

The Pampered Chef®

Consultant News

January 2008

exclusive
director
edition



Inside:

- Set yourself up for a successful year and great rewards!
- The Dish On Valentine's Day
- New and seasoned Consultants give helpful business tips



Simple Additions® Heart Dish — selling tips on pages 3 and 10!



food for
thought

Happy New Year!

There is always such excitement this time of year. It's the time for new beginnings, the time to make a renewed commitment to your goals and the time to maximize your Pampered Chef® business.

In this issue, we have some terrific ideas to help you make the start of your new year a prosperous one. Turn to page 3 to learn how to increase your Show attendance with the January Host and Guest specials. Be sure to read the articles starting on page 5 about getting results from the 3-2-1 Success Plan — you'll learn effective methods to gain more contacts through Customer Care calls, fun ways to get guests more involved in Shows, and tips on how to jump-start your January recruiting efforts.

You have all the resources you need to make your dreams come true this year. I hope it will be your best year yet!

Marla Gottschalk
Chief Executive Officer

A Strong January Pays Off All Year

A full January Show schedule will create momentum for your business that can last the next 12 months!



- When you hold more Shows, you'll meet more people and fill your calendar for upcoming months.

Tip: Arrive at your Shows with your calendar marked with open Show dates.

- January is a great time to recruit. At Shows you might say, "Anyone seeing hefty bills from the holidays? A Pampered Chef® business can help you!"

Tip: In addition to earning extra money, tell potential recruits when they start in January they'll have all year to earn points for the incentive program.

- January hosts are looking for new recipes to serve at upcoming parties, winter get-togethers and game day, so offer a **Bites and Bevs** Show.

Tip: You might say: "Isn't it great the Wildcats are in the playoffs? I'd love to show you and your friends some delicious appetizer recipes for game-day parties!"

- A Cooking Show is a great reason to have friends over for some fun and relaxation after all the holiday hubbub dies down.

Tip: Book Shows by asking, "How about something new and exciting to brighten up your winter? I'd love to show you and your friends some easy ways to prepare delicious and quick meals."

Set Yourself Up for a Successful Year and Great Rewards!

When you hold and submit just one Show between Jan. 1–9, you'll receive a tablecloth that matches the Striped Kitchen Towel Set. You'll also receive BONUS incentive points Jan. 1–31 and DOUBLE incentive points Jan. 13–Feb. 14!

Here's how to book your open January Show dates:

Make Contact with Potential Hosts

Let potential hosts know that when they host a Show this month, they can earn more free products.

- You might say, "In January, with \$500 in Show sales, you'll earn \$140 in free products, which is \$50 more than you'd normally earn! A \$1,000 Show means \$315 worth of free products — that's \$100 more than you'd normally earn! This means, you could earn the **5-Piece Set of Stainless Cookware** free. I have ___ and ___ open. Which date works best for you?"

Host Coach for \$500 Shows

- Encourage hosts to send out all 40 of their invitations. Brainstorm ways to increase their invitation list. Some ideas: teachers, coworkers, hair stylist, dental hygienist, doctor's receptionist, neighbors, and their spouse's friends and coworkers.
- Remind hosts that with 12 or more buying guests, they'll also receive the **Pizza Cutter** free!
- Advise hosts that the best way to have a \$500 or higher Show is by making reminder phone calls several days before the Show date. You could say to hosts, "When you're making those calls, share with your guests that they'll receive a 20% discount on all New Traditions™ and Classics® Stoneware. Stoneware is what The Pampered Chef® is known for. January is the perfect time to start, or add to, your Stoneware collection."



Be prepared for cancellations if the weather turns bad. Offer to rebook the following week.

At January Shows

Fill the **Simple Additions® Heart Dish** (that you earned in December) with flowers or candies, and place on your checkout table.

- You might say, "Because you're at a Show, this exclusive dish, available only in January, is just \$10! It's a great gift for teachers, loved ones and friends for Valentine's Day or any occasion. You can buy as many as you'd like for just \$10 each." Then mention that they're \$14 when ordered outside of a Show.



You Can Recruit ... It's Easy!

With holiday bills, tuition payments and home remodeling projects, now's the time to excite potential recruits about our business opportunity. We have the tools to help you.

Your Life, Your Way brochure

This brochure is an introduction to our business. It includes Consultant testimonials and addresses common questions. It's inexpensive so that you can give one to all your hosts, guests and new leads.



- Order on supply order form #FN19 for English and #FR19 for Spanish (20 for \$1.25).
- Include in your host packets and give to all customers at checkout.
- Attach your business card or label brochures with your name and contact information.
- Keep a supply with you at all times so you can hand them out to anyone you meet who may be interested.

Come Join Us! booklet

This booklet provides a comfortable structure for your recruiting conversation and keeps you on track, so your potential recruits get all the information they need to make an informed decision. It also provides information on our mission and our commitment to supporting our Consultants. Potential recruits can clearly see the earning and career possibilities of a Pampered Chef® business.



- Order on supply order form #FN21 for English and #FR60 for Spanish (10 for \$3.00).
- Place one in all host packets.



- When someone replies "Yes" or "Maybe" to our business opportunity, hand them this booklet to take home.
- Follow up with hosts and leads in one to two days to answer questions and schedule a recruiting interview.
- Download the Guide to the Come Join Us! recruiting booklet from the Online Training Center. This handy reference gives you step-by-step instructions and words to say to conduct a comfortable recruiting interview.
- Use during a recruiting interview to guide the discussion and help your potential recruit make an informed decision.

