

<p>1. How long have you been a Consultant?</p>	<p>1. I dreamed of being a Pampered Chef® Consultant since I was 5 years old! (Laugh) Actually, I never imagined I could have my own business until I joined The Pampered Chef® ___ (weeks, months, years) ago.</p>
<p>2. How much money do you make?</p>	<p>2. I don't know about you, but if I get to ask MYSELF for a raise instead of asking a 'boss' it's a whole lot easier to get a YES! As a Pampered Chef® Consultant, I choose my own income by deciding how many Cooking Shows I want to do. On an average Show, Consultants can earn about \$80 – \$100. So you might want to ask yourself what you'd do with an extra \$400 – \$600 a month, if you have five or six Shows a month.</p>
<p>3. How much does it cost to get started?</p>	<p>3. A lot less than you might imagine. Our starter kit is \$155, and it's worth more than \$500. You can see the products it includes in the back of the catalog. But what you don't see in the picture is everything else that comes along with it, like the amazing training on our Web site that covered everything I needed to know.</p>
<p>4. How many Consultants are there in the area?</p>	<p>4. I honestly don't know. What I do know is that at lots of Shows, about half the people have never been to a Pampered Chef® Show before. That tells me that we need more Consultants!</p>
<p>5. Do you need to know how to cook (be a good cook)?</p>	<p>5. I was the queen of frozen pizza before I discovered The Pampered Chef®! The recipes are so fun and easy — you saw that from this Show. My motto is: If you can read, you can cook!</p>
<p>6. Do you have to be a “salesperson”?</p>	<p>6. No, you don't need previous sales experience. We provide training and, as you saw at this Show, when guests use our products, they sell themselves. It's easy to get testimonials from satisfied customers because everyone loves The Pampered Chef®!</p>
<p>7. Do you have sales quotas? or Is there a minimum amount of sales you have to do each month?</p>	<p>7. Selling \$150 a month is all it takes to stay active, but most Consultants want to earn more income than selling \$150 provides. Most Consultants base their sales goals on the amount of income they want to earn.</p>
<p>8. How did you get trained?</p>	<p>8. We have wonderful training — Online Training Courses, tele-classes, audios and videos, print resources, a monthly team meeting and a National Conference in Chicago each July.</p>

9. Who pays for the host benefits?	9. The Pampered Chef® pays for our generous host benefits. And people who host a Show for new Consultants in their first 30 days receive an additional free gift paid for by the Home Office.
10. How did you get started?	10. I asked friends and relatives to help by hosting my first Cooking Shows. They were rewarded with our generous host benefits and the bookings I got at those Shows helped to carry my business forward. I love that I've made so many new friends through my hosts and guests.
11. How many nights do you work each week?	11. I choose to work ____ times per week. You can work as many or as few times each week as you want. By the way, some Consultants do daytime and weekend Shows, too.
12. How far do you have to travel?	12. We don't have territories so you decide how far you want to travel. The great news is, if you visit an out-of-town relative or a friend in another state, you can do a Show for them, too.
13. Is it difficult to get bookings?	13. I was a little concerned about that at first, but here's how it works. I meet new people at every Show. Just like you, they have fun, learn something and see the benefits of being a host. And they're comfortable inviting their friends and family to a Show because they know everyone loves The Pampered Chef®.
14. How long does it take to get started?	14. You can start today! Let's get your business rolling!
15. What do you like most about your job?	15. The great news is, I don't have a JOB. I have a YOB and you can too! YOB stands for "your own business." I love the financial rewards, flexibility and _____.
16. Do you have to keep inventory on hand?	16. You don't have to keep products in inventory or purchase products each month. In fact, The Pampered Chef® gives us an opportunity to earn new products for free.
17. Do you have to deliver products?	17. No, you don't make deliveries. All products purchased at Shows are shipped to the host or directly to the customer.
18. How much time do you spend at a Show?	18. The Show presentation is about 45 minutes, so I'm usually in and out in 2 – 2½ hours. I enjoy my Shows so much, the time flies!
19. Are you required to attend training meetings?	19. Monthly training isn't mandatory, but Consultants who do attend book more Shows, build bigger teams and have higher Show sales. And, the meetings are fun!
20. A question you don't know how to answer!	20. That's a great question and I'd like to know the answer, too! Let me look into it and I'll give you a call tomorrow. Thanks for asking!