HOST INFORMATION

The Pampered Chef® discover the chef in you™

NAME: _____ SHOW DATE _____

ADDRESS _____ SHOW TIME _____ COOKING SHOW # _____

CITY _____ STATE _____ ZIP _____ HOST PACKET GIVEN? YES NO DATE SENT _____

PHONE (DAY) _____ (EVENING) _____ OFFERED PC OPPORTUNITY? _____

BEST TIME TO REACH _____ MONTH INTERESTED _____ BOOKED FROM _____

E-MAIL _____ PAST HOST DISCOUNT # _____

PERSONAL WEB SITE HOST PASSWORD _____ SALES TAX % (NONFOOD) _____ FOOD SALES TAX% _____

PERSONAL INFORMATION	HOST GOALS	PC PRODUCTS OWNED

FIRST CALL DATE _____

____ Set or confirm Show date.
____ Help host set goals — what products does the host want?
____ Explain host program.
____ Over-invite!
  ____ 40 names.
  ____ Mix the crowd.
  ____ Ask everyone to bring a friend.
____ Encourage host to invite with enthusiasm!
____ Point out opportunity brochure in host packet.
____ Keep guest list updated with R.S.V.P.s
____ Cover the details.
  ____ Table needed.
  ____ Demo will last approximately _____ minutes.
  ____ Payment due at Show; explain payment options.
____ Set date for next call: _____

(Explain how e-invitations can help, if you have a Personal Web Site.)

SECOND CALL DATE _____

____ How many invitations sent? Need more?
____ Ideas to increase attendance, if needed.
____ Encourage outside orders; explain how to calculate. (Include out-of-town friends and relatives; they can order through your Personal Web Site.)
____ Explain Guest Special; tell outside orderers about it!
____ Discuss recipe options. Provide shopping list.
____ Any products host particularly wants shown?
____ Ask about guests' interests or hobbies.
____ Refer to Opportunity Brochure and explain how to use Free Product Value toward the New Consultant Kit.
____ Any questions? Stress the team effort between you and your host.
____ Set date for next call: _____

THIRD CALL DATE _____

____ Express appreciation for host's efforts!
____ Expected attendance: _____. Maybes: _____.
____ Ask to make reminder calls and check back with guests who haven't yet R.S.V.P.'d.
____ Reminder of payment due at the Show (or within 2 days).
____ Review recipe ingredients needed and what you need host to prepare before you arrive.
____ Remind host that bookings generated from Show can be used to start a Pampered Chef® business.
____ Let host know what time you'll arrive.
____ Get directions and estimated travel time. (Keep phone number with the directions, and leave it at home as well.)
____ Tell host how much you're looking forward to the Show!

COMMENTS

_____
_____
_____
_____
_____
_____
_____
_____
_____

RECIPE(S) TO BE DEMONSTRATED

EXPENSES

Mileage _____ Groceries _____
Postage _____ Misc. _____

DIRECTIONS

DATE TO CLOSE SHOW _____ DATE CHECK RECEIVED _____ THANK-YOU SENT _____

SHOW SUBMITTED TO PC _____ SHOW TOTAL _____ NUMBER OF GUESTS _____

❑ FUTURE SHOW ❑ INTERESTED IN OPPORTUNITY

❑ MAILING LIST ❑ USED HOST BENEFITS FOR NEW CONSULTANT KIT

BOOKINGS (Eligible for Monthly Host Special for six months.)

Name	Phone #	Date Booked

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