Your Life, Your Way DVD

The DVD is an excellent companion to the *Come Join Us!* recruiting booklet and is a great visual resource. It features compelling stories from Pampered Chef® Consultants who discuss how their Pampered Chef® businesses are helping improve their lives.



- Order on supply order form #FL13 for English and #FH81 for Spanish (5 for \$6.00).
- Include this DVD in every host packet and give to potential prospects.
- Follow up in one to two days to answer questions and schedule a recruiting interview.
- Ask your prospect if there is anyone else who would like to see the DVD or learn more about The Pampered Chef®.



Download the Come Join Us! booklet and Guide to Come Join Us! Recruiting Booklet on Consultant's Corner > Consultant and Leadership Training > Online Training Center > Resources.

Customer Connections



Kathie says the “3 part” of the 3-2-1 Success Plan is a snap when you make customer care calls.

By using the 3-2-1 Success Plan consistently, Kentucky Advanced Director Kathie Cantrall is enjoying an increase in sales and bookings, and has added 11 new Consultants to her team in 2007 — more than double the previous year!

By reconnecting with past customers, reintroducing herself and asking how she can be of service, Kathie is now making more contacts with increasing confidence. Here's how:

Learn the Best Times to Call

Before making calls, Kathie suggests you first learn when your town's social functions occur. For example, pee-wee football games are played Saturday mornings or the church holds its largest weekly service Wednesday evenings. People may not be home during those busy times. Knowing when people are more likely to be at home will help you be more effective.

Also, great times to make customer care calls are the day after a Show and right after customers receive their products.

Follow Up Regularly

You might make 10 phone calls in a day but only talk with one person. “That's OK,” says Kathie. “Making even one connection shows you you're doing something. If you get someone's voice

mail, leave a clear and complete message.” For example, “Hi, this is Kathie, your Pampered Chef® Consultant. I'm sorry I missed you! I wanted to see if you're enjoying the products you purchased and if you have any questions. We also have some new things going on that I'd like to share with you. I'll try again later, but here's my number if you want to call me __. Or you can visit my Personal Web Site at __. Bye!” Make a note to follow up the next day.

(Remember, leaving a voice message doesn't count as a contact.)

Minimize Distractions

Kathie recommends you turn the computer off and concentrate on making phone calls. “Don't do laundry while on the phone,” she says. “It's you, the phone, your calendar and your notebook.”

Kathie says it's important to be upbeat when making calls — your enthusiasm will come through. “Be genuine. Remember to talk about the monthly specials, the business opportunity and why now is the best time to book a Show.”

4 Easy Steps to Customer Care Calls

C: Connect and break the ice.

H: Have an attitude of helpfulness.

E: Expand the possibilities. (Ask for a booking or share our opportunity.)

F: Finish and arrange for follow up or future contact.



The Online Training Center offers a great course on how to improve your customer care skills. Go to Consultant's Corner > Online Training Center > Training Courses > Customer Care.

3 contacts
a day

Involve Your Guests



National Executive Director Patsy McGovern and her team get guests involved in their Shows two ways: hands-on involvement and recipe demonstrations.



Patsy McGovern

Right from the Start

Patsy lets her guests know when they walk through the door that they'll be enjoying an interactive experience — not a one-woman show. "I ask guests as they arrive who'd like to chop the onions or press the garlic or do whatever is needed in the

recipe. I believe you get more bookings because of the hands-on involvement. Most people like to cook and get involved — that's why they come to the Shows and why they want to host one of their own," she says.

Patsy then has each person explain the tool they used and why they liked it. "Having each person talk keeps the Show from turning into a lecture format coming only from me," says Patsy.

If someone doesn't want to participate, Patsy says that's OK, too. "If they don't want to cook, that's fine — they'll still have a good time!"

Patsy also conducts a small demo, like garnishing, while the guests are enjoying the recipe. During this time she talks about the host and guest specials and our opportunity. This approach helped her book eight Shows and sign one new recruit at a recent Show.



Tricia Fischer

Share the Fun

Virginia Director Tricia Fischer says, "Most of my hosts prefer to have Shows where everyone gets involved." For those hosts who want a hands-on Show, Tricia sets up two recipe prep areas. As guests arrive, Tricia asks which tool they'd like to try and leads them to a prep area.

"The guests who arrive first always seem to be the ones who are interested the most. So, they get assigned to read the recipe and coach other guests on how to make it." The result: "My bookings have more than doubled since I started to getting hosts and guests more involved," Tricia says.



Breanna Doyle

We're All in This Together

Virginia Senior Director Breanna Doyle says, "Hands-on Shows are great because everyone works together, recipes are finished quickly and guests and hosts get to share their experience with the products. And, because I spend less time 'lecturing,' I have more time to talk about hosting and recruiting."

Breanna says a hands-on Show can help boost sales at smaller Shows. "While I always host coach for high attendance, small Shows are really fun when guests get involved. I had a recent Show with only four attendees. The host and I made a quick decision to make the Show hands-on. The guests placed large orders after getting their hands on the tools!"

She continues, "An ideal Show is one when everyone can use the tools. When guests are having fun and are enjoying themselves, sales go up, and so do booking and recruiting leads."



Talk about a Strong Start!



