

# **FAQs**

# What is the difference between the Star Diamond Recognition Program and the annual Star Diamond Sales Incentive?

The Star Diamond Sales Incentive ("Incentive") within the Star Diamond Program ("Program") is open to Diamond Brand Ambassadors who qualified for that year's upcoming Diamond Destination and have earned a minimum of 1 Star during the annual qualification period to receive incentive rewards.

A Star is defined by a Diamond Brand Ambassador's unique Jewel legs in their levels 1-4 that have qualified for Emerald Extravaganza (Qualification for the Emerald Extravaganza is achieved by becoming a first-time Emerald or maintaining the paid-as rank of Emerald for 5 out of 12 months between August and July). A "unique Jewel leg" is defined as a Jewel in a Diamond Ambassador's between levels 1-4 without another Jewel Brand Ambassador in between themselves and the Diamond.

Diamond Brand Ambassadors can continue to earn or lose Stars as they grow or drop unique Jewel legs.

#### Which markets can participate in the Star Diamond Recognition Program?

United States, Australia, Canada, Mexico & New Zealand

## What is the qualification period for the annual Star Diamond Sales Incentive?

August 1, 2025- July 31, 2026

## When does the 2025-2026 Star Diamond Sales Incentive qualification earning period close?

Star Diamond Program qualifications close July 31, 2026.

#### How can I qualify for a curated travel experience?

There are two ways to earn a curated travel experience:

- 1. By developing a new Jewel Leg
- 2. By ranking up an existing Jewel leg. Example: An emerald between L1-4 ranking up to Sapphire for their first time

## How will the value of my curated trip will be determined?

The value of the trip will be determined based on the highest paid as for the first Jewel in each leg between L1-4 as follows:

Diamond \$20,000 Sapphire \$15,000 Emerald \$10,000

Example: Jaine is a 4-star diamond with 2 sapphires and 2 diamonds. She will be getting \$70,000 for her curated travel experience. For next year she needs at least one sapphire to rank up to diamond or develop a new Jewel leg to qualify for her again for her curated travel experience.

## When will Star Diamond Sales Incentive Achievers be announced and recognized?

New Star Diamond Brand Ambassadors are recognized on stage at our Annual Convention and at our Emerald Extravaganza/Diamond Destination trips.

## What are the rewards for earning the annual Star Diamond Sales Incentive?

By achieving 1- and 2- Star Level status, you will receive:

- Congratulatory email
- **Individual social media recognition** after qualification period ends
- **Convention perks** such as recognition signage, special gift, and access to a reserved seating area

By achieving 3-Star Level status, you will receive:

- Invitation to our exclusive Mastermind Leadership Summit Event: The destination will be announced at our Annual Convention. Plexus will cover round-trip airfare up to \$500 USD for the earner, along with a three-night hotel stay for Star Diamond earner and a guest. While guests cannot attend summit meetings, they are invited to participate in all social events during this exclusive trip. Star Diamond Brand Ambassador is responsible for making their own airline reservations. Plexus will reimburse up to \$500 USD after attending the Mastermind Summit Event. For more information, please email at stardiamond@plexusworldwide.com.
- **Exclusive access** to our dedicated Diamond Experience Customer Team.
- Recognition at the corporate level with your name featured on our Lifetime Recognition Wall.
- Recognition at our annual Emerald Extravaganza and Diamond Destination / Jewel trip.
- Convention perks include complimentary registration, recognition signage, a special gift, and hotel accommodation for up to 4 nights for the Star Diamond earner and a guest. Plexus will also reimburse 500 USD for airfare into the qualified Brand Ambassador's back office by June 30, 2026. Qualified Brand Ambassadors must attend Convention in person to receive reimbursement. (Does not include room upgrades, spa services, food and beverages, or gift shop purchases). For more information, please email at stardiamond@plexusworldwide.com.
- Qualification to attend Rising Leaders Retreat.

By achieving 4 - Star Level status, you will receive:

- A personalized, curated trip that offers a unique experience straight from your wish list based on your stars highest paid as rank during the qualification period. You will work with a luxury travel agency to plan the trip of your dreams, from destination to accommodation, activities, and more.
- Gold Star Frame, presented and displayed in the Plexus Recognition Gallery.
- Invitation to our exclusive Mastermind Leadership Summit Event: The destination will be announced at our Annual Convention. Plexus will cover round-trip airfare up to \$500 USD for the earner, along with a three-night hotel stay for Star Diamond earner and a guest. While guests cannot attend summit meetings, they are invited to participate in all social events during this exclusive trip. Star Diamond Brand Ambassador is responsible for making their own airline reservations. Plexus will reimburse up to \$500 USD after attending the Mastermind Summit Event. For more information, please email at stardiamond@plexusworldwide.com.
- **Exclusive access** to our dedicated Diamond Experience Customer Team.
- Recognition at the corporate level with your name featured on our Lifetime Recognition Wall.
- Recognition at our annual Emerald Extravaganza and Diamond Destination / Jewel trip.
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- Qualification to attend Rising Leaders Retreat.

By achieving 5 - Star Level status, you will receive:

- A personalized, curated trip that offers a unique experience straight from your wish list based on your stars highest paid as rank during the qualification period. You will work with a luxury travel agency to plan the trip of your dreams, from destination to accommodation, activities, and more.
- Platinum Star Frame, presented and displayed in the Plexus Recognition Gallery.

