

Consultant Tip Sheet - Light & Simple Theme Show

As a Kitchen Consultant, you can help provide Light & Simple recipe ideas. Your focus should be on how our products can take the work out of preparing lighter meals. While this theme Kitchen Show is universal, it will be particularly appealing to the health/diet conscious lifestyles of today.

Promoting the Light & Simple Theme

- Mention during your Kitchen Shows that you offer Show variations that are fun and educational, such as Light & Simple. Also, find out the audience's interest by asking some leading questions such as, "Who is watching their cholesterol?" or "Who works out?"
- Use the front of this sheet as a flyer to promote the Light & Simple theme. Put it in your customer folders or "Booking Binder." Consider taking copies to your local fitness centers and weight loss organizations. Ask if they will make it available along with their materials.
- Use the flyer to promote yourself as a guest speaker at women's groups. Your topic: Light & Simple Cooking.
- The flyer can also be used as an invitation. Cut out a piece of paper the size of the box. On this piece of paper write the Show details, such as the Hostesses' name and address, the time and day of the Show, and R.S.V.P. phone number. Paste this piece of paper over the flyer text and copy it.

Creating the Atmosphere

- Group the products you will be using in your demonstration together and ask guests, "What do all these products have in common?" The answer: They can all be essential for preparing lighter meals.
- Decorate your crate with placemats or towels featuring fruits and vegetables on them. You can also purchase some artificial fruits and vegetables to add to your display.
- Wear a jogging suit or other appropriate exercise gear—guests can, too! Mention that regular exercise and eating healthily go hand in hand.

Recipe for a Successful Theme Show

Select a Featured Recipe which allows you to show a large number of products, especially the higher priced products, and to tie in even more products. As you are demonstrating your Featured Recipe, weave in Show Tips and descriptions of other low-fat recipes that can be prepared with the tools you are using to add interest to your Show. Also, select a complementary recipe to demonstrate and serve to the guests. Most of the complementary recipe should be prepared by you or your Hostess before the Show begins—you'll add the finishing touches and a few more tips to complete your Show.

Effective Light & Simple Show Recipes

Featured Recipe Suggestions

- *Roasted Vegetable Pizza* (Light & Simple, p. 27)
- *Italian Chicken Pasta Toss* (Light & Simple, p. 24)
- *Light Crab Spread* (Pampered Chef Classics, p. 14)
- *Light Cherry Cheese Coffee Cake* (Pampered Chef Classics, p. 44)
- *Light Banana Cream Supreme* (Pampered Chef Classics, p. 57)

Complementary Recipe Suggestions

- *Lemon Ginger Berry Shortcakes* (Light & Simple, p. 54)
- *Antipasto Fruit Platter* (Light & Simple, p. 4)
- *Cranberry-Apple Crisp* (Pampered Chef Classics, p. 49)
- *Creamy Peach Melba Flan* (Season's Best/Spring '99, p. 24)
- *Authentic Italian Lemon Ice* (Pampered Chef Classics, p. 54)

Lighten-Up Kitchen Show Tips

- Nutrition experts recommend a diet with 30 percent or less calories from fat.
- Some suggest that an easy way to calculate your maximum daily intake of fat grams is to divide your ideal body weight by two.
- Use fat-free cooking methods such as baking, broiling, steaming, boiling, or microwaving foods instead of cooking in fat.
- Use monosaturated or liquid fats for frying or sauteing, e.g. olive, canola, and nut oils. The *Kitchen Spritzer* is perfect for dispensing these healthier oils and you'll use far less fat.
- Limit meat portions to 3 ounces per cooked serving—that's about the size of a deck of cards!
- Use low-fat dairy products whenever possible, such as low-fat and nonfat milk, yogurt, cheeses, sour cream, and cream cheese. In recipes calling for cheese, choose a low-fat cheese such as part-skin milk mozzarella. Or, use a small amount of a robust variety such as fresh Parmesan or Romano grated with the *Deluxe Cheese Grater* for maximum flavor.
- When whole eggs are called for, reduce the amount of yolks (all the fat and cholesterol is in the yolks) by substituting one egg white and one whole egg for two whole eggs.
- Try substituting applesauce or a fruit puree such as apple butter for up to half the amount of oil, margarine, or butter in your muffins, quick breads, cakes, and brownies.
- Substitute salsa for ketchup or barbecue sauce—it's fat-free and you avoid the sugar and salt found in many bottled condiments. It's even great on baked potatoes.
- Rely on herbs and spices to boost flavor. Use fresh garlic, (*Garlic Press*) herbs, lemon or lime juice (*Lemon Aid*), citrus zest (*Lemon Zester/Scorer*), and ground black pepper (*Salt and Pepper Mill*), as flavor enhancers.
- When making your own vinaigrette salad dressing in the *Measure, Mix, & Pour™*, replace about half of the oil with defatted chicken broth, fruit or vegetable juice, or water.
- To moisten salads or sandwich fillings, mix equal parts of reduced-fat mayonnaise with nonfat plain yogurt. Tart yogurt adds a welcome refreshing flavor.