Jennifer Mars started her Pampered Chef® business in January 2007 and immediately began using the 3-2-1 Success Plan. To date, she's recruited 10 Consultants, promoted to Director and has earned Level Four of The Choice Is Yours incentive program.

Here she shares several ideas on how to be successful:

Q: What are the benefits to starting in January?

A: Receiving double incentive points last February was huge for me because it gave me that extra push to start my business strong. I worked hard to get as many bookings as possible to make the incentive trip achievable. By booking a strong February — I held 10 Shows last February — I met enough people to have bookings through spring. Then the spring catalog came out and I was booked until the end of summer. So, by booking a strong first month, I was booked through August!

Q: What do you think about the New Consultant Rewards Program?

A: I love it! I haven't had to pay for a catalog yet! And I'm still redeeming Pampered Chef® dollars I received from the New Consultant Rewards Program. I've also used my rewards to pay for National Conference registration, paperwork supplies and products.

Q: What's the main reason to keep up recruiting efforts in January?

A: With the brand new year, people are looking to start something new to do — a fresh start. They're also looking to pay off holiday credit cards, tuition, taxes and other bills, or they just

need extra money. Recruiting in January will help you achieve your goals early on and all year long!

Q: How has the New Consultant Rewards Program helped you recruit?

A: If you're starting with no money, earning free catalogs is wonderful. I never expected it to be as good as it is. I got so much and never had to pay a thing. I encourage my new team members to book at least 12 Shows the first month. They'll be able to keep up the momentum and be in front of enough people to keep getting bookings. In addition, they'll get the 30-day bonuses with the rewards program and be able to take advantage of all the Consultant specials like double points.

Q: How has the 3-2-1 Success Plan helped you?

A: It's great — it keeps the business simple and me focused. When I'm not holding a Show, I'm talking about The Pampered Chef® — at the grocery store, at parties, at my children's events. My husband helps me, too. He just got me a Show from someone he works with!



Show & Tell



Connecticut Director Penney Parkes says whether you're a seasoned or a new Consultant, you can have great success selling products you don't bring to your Shows.

Here's how Penney does it:

Start with the Catalog

"At the beginning of each Show, I walk the host and guests through the catalog and highlight each collection," says Penney. "When they see our beautiful photography and product groupings, they envision how our products will work for them. Then, while we are paging through, I'll point out certain products and tell them why they have to have it. For example, 'If you don't have a nice platter, look at our **Simple Additions® White Platters** — they're perfect for any occasion.'"

Penney has also found guests like to look at the catalog before the recipe demonstration begins. "This way, everyone has the opportunity to first become familiar with our products and collections, and then they can socialize and become more involved in the Show instead of flipping through the catalog."

Penney gives page numbers of products she talks about during the demonstration.

Tip: To find products quickly in the catalog at your Shows, place colored tabs at the beginning of each collection.



Sell Collections

Penney says it's not necessary to bring every product you own to a Show — just one piece from each collection. Simply give examples of how other pieces in that collection accomplish other tasks. For instance, when preparing a recipe on the **Large Bar Pan**, Penney says, "I use this for ___ and ___, but if you bake or make meatballs, you'll want to get one of our Muffin Pans."

Or while talking about **Stainless Cookware**, she says, "If you're not sure why you should get Stainless Cookware, try the **8" Sauté Pan**. When you taste how your food comes out, and the fact you can pop the pan in the dishwasher, you'll understand!" Penney then explains how they can get other products in that collection free or at a great discount by hosting a Show.



Tip: Direct guests to a "try me" piece in each collection.

Keep Show Displays Simple

Penney says it's fine to keep your Show display simple. "It's more important that guests pick up the tools, hold them and use them." She suggests having your display look nice, but not so pretty that guests don't want to disturb your work of art!

Tip: Have a **Tool Turn-About** filled with products at your checkout table to encourage add-on sales.



The Why Apron ...

One Size Fits All

At a retreat with her Director, Mississippi Director Erin Shows began to think of different ways to talk about The Pampered Chef® business opportunity at her Shows. After some brainstorming, Erin built a recruiting story around something every Consultant has — a blue denim Pampered Chef® apron. This technique helped Erin achieve the #1 spot in the Top 100 Recruiting Challenge with 12 qualified recruits!



Our Opportunity Is Like this Apron

Erin begins her Shows by saying, "As I put on this apron, I'm going to tell you how a Pampered Chef® business is like this apron. It's soft and denim. It represents how a Pampered Chef® business lets you work in a relaxed environment at your own pace."

Stand by Me

After Erin puts her apron on, she points to The Pampered Chef® logo and says, "Standing behind this logo represents how The Pampered Chef® stands behind its products and its Consultants 100 percent. Although it's a big company, it never feels so corporate that you get overlooked — the company still supports the individual. You'll have the support of the Home Office, and they back their Consultants, their employees and their products. In fact, many of our products have a lifetime guarantee."

