

For complete details on product availability go to  
Consultant's Corner > Managing Your Business > My Shows  
> Serving Your Customers > Product Status Alerts.

### Paperwork Availability

Occasionally (at the end of a season) The Pampered Chef® may run out of a particular item. If that occurs, we may substitute a similar item or refund the cost of the item.

### Guest Specials

Most monthly Guest Specials will be available to customers who attend Shows or place outside orders associated with a Show. Hosts can entice guests to attend their Show by extending these special offers. Additionally, it encourages hosts to solicit outside orders associated with the Show. Attending a Cooking Show is a unique experience, and should provide our guests with a unique benefit, such as "Spend \$X and receive a free product."

Some Guest Specials will be available to online orders. For example, we want to make our "Guest Special" Help Whip Cancer® products available to as many people as possible. Therefore, we will offer them online in May. Every promotional flyer includes details on availability.

## INCOME OPPORTUNITIES

### COMMISSIONABLE SALES

**As a Consultant, you earn at least 20% commission on:**

- Cooking Show, Catalog Show and Wedding Shower sales (excluding host free, half-price items and monthly Host Specials).
- The discounted price of items purchased by a host/wedding registrant with her 10-30% discount.
- Individual/online orders (not including your personal orders).

**You will receive 15% commission on:**

- Cooking Show Fundraisers.

**You do not receive commissions on:**

- Half-price items, Free Product Value or monthly Host Specials sold to a current or past host.
- Merchandise purchased by you individually or when you or anyone in your household acts as the host/wedding registrant and a discount is taken.
- Past host discounts.
- Tax and shipping and handling.
- Replacement parts orders.

Adjustments to orders.

### INCREASING YOUR COMMISSION RATE

The commission rate you earn each month is based on the total commissionable sales you submit that month. This means that when you increase your sales, you increase your commission rate as well.

At first you will earn from 20–25%, based on the chart below.

When you reach \$15,000 in commissionable career sales, you will receive a 2% monthly commission bonus, effective the first full month after the \$15,000 is achieved. In addition, to commemorate this achievement you will receive a sterling silver charm of the trademark Pampered® Chef hat.

<u>Monthly Commissionable Sales Total*</u>	<u>Commission %</u>	<u>Commission % After \$15,000 Career Sales</u>
\$4,000 and over	25%	27%
\$2,500 – \$3,999.99	24%	26%
\$1,250 – \$2,499.99	23%	25%
\$750 – \$1,249.99	22%	24%
\$1 – \$749.99	20%	22%

\*The highest commission rate you attain for the month will apply to all commissionable sales received during that month. (For fundraiser commission rates, see the information under the Cooking Show Fundraiser heading.)

### ELITE SELLER BONUS

To qualify as an Elite Seller, you must have \$75,000 in personal commissionable sales in the past rolling 12 months and \$6,000 in personal commissionable sales in the current month. As an Elite Seller, you will earn an additional 2% commission on your personal sales for that month. You will also qualify as a Director that month and are eligible for Director privileges and awards. For more details, refer to the Career Plan section of this document.

### COMMISSION PAYMENT

Monthly payments of commissions, bonuses and overrides are mailed or sent for direct deposit on the eighth day of the month for the prior month's performance. If the eighth day is a Saturday, Sunday or holiday, payments will be mailed or sent for direct deposit on the following business day.

### BONUSES AND OVERRIDES

See the Career Plan section of this document for details on earning monthly bonuses and overrides in addition to your commission on personal sales.