

There's so much to love about our new Host Rewards Program, and you want to let everyone know! So what do you say to potential hosts right now? Here are some ideas to get you started!

♥ When you're booking for January and February, **share the love** about our current Host Rewards Program. On top of their free, half-price and discounted products:

- o January hosts get **DOUBLE** Free Product Value when guest sales reach \$650.
- o February hosts can choose a **"Perfect Pair"** from selected product favorites — seven great pairs to choose from!

What's not to love about these offers?

♥ When booking for March, **K.I.S.S. (Keep It Super Simple)** in talking about the new Host Rewards Program. Try something like this:

- o *"Our already generous Host Rewards are getting even better!"*
- o *"Pampered Chef® hosts enjoy some of the best rewards in the industry!"*

Then point to the Host Rewards chart in the catalog, or use the updated Booking Slide to share even more love about Host Rewards!

♥ January and February hosts will **LOVE** being able to use the new Future Party Pick at March Shows that are booked from their Show.

- o *"I'm so excited that you'll be able to choose any item in the catalog at 50% off at Shows that are booked from yours!"*

## PREPARE TO MAKE A SMOOTH TRANSITION — A LITTLE PLANNING NOW WILL SAVE A LOT OF TIME LATER!

♥ Take time now to:

- o Review the Host Rewards Frequently Asked Questions document for specific details on what to do to prepare.
- o Check out the Host Rewards Program Chart to get familiar with the updates to the program.

♥ Work with your February hosts to:

- o Close their Shows within 24 hours (or even right at the Show). Ask each host to work on her wish list before you arrive so she knows exactly how she'll use her Host Rewards.
- o Collect as many outside orders as possible before the Show date.
- o Direct guests who can't attend to your Personal Web Site to place their orders before the Show.

**TIP:** There's no need to talk about — or apologize for — the host shipping charge. The fact is that most hosts in the current program didn't even realize their shipping was covered, because they're so excited about all they get for free and how much they save!

If you do have a host who asks about the shipping, say this: *"You know, The Pampered Chef® wanted to keep shipping rates for all your guests as low as possible, and this was the way they could accomplish that. When you think about it, they need to ship your order just like everyone's at the Show."*

**REMEMBER:** All February Shows must be submitted by midnight (CT) on Feb. 28, 2014.