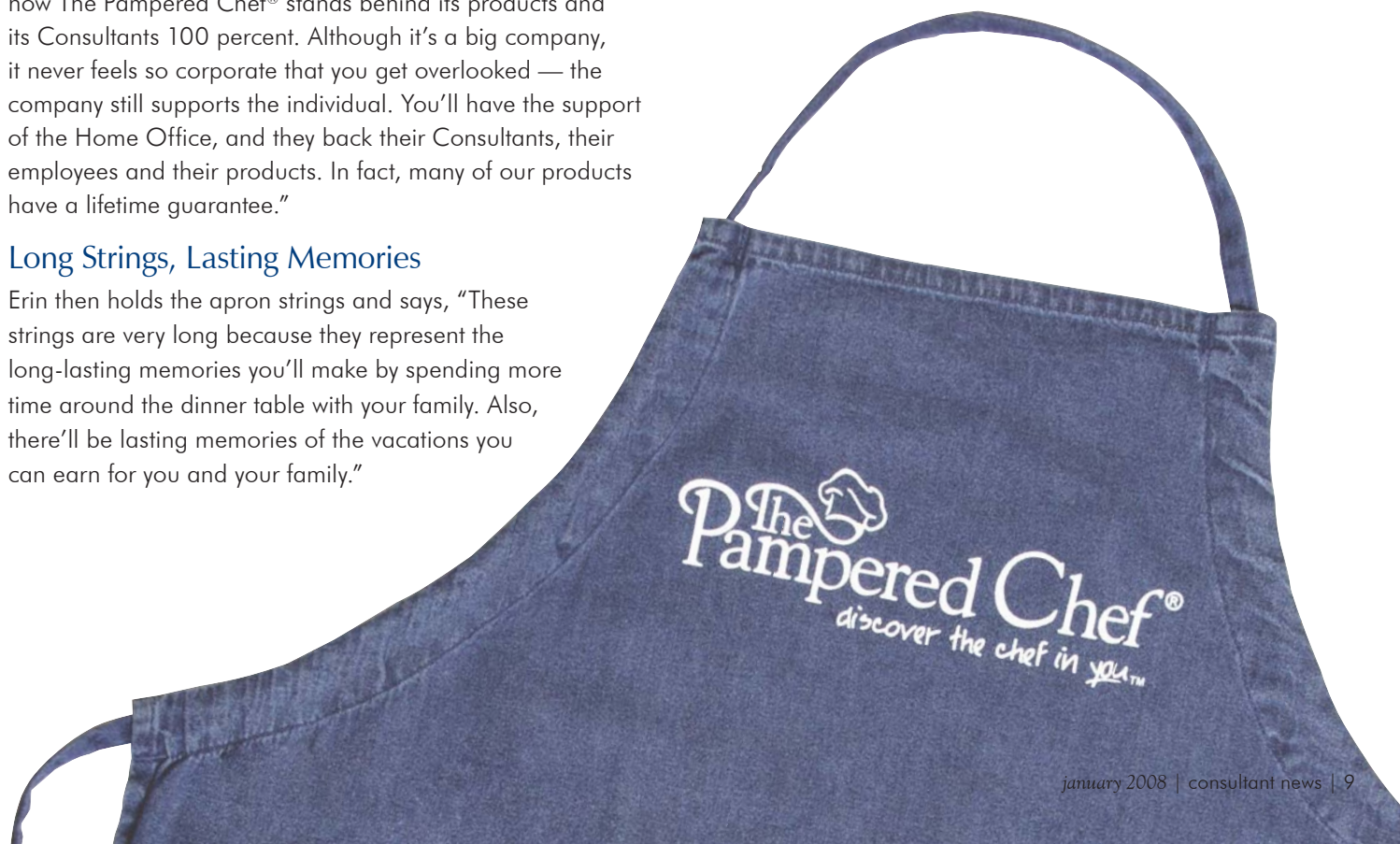
Long Strings, Lasting Memories

Erin then holds the apron strings and says, "These strings are very long because they represent the long-lasting memories you'll make by spending more time around the dinner table with your family. Also, there'll be lasting memories of the vacations you can earn for you and your family."

Room to Breathe

Erin finishes by saying, "If you feel like you need some room to breathe financially, I can tell you that my business has given me the time to stay at home with my son while I earn money. Plus, I maintain a balance between having a career and being a mom. You see, it's one size fits all." As she says this, Erin passes around a picture of her son in an apron.

At the first Show she used this method, Erin recruited two Consultants and booked three Shows. "It generates a good feeling at my Shows. Everyone is comfortable because it's short and personalized. The hosts and guests are really relating to it — and me."



the dish on Valentine's Day



What a January! Hosts can earn extra free products, Stoneware is 20% off and our exclusive Simple Additions® Heart Dish is only \$10 at Shows. Your January hosts and guests will certainly feel The Pampered Chef® love. Here are some heartfelt ideas to offer at your Cooking Shows.



- ♥ Display a **Simple Additions® Heart Dish** filled with conversation hearts or candy during the Show and at checkout. Offer other ways they can be used, too, such as a serving dish for a dip, in a guest bathroom filled with potpourri or scented soaps, or as hostess gifts.

- ♥ Tell guests that for a special Valentine's treat, they can top baguette slices with semi-firm cheeses and deli meats cut with the heart-shaped **Creative Cutter**.



- ♥ Add a pink or red ribbon to a **Round-Up from the Heart® Trivet**. Display during the Show and at checkout. Tell guests they make great teacher gifts. Ask every guest if they'd like to purchase a Trivet or round up their order to the next dollar or more.

- ♥ For Valentine's parties, after preparing cupcakes or muffins in the **6-Cup or 12-Cup Muffin Pan**, add cocoa or powdered sugar hearts with the heart-shaped stencil in the **Cake Stencil Set** and the **Flour/Sugar Shaker**. Kids love to help decorate and will be able to eat their little masterpieces or share with friends.



