorst,
Diamond Ambassador



Follow-Up

Generic Encouraging Business Follow-Up

"Think about the people who are closest to you. People you do life with on a daily basis. Is there anyone you know who could benefit from these great products?"



- Script contributed by
Melissa Darby,
Diamond Ambassador

Generic Product Follow-Up

"Just calling to connect and let you know that your health journey is very important to me. We haven't connected in a while and I wondered how you thought it was going and how I could continue to serve you?"

Generic Product Follow Up

"Hey, I've been thinking about you. I was thinking about your goals and where you want to be, and I think this option would be amazing for you."



- Script contributed by
Brianne Coolidge,
Sapphire Ambassador

Action: Troubleshoot any issues. Invite to participate in a current weight loss program or introduce to a new product.

Generic Business Follow-Up

"You've been on my mind and I wanted to connect about your Health and Happiness goals.

There are so many exciting things happening in our company and I wanted to ensure that you are in the know about all that's going on, help you set a direction for your business and just check in with your overall progress.

What are your thoughts and goals for your business?"

Follow-up to Add Team Members

"I'm so excited for you! You're going to fall in love with these products just like I did. Now, I never pressure anyone to do the business EVER. But I have to tell you what's available. If you get three accountability partners...friends that could also benefit from a similar package... you can earn additional income. That is not too shabby! Do you think you could find 3 people to do this with you?"



- Script contributed by
Kari Hafeli,
Emerald Ambassador

Tell Your Story Scripts

These scripts are for social media posts that would accompany a before & after photo or simply a lifestyle photo. You can modify the following short stories to personalize to your own experience, voice and audience and share on social media. Remember, these are just word choices. Make them your own.



“You guys, I’m ready to focus on my health and lose those extra pounds. If we start now, we could see progress by swimsuit season. I’m looking for three people to partner with me and cheer each other on. My friend [...] got great results with these products that I just started taking and so far so good. Who wants in?”

#leanandmean
#healthandhappiness
#mompower
#loseweight



-Script contributed by
Brooke Kanitz,
Diamond Ambassador

“Who knew that something as simple as gut health could transform EVERYTHING in my life? 😊

Not only is my extroverted self back, but my sugar cravings and naps are a thing of the past. This is all a memory that I know was real, but feels more like a dream now. Not necessarily a bad one...just one that was so vividly part of my reality every single day. I love waking up alert for myself, my children, my friends, and my family, and I share my story with you today so that if you or someone you know is silently suffering, you’ll know you are not alone and that there IS another way. Who would have thought that gut health could do all of this??” 🤯

#happynotmoody
#feelslikeadream
#goodbyesugarcravings



-Script contributed by
Emily Gibson,
Diamond Ambassador

“I’ve been watching (okay, maybe stalking a little) my friend Megan getting healthier and earning some awesome cash just for getting healthy, and I decided to join her! Take a look at her story here, it’s so amazing!! She’s someone who doesn’t just jump on bandwagons, and I KNOW this girl would never use or share stuff that doesn’t work... I am so excited to change my health!”

#healthyfeelsgood
#shethoughtshe-couldandshedid
#reachinggoals



-Script contributed by
Erin Koehn,
Diamond Ambassador

"Hello friends and family! Well, I've done it! 🥳🎉
Yep, I've finally wised up and decided to value my health...definitely not getting any younger! I truly cannot believe the way I feel again. I didn't realize how much I missed and needed it. Would absolutely be honored to help you get back to feeling great again too! Message me now for more details!"

#goingforit
#makingdreamsreality
#walkingonsunshine



-Script contributed by
Blair LaVoy Fuller,
Diamond Ambassador

"BIG thank you to my friend _____ who shared this with me! It has really helped her feel better and I'm excited to start improving my health too. The stories are incredible - so many amazing benefits these products offer! I can't wait to begin my journey!!" 🙌

#gettingstartedfeelinggreat
#healthandhappiness
#myplexusjourney



-Script contributed by
Rebecca Pavey,
Emerald Ambassador

"I am so excited and feeling hope about my health for the first time in a long time! I have much more energy to get through my busy day and I am already seeing results regarding weight loss! Now is the perfect time to start thinking about getting in shape and getting healthy, so I'm looking for three people to partner up with and cheer each other on! Who wants to do this with me?" 😊

#energyupfortheday
#gethealthy
#bringinghealthyback



-Script contributed by
Susanne Clinton,
Diamond Ambassador

A big goal of mine has been to feel and look better, and honestly after quitting on myself so many times before, I had lost trust in myself to do it. Year after year saying I would do it. Program after program, fad after fad. Remember the cabbage soup one 🥕👩 . I've been working at it for such a long time that I thought I might give up on this too. Maybe you're feeling defeated like I was, or maybe you've just never even tried? I'm here to tell you, NO MORE. I have finally succeeded because I had the right tools, and I'm happy to say that I've lost weight without the complicated counting, and extreme programs you can't sustain. Because of that, I am now someone that believes and trusts in myself. I am not a failure. I'm finally a success.

#stoptheyoyo #gethealthy #feelhealthy
#bringinghealthyback #saynotocandy
#nohungryforcookies



TIP



#Hashtags

Did you know? Social media posts with hashtags have greater reach and more engagement. In fact, using 11 or more **hashtags can increase engagement by 442%** when compared to posts with no hashtags. As you create your own hashtags, make sure they are relevant to your personal brand. You can also use the hashtags in these Tell Your Story scripts.



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