

Elements of a Cooking Show

Opening

- A. Welcome Guests
- B. Introduce myself
- C. Did anyone bring a friend today?
- D. Guest introductions- tell your favorite Pampered Chef product and why or give a kitchen tip if this is your first Pampered Chef show
- E. Thank host, give hostess gift and explain host's benefits
 - a. free products based on sales
 - b. \$15 gift of free product for hosting a cooking show in your home
 - c. up to 4 half-price products
 - d. up to 30% discount on other purchases at your show
 - e. a 10% discount for a full year
 - f. free shipping on your order
- F. Explain auction game and hand out "money"

Monthly Specials

- A. Open your folder
 - a. catalog--Page 2--black circle w/ # located by the price indicates # of years the product is guaranteed, all products have at least a one year guarantee, some products have a lifetime guarantee! If the product has a star beside it, it is included in the new consultant kit, and the chef's hat means the product is a pampered chef exclusive
 - b. Monthly Specials Flyer
 - 1. April-- Host will receive the Trifle bowl for \$15.60, regular price is \$39.00 or the Carafe for \$25.60, regular price is \$64.00! Guest special-- Purchase \$60.00 and receive a microfiber dishcloth for free!
 - 2. May is breast cancer awareness month!
 - 3. June-- Chillzanne servers or Forged steak knife set
 - c. Wish list-- Highlighted in yellow are products used in demo.
 - d. Fill out slip for prize drawing

Recipe/ Product Demo

- A. Clubhouse Chicken Squares
- B. Chocolate Chip Sensation
- C. EAT!!! let customers view products and get "hands on"
- D. Drawing for door prize

Auction (play money handed out throughout the show)

- A. Person who arrived first gets \$200.00
- B. Person who has hosted the most Pampered Chef shows gets \$300.00
- C. Anyone interested in becoming a Pampered Chef Consultant, and willing to give me your phone # gets \$500.00
- D. Anyone willing to book a party tonight gets \$500.00
- E. Let the bidding begin!
 - a. Season's Best Cookbook
 - b. Quikut Paring Knife
 - c. Mini Serving Spatula

Closing

- A. Answer questions
- B. Total orders
- C. Bookings