

THE PAMPERED CHEF®

# EXCELLENCE Awards

May 1, 2011 – May 31, 2012

When complete, the women's sterling silver and platinum bracelet will showcase five custom sterling silver and platinum sliding charms. The 2011–2012 charm is a dazzling three-carat London blue topaz featuring 24 diamonds.



# Success ... it's charming!

\*\*\* *Just for you — an extra month to earn!* \*\*\*

We're adding an extra month to the 2011–2012 earning period. You have until May 31, 2012 to earn your exclusive charm bracelet!

The men's stainless steel bracelet features a handsome black band with stainless steel accents. The 2011–2012 sliding charm features sophisticated black onyx with three stunning diamonds.



**The rewards are oh, so dazzling for Excellence Awards achievers!** Be among the first achievers to earn this stunning bracelet. Each year a new exclusive slide design will be introduced and only available for that earning period.

## Four Ways to Earn

- Personal Sales
- Personal Recruits
- Developing Leaders
- Organizational Sales Volume

## And That's Not All!

**500 Pampered Chef® dollars**

will be awarded when you earn Excellence Awards AND attend Leadership Conference. ALL Excellence Awards achievers will be invited to attend Leadership Conference — regardless of your title.

*The* Pampered Chef®  
discover the chef in you®



# You can have it all!

Set your sights on these top awards

## PRESIDENT'S AWARD

The top achievers in each category earn:

- An invitation to the Chief Executive Celebration of Excellence.
- A beautiful commemorative award.

## THE TOP 5

The top 5 achievers in each category receive special honors.

## CIRCLE OF HONOR

*The Pampered Chef's ultimate honor*

Awarded to the individual who achieves the highest results in any category with these unparalleled rewards:

- Prestigious Circle of Honor trophy.
- Stunning jewelry unique to the year it's achieved.
- Your portrait displayed in the prestigious Circle of Honor conference room at the Home Office.

## MULTI-CATEGORY AWARDS



**WOMEN:** Achievers who earn Excellence Awards in two categories can earn a sterling silver, woven bangle bracelet. Achievers in three categories earn the bracelet accented with three genuine rubies. Achievers in four categories earn the bracelet accented with three diamonds.



**MEN:** Achievers in two categories earn a stainless steel bracelet. Achievers in three categories earn the bracelet accented with rubies, and achievers in four categories earn the bracelet accented with diamonds.

### MINIMUM REQUIREMENTS:

To achieve the above honors, you must:

- Have at least 20 Personal Recruits.\*
- Have a minimum of 13 points for Developing Leaders.\*

\* In the event of a tie, President's Award and Circle of Honor achievers will be determined according to Personal Commissionable Sales. Overall program rules apply.

The Pampered Chef® Excellence Award:

## Rules and Guidelines

### PERSONAL SALES

*Requirements:* \$55,000 in personal commissionable sales

### PERSONAL RECRUITS

*Requirements:* 15 personal recruits

- A personal recruit is someone you have personally recruited and who achieves her or his first \$1,250 in Career Sales during the award period.

### DEVELOPING LEADERS

*Requirements:* 10 points

- Points are awarded for each Personal Team promotion of a Director or Team Leader.
  - Director promotion – 3 points
  - Team Leader promotion – 1 point
- Repromotes will count for the current awards period only if the Consultant did not hold that title at the end of the previous awards period.
- Directors may receive one point for the Team Leader and then 3 additional points when the Team Leader promotes, for a total of 4 points.
- Director and Team Leader promotions must be maintained at the end of the award period.
- Promotions in title are effective the first of each month. Therefore, Developing Leaders awards period is May 1, 2011 – May 1, 2012.

### ORGANIZATIONAL SALES VOLUME

*Requirements:* \$1.5 million

- Sales will be calculated on the first of each month based on your title and the generations on which that title is eligible to be paid overrides.

### OVERALL PROGRAM RULES

To earn in any category, all levels must submit a minimum of \$15,000 in personal commissionable sales during the awards period, and must be a Consultant in good standing. Senior Executive Directors have a minimum of \$12,000 in personal commissionable sales; National Executive Directors have a minimum of \$9,000 in personal commissionable sales. Your title as of May 1, 2012 will be the title that determines your personal commissionable sales requirement. To earn the President's Award, Top 5 or Circle of Honor the minimum personal sales requirement must be met.

The Pampered Chef® Excellence Awards criteria may vary from year to year. The earning period runs May 1, 2011 through May 31, 2012.