- ♥ Prepare *Ham and Cheese Brunch Squares**. Talk about how this recipe makes a wonderful dish for a romantic breakfast or brunch. While preparing, have guests turn to page 42 in the fall catalog, reminding them January is a great time to start, or add to, their **Stoneware** collection.

*You can find the recipe in *Season's Best® Recipe Collection* Fall/Winter 2007 or on Consultant's Corner > Products and Recipes > Enhance Your Shows > Real Food, Real Fast Cooking Show. Also available online are downloadable recipe cards, Theme Show Planning Guide and Show invitations.

The Pampered Chef® Bright Futures Scholarship Program

What is it?

A one-year \$2,000 scholarship to be used toward a degree at any accredited two- or four-year college. The Pampered Chef® awards 20 scholarships every year.

Who's eligible?

All dependent children of active Consultants (at any level) who have been with The Pampered Chef® for at least one year as of April 1, 2008, and have career sales of at least \$15,000.

How are recipients chosen?

An independent firm selects the recipients. A broad range of criteria are considered, including grades, leadership



in school activities, work experience and community involvement. Prior applicants who wish to be considered for 2008 must reapply, whether or not they were previously awarded a Bright Futures scholarship.

How can my child apply?

After Jan. 10, 2008, contact the Solution Center at (888) OUR-CHEF to request an application. Or, go to Downloads on Consultant's Corner. All applications must be postmarked no later than April 1, 2008.



Spring Will Be Here Before We Know It!

*And so will new
products, new supplies
and new paperwork!*

**Sell-A-Thon
products will ship
for delivery by
Jan. 25.**

Spring paperwork packages will ship to:

to arrive by:

National Executive Directors and **Senior Executive Directors**

Jan. 17

(shipment includes new spring product samples)

Executive Directors (shipment includes products earned for submitting \$1,250 in commissionable sales in any three out of four months from September through December 2007)

Jan. 17

Directors (shipment includes products earned for submitting \$1,250 in commissionable sales in any three out of four months from September through December 2007)

Jan. 24

Future Directors and **Consultants**

Jan. 29

Remember to order just enough fall paperwork to last through Feb. 29. Supply orders filled after Feb. 15 will contain new spring paperwork, which you can begin using March 1.

Please note a \$6 fee will automatically be deducted from your commission to cover shipping and handling.



A Profitable Personal Web Site

A Personal Web Site works for you 24/7, taking orders while you're at Shows and advertising your business to everyone!

Here are common questions about Personal Web Sites:

Q: When can I get a Personal Web Site?

A: New Consultants can sign up immediately. When you qualify within your first 90 days, your Personal Web Site is FREE for the next 90 days and our online ordering feature will be automatically added.

Q: Will I have to learn how to create my Web site?

A: Absolutely not! The Personal Web Site Assistant guides you through creating and personalizing a professional-looking Web site. It takes less than half an hour to set up. Then, we recommend you take a few minutes every month to keep it up to date with monthly guest and host specials.

Q: How will my customers find out about my Web site?

A: Add your Web site address to all your Pampered Chef® materials, especially your business cards and catalogs. And be sure to mention your Personal Web Site at every Show. Your customers will love the convenience of being able to place an individual order with you in the future, and they can share your Web site address with others who want to order products, host a Show or become a Consultant.

Q: What are some additional benefits?

A: You'll receive commissions from online sales placed through your Web site. And you can import contacts from many other programs, create groups, and add, edit or delete contacts easily. Through Customer Connection, you can send professional-looking, preformatted e-mails customized with a personal message.



Check Consultant's Corner > Promoting Your Business > Personal Web Site Assistant to find out more.

New Consultants:
Get a Personal Web Site
FREE
for 90 days when you qualify!*

* New Consultants who qualify within 90 days of their start date will receive a Personal Web Site free for 90 days. See Consultant's Corner for details.

Turn a Cancellation into an Opportunity



It's inevitable – that call from a host saying, “I know I promised to host a Show (next month, next week or tomorrow), but something's come up.”

It happens — the kids get sick, guests cancel or maybe a host is worried because the house is a mess. Don't worry. Many times a cancellation isn't really a cancellation at all — it's simply a postponement.

Here are three suggestions to help you turn a cancellation into an opportunity:

- Speak with the host as if you assume they want to reschedule. You might say, “I completely understand your need to cancel. I have __ and __ open. Which one works better for you?” Offer your two soonest available dates.
- Suggest a Catalog Show if the host is unwilling to reschedule. Tell your host he or she will still be able to earn free products and discounts! You, too, will still earn commission and may develop a loyal, long-term customer relationship.
- Create a “waiting list” for hosts who would prefer to host sooner than the date you had available at the time they booked. Then, when you have a cancellation, call the first person on the list and offer up the date.

If your host doesn't reschedule and you can't fill the date, use the time to further build your business. Turn that free evening into a booking blitz!

Host Coaching How-Tos

Brush up on your host coaching skills by:

- Reading the You & Your Host section of the Business Guide.
- Taking the Host Coaching: A Partnership for Success online course.
- Participating in the Responding to Objections and Host Coaching Essentials Table Talk tele-classes.

The Pampered Chef® Has Its First \$2,000,000 Personal Career Sales Achiever: Ferialle Yan



Ferialle, a Connecticut Advanced Director, reached a major milestone in mid-November when she exceeded \$2,000,000 in career sales. This accomplishment is a first in our history.