- Invitation to our exclusive Mastermind Leadership Summit Event: The destination will be announced at our Annual Convention. Plexus will cover round-trip airfare up to \$500 USD for the earner, along with a three-night hotel stay for Star Diamond earner and a guest. While guests cannot attend summit meetings, they are invited to participate in all social events during this exclusive trip. Star Diamond Brand Ambassador is responsible for making their own airline reservations. Plexus will reimburse up to \$500 USD after attending the Mastermind Summit Event. For more information, please email at stardiamond@plexusworldwide.com.
- **Exclusive access** to our dedicated Diamond Experience Customer Team.
- Recognition at the corporate level with your name featured on our Lifetime Recognition Wall.
- Recognition at our annual Emerald Extravaganza and Diamond Destination / Jewel trip.
- Convention perks include complimentary registration, recognition signage, a special gift, and hotel accommodation for up to 4 nights for the Star Diamond earner and a guest. Plexus will also reimburse 500 USD for airfare into the qualified Brand Ambassador's back office by June 30, 2026. Qualified Brand Ambassadors must attend Convention in person to receive reimbursement. (Does not include room upgrades, spa services, food and beverages, or gift shop purchases). For more information, please email at stardiamond@plexusworldwide.com.
- Qualification to attend Rising Leaders Retreat.

By achieving 6 - Star Level status, you will receive:

- A personalized, curated trip that offers a unique experience straight from your wish list based on your stars highest paid as rank during the qualification period. You will work with a luxury travel agency to plan the trip of your dreams, from destination to accommodation, activities, and more.
- **Double Platinum Star Frame**, presented and displayed in the Plexus Recognition Gallery.
- Invitation to our exclusive Mastermind Leadership Summit Event: The destination will be announced at our Annual Convention. Plexus will cover round-trip airfare up to \$500 USD for the earner, along with a three-night hotel stay for Star Diamond earner and a guest. While guests cannot attend summit meetings, they are invited to participate in all social events during this exclusive trip. Star Diamond Brand Ambassador is responsible for making their own airline reservations. Plexus will reimburse up to \$500 USD after attending the Mastermind Summit Event. For more information, please email at stardiamond@plexusworldwide.com.
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- Qualification to attend Rising Leaders Retreat.

By reaching and consistently maintaining a 7-Star Level or higher, you can unlock up to \$140,000 towards your personalized travel experience and continuously enjoy the following exclusive benefits:

- A personalized, curated trip that offers a unique experience straight from your wish list based on your stars highest paid as rank during the qualification period. You will work with a luxury travel agency to plan the trip of your dreams, from destination to accommodation, activities, and more.
- Double Platinum Star Frame, presented and displayed in the Plexus Recognition Gallery.
- Invitation to our exclusive Mastermind Leadership Summit Event: The destination will be announced at our Annual Convention. Plexus will cover round-trip airfare up to \$500 USD for the earner, along with a three-night hotel stay for Star Diamond earner and a guest. While guests cannot attend summit meetings, they are invited to participate in all social events during this exclusive trip. Star Diamond Brand Ambassador is responsible for making their own airline reservations. Plexus will reimburse up to \$500 USD after attending the Mastermind Summit Event. For more information, please email at stardiamond@plexusworldwide.com.
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- **Qualification** to attend Rising Leaders Retreat.

## Can I earn Incentive Awards multiple years in a row?

Yes, Diamond Brand Ambassadors can qualify for multiple years in a row by either developing a new Jewel leg in Levels 1 through 4 and/or ranking up an existing Jewel leg in Levels 1 through 4.

## When will I be notified that I have earned the annual Star Diamond Incentive Award?

Star Diamond Incentive Award qualifiers will be notified in late August 2026 after the close of July 2026 commissions by the Plexus Recognition Team.

### Can I exchange Star Diamond Sales Incentive Awards for cash?

No. Awards recognize sales leadership and are designed to celebrate hard work and accomplishment while inspiring others who wish to share in your achievements. Cash equivalent for any awards will not be available.

### Can I transfer my trip?

The annual Incentive Awards are non-transferable and non-assignable. No substitutions will be made, except as provided at the sole discretion of Plexus.

### By when do I need to redeem my curated travel experience?

Earners must redeem their curated travel experience before the next qualification period ends. Example: If I earned during the period of August 1, 2025- July 31, 2026. I have until July 31, 2027, to redeem my trip.

## Is the Incentive Award subject to taxes?

Yes. As with all Plexus income and awards, a Star Diamond incentive achiever is responsible for taxes and fees in accordance with the Plexus Independent Brand Ambassador Agreement.

# Can I change my custom curated travel experience after scheduling?

Yes, changes can be made after scheduling, the Diamond Brand Ambassador will liaise directly with the agency to handle any unexpected changes. Please note that any additional or unexpected expenses incurred due to these changes will be the responsibility of the Diamond Brand Ambassador.

#### Which hotel accommodation is covered by Plexus Worldwide?

Mastermind Leadership Summit Event - Plexus covers the 3-night, 4-day hotel stay in the host city.

### What if I have additional questions?

For additional questions, please email:  $\underline{stardiamond@plexusworldwide.com}$ 

<sup>\*13</sup> Brand Ambassadors qualified for the Star Diamond Yacht Trip in 2024, which represents < 0.01% of all Active Ambassador