Career Sales Achievements

**Top Performance Cluster
Achiever Personal Sales**
1993–2007

**President's Award
Achiever**
1993–2005, 2007

**Circle of Honor Achiever
in Personal Sales**
1994–1997

Legacy Award
1997

First Consultant to reach
the \$500,000 mark
in Personal Sales (after
only four years with the
company).

Million Dollar Achiever
2000
First Consultant
recognized for
\$1,000,000 in
career sales.

Now That's a Lot of Shows!

Ferialle started her Pampered Chef® business in April 1992. "I didn't set out my first month to be the top salesperson," she says, "but six months in, I said, 'You know what? I can do this!'" Ferialle says when she first started, most Consultants saw The Pampered Chef® as a hobby, not a career. "I hold 15-20 Shows a month, and back then, that was unheard of," she says. "To date, I've done 2,700 Shows!"

Keep It Fresh

Making people feel comfortable and using a lot of humor are part of Ferialle's signature presentation style. "We have a lot of fun," she says. "And I'm always changing up recipes. I offer my hosts several options." Ferialle keeps records of what recipe she made at each Show to avoid duplication with repeat hosts and guests.

During Shows, Ferialle creates a desire and need for each product. "I paint a picture of how they're struggling to do a chore at home. Then I offer a solution."

Set a Goal, Then Aim Higher

Goal-setting has been key to Ferialle's success — she's a 15-time Top Performance Cluster achiever in Personal Sales, and achieved the President's Award 14 times for being a top achiever in Personal Sales. "The minute my business began to flourish, I aimed high! What do you have to lose by trying?" she says. "There's always something higher to aim for."

Stay Consistent

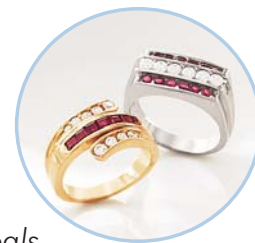
Ferialle advises Consultants to treat their Pampered Chef® business like a business, not a hobby. "In business, you make money. In a hobby, you spend money," she says. "Consistency is key to success in this business. If you stay on top of it, you'll always have plenty of bookings."

Keep Your Word

Ferialle's reliability strengthens ties with her hosts. "I never make promises to my hosts that I don't keep. When I say I'll call on a certain day, no matter what I have going on, I always follow through."

Congratulations, Ferialle, on your outstanding achievement!

Now's the Time to Review Your Top Performance Cluster Goal



We know you've been working hard toward your 2007-2008 Top Performance Cluster goals. If you're on track, congratulations! If you've fallen behind, now's the time to reassess your strategies.

Here's how:

- Decide which Top Performance Cluster category or categories you want to earn.
- Use the 3-2-1 Success Plan to meet daily, weekly and monthly goals.
- Ask your Director for ideas on how to stay on track or increase your efforts.
- Track your progress with the My TPC Calculator. Log on to Consultant's Corner > Consultant Incentives > Top Performance Cluster > My TPC Calculator.

- Check the calculator daily to help you evaluate your progress.

By taking time now to assess your goals, you're ensuring that Top Performance Cluster, and **sparkling jewelry**, are within your reach!

New Consultants

There's still time to achieve Top Performance Cluster in one or more categories. Ask your Director for help and start working toward it today! For more information and program details, see Consultant's Corner > Consultant Incentives > Top Performance Cluster.



top November achievers

Congratulations to all our Consultants on their achievements!

Director promotions

1 Senior Director

Gale Bullock (TX)

7 Advanced Directors

Jennifer Brackesy (NH)
Dawn Ferreira (NC)
Vicki Mahan (LA)
Michelle Page (PA)
Kim Spence (NV)
Heather Trouy (AK)
Stacy Whitt (CA)

48 Directors

Michele Abbott (FL)
Jessica Acton (IN)
Sara Anderson (MN)
Karin Austin (TX)
Lisa Bailey (IN)
Jennifer Bishop (KS)
Andrea Bowling (MO)
Alayna Brooks (TX)
Kristi Cabotage (IN)
Jenny Clendenen (PA)
Colleen Cornacchione (MD)
Linda DeJesus (PA)
Lisa Dykstra (AZ)
Stephany Edelen (IN)
Marie Fisher (SC)
Christine Fleury (IL)
Amy Fronckoski (MD)

Directors continued

Amy Gensmer (FL)
Sabrina Goble (NC)
Wendy Guglielmetti (RI)
Lisa Holzerland (IA)
Amy James (CA)
Kelly Kincannon (FL)
Belinda Ladabaum (TX)
Mindy Lambeth (WA)
Debra Lee (TX)
Amy Loveless (VA)
Robin Mahaffey (NC)
Angie Massey (LA)
Nancy McKiernan (NJ)
Pansy Moore (MS)
Tracy Olson (AK)
Lynn Richards (IA)
Shelli Roembke (IN)
Cori Rogel (WA)
April Sabo (OH)
Leticia Schaub (NY)
Pamela Stevens (WV)
Jennifer Taylor (NC)
Sara TerBurgh (MI)
Melanie Turner (NV)
Suzanne Ukleja (IL)
Joanna Wester (AK)
Dawn Whaley (IN)
Charlene Winter (VA)
Melissa Wolford (NC)
Amber Woodward (WA)
Tatiana Worl (AZ)

4 or more Recruits

Name	Recruits	Level
Holly Benjamin (ID)	5	D
Sybil Goade (ID)	5	S
Heather Houze (CA)	5	D
Katherine Narciso (CT)	5	D
Marion Paterson (CT)	5	D
Suzanne Quinn (NE)	5	D
Michael Reeves (NC)	5	D
Jodie Williams (CA)	5	S
Laura Avery (NV)	4	D
Maria Damyanovich (CA)	4	D
Debbie Fisher (MD)	4	D
Kris Friebe (CA)	4	D
Jeanne Gerhardt (CO)	4	D
Marilyn Hughes (LA)	4	D
Christine Kilby (FL)	4	D
Angela Lang (TX)	4	D
Arlisa McGee (VA)	4	D
Laura Morris (TX)	4	D
Mindy Mussell (GA)	4	D
Wendy Paup-Lefferts (WA)	4	D
Julie Ritter (AZ)	4	D
Carmie Rupert (FL)	4	D
Karen Schroetke (WA)	4	D
Yazmin Soto (NY)	4	D
Jennifer Stevens (UT)	4	S
Noelle Williams (AL)	4	D



top November achievers

top 10 Shows

Name	Sales	Level
1. Beth Fawbush (VA)	\$11,893.25	C
2. Sharon McCrum (CA)	7,008.69	D
3. Angela Lang (TX)	6,915.17	D
4. Sharon McCrum (CA)	6,478.20	D
5. Deb Bixler (PA)	4,883.00	C
6. Joanna Hazelwood (NC)	4,706.26	D
7. Amanda DeLorm (NY)	4,684.50	C
8. Paula Klare (KY)	4,474.74	D
9. Alison Kuepker (OK)	4,300.99	F
10. Tina Taylor (ID)	3,900.70	C

top 10 Fundraisers

Name	Sales	Level
1. Jennifer Tiedemann (WI)	\$14,904.75	D
2. Lee Ann Maloney (TN)	10,890.25	F
3. Deborah Ellingson (CT)	10,713.05	D
4. Tracey Mallory (RI)	10,011.67	C
5. Brigitte Windingstad (NE)	9,225.20	D
6. Mary Ann Johnson (AK)	8,726.19	D
7. David Meenan (NJ)	7,060.20	D
8. Jo Johnson (IL)	7,053.05	D
9. Sue Ann Jennings (AL)	6,603.50	C
10. Gina Gramarosso (IL)	6,393.25	F

top 20 Sales

Name	Sales	Level
1. David Meenan (NJ)	\$37,206.85	D
2. Dee Ann Hohn (OK)	32,802.33	A
3. Penney Parkes (CT)	25,442.98	D
4. Deborah Ellingson (CT)	21,049.41	D
5. Sharon McCrum (CA)	20,611.34	D
6. Mary Ann Johnson (AK)	20,252.45	D
7. Lisa Hutton (MO)	19,662.01	D
8. Tanya Broslawsky (WV)	19,168.20	S
9. April Provenzano (NJ)	18,345.65	D
10. Tammy MacDonald (NH)	17,755.28	D
11. Kim Cooper (FL)	16,426.42	D
12. Bobbi Holland (WV)	16,389.85	D
13. Liz Galbraith (PA)	15,992.56	D
14. Julie Pettijohn (KS)	15,941.48	D
15. Jennifer Tiedemann (WI)	15,823.81	D
16. Ronda Palmlund-Olson (SD)	15,745.14	A
17. Sue Newman (NY)	15,511.72	A
18. Marc Berson (MD)	15,495.87	D
19. Lee Ann Maloney (TN)	15,465.76	F
20. Gayle Lentricchia (RI)	15,107.55	D

top 20 First Line Cluster Sales

Name	#*	Sales	Level
1. Shan Eisler (MN)	178	\$284,602.65	SE
2. Patsy McGovern (VA)	245	235,301.36	NE
3. Nancy Jo Ryan (IL)	131	221,608.18	NE
4. Patti Mocerino (IL)	112	164,132.42	SE
5. Beth Jacobs (MA)	69	154,740.52	NE
6. Susan Cronk (NY)	73	150,477.35	E
7. Deena Hiltbrand (CO)	103	145,081.49	SE
8. Stacy Pressman (FL)	107	137,959.31	NE
9. Robin Shilling (PA)	73	137,267.06	NE
10. Donna McDonald (GA)	111	136,049.99	SE
11. Diane Engle (LA)	107	131,966.05	NE
12. Carol Radu (TX)	110	129,509.08	NE
13. Sandy Pruessner (SC)	106	126,574.57	SE
14. Becky Ishee (OH)	97	123,636.81	NE
15. Nancy Francis (VA)	77	120,610.93	E
16. Teresa Brown (NE)	94	117,745.66	E
17. Cindy Langford (CA)	65	117,486.38	E
18. Amy Shalongo (PA)	67	116,829.07	E
19. Kathy Yellets (NC)	74	116,400.50	E
20. Chris Manion (IL)	60	114,683.40	NE

* Number of first line Consultants

top 20 Overall Cluster Sales

Name	Sales	Level
1. Nancy Jo Ryan (IL)	\$2,741,366.33	NE
2. Beth Jacobs (MA)	1,810,997.51	NE
3. Chris Manion (IL)	1,582,801.84	NE
4. Barbara Duke (CA)	1,540,561.27	SE
5. Robin Shilling (PA)	1,539,549.78	NE
6. Susan Kaufmann (ID)	1,517,603.24	NE
7. Darla Oelmann (OH)	1,298,979.87	NE
8. Julie Jorgenson (MN)	1,173,060.05	S
9. Shan Eisler (MN)	1,118,372.49	SE
10. Randy Weiss (MO)	1,110,853.58	NE
11. Marie Freidag (IL)	1,095,123.78	E
12. LaVerne Soltys (IL)	1,077,846.35	S
13. Sherri Carr (IN)	1,023,803.31	E
14. Cindy Johnson (OH)	1,004,187.35	E
15. Patti Mocerino (IL)	931,608.22	SE
16. Patsy McGovern (VA)	918,307.09	NE
17. Joyce Pawlowski (PA)	884,147.61	S
18. Becky Ishee (OH)	860,503.52	NE
19. Carol Radu (TX)	842,942.22	NE
20. Stacy Pressman (FL)	825,828.02	NE

personal achievers

personal Sales

National and Senior Executives

	Sales
1. Carol Radu (TX)	\$6,509.96
2. Nancy Jo Ryan (IL)	5,699.99
3. Becky Ishee (OH)	5,373.77

Executives

	Sales
1. Don Funt (PA)	\$14,121.87
2. Kathy Yellets (NC)	11,559.81
3. Karan Radcliffe (MI)	9,405.47
4. Jillian Eisenberg (NY)	8,969.97
5. Anne McMillan (IA)	8,355.57

Senior Directors

	Sales
1. Tanya Broslawsky (WV)	\$19,168.20
2. Shelley Kiekhaefer (WI)	14,277.57
3. Shellye Andrus (PA)	14,256.67
4. Tish Jones (NJ)	12,570.23
5. Barb Wilson (WA)	11,587.50

Advanced Directors

	Sales
1. Dee Ann Hohn (OK)	\$32,802.33
2. Ronda Palmlund-Olson (SD)	15,745.14
3. Sue Newman (NY)	15,511.72
4. Davina Messics (PA)	14,593.14
5. Yvette Yeomans (NY)	14,168.41

Directors

	Sales
1. David Meenan (NJ)	\$37,206.85
2. Penney Parkes (CT)	25,442.98
3. Deborah Ellingson (CT)	21,049.41
4. Sharon McCrum (CA)	20,611.34
5. Mary Ann Johnson (AK)	20,252.45

Future Directors

	Sales
1. Lee Ann Maloney (TN)	\$15,465.76
2. Connie Weber (KS)	14,643.58
3. Cornelia Zell (NY)	13,494.10
4. Nancy Zawicki (IL)	12,405.90
5. Debbie Soucy (NH)	11,501.17

Consultants

	Sales
1. Beth Fawbush (VA)	\$13,065.36
2. Tracey Mallory (RI)	12,513.89
3. Jaclyn Altman (NY)	9,426.13
4. Diana Whaley (MI)	9,412.01
5. Mary Curry (NC)	9,407.40

first line Cluster Sales

National and Senior Executives	#*	Sales
1. Shan Eisler (MN)	178	\$284,602.65
2. Patsy McGovern (VA)	245	235,301.36
3. Nancy Jo Ryan (IL)	131	221,608.18

Executives

		Sales
1. Susan Cronk (NY)	73	\$150,477.35
2. Nancy Francis (VA)	77	120,610.93
3. Teresa Brown (NE)	94	117,745.66
4. Cindy Langford (CA)	65	117,486.38
5. Amy Shalongo (PA)	67	116,829.07

Senior Directors

		Sales
1. Marna Ross (MI)	73	\$79,745.78
2. Sharon Cerra (NY)	57	78,453.82
3. Julie VonGunten (IN)	70	76,085.56
4. Shelly Wilson (WA)	39	75,825.31
5. Stacey Clutter (MN)	47	73,413.72

Advanced Directors

		Sales
1. Dee Ann Hohn (OK)	24	\$75,133.53
2. Carla Fettig (MN)	38	73,271.02
3. Davina Messics (PA)	47	68,781.30
4. Julie Schreiner (ND)	24	66,505.91
5. Debbie Hilbert (WA)	41	66,299.04

Directors

		Sales
1. April Provenzano (NJ)	35	\$66,728.09
2. Penney Parkes (CT)	33	63,422.73
3. Jeana Harpenau (IN)	38	57,703.28
4. Sandy Plummer (WI)	38	52,509.65
5. Nancy Freedman (MA)	35	52,410.85

* Number of first line Consultants

overall Cluster Sales

National and Senior Executives	Sales
1. Nancy Jo Ryan (IL)	\$2,741,366.33
2. Beth Jacobs (MA)	1,810,997.51
3. Chris Manion (IL)	1,582,801.84

Executives

	Sales
1. Marie Freidag (IL)	\$1,095,123.78
2. Sherri Carr (IN)	1,023,803.31
3. Cindy Johnson (OH)	1,004,187.35
4. Kelly Price (MD)	670,192.09
5. Pam Sztukowski (WI)	647,438.80

Senior Directors

	Sales
1. Julie Jorgenson (MN)	\$1,173,060.05
2. LaVerne Soltys (IL)	1,077,846.35
3. Joyce Pawlowski (PA)	884,147.61
4. Jean Schramka (AZ)	550,218.75
5. Nancy Baron (MI)	507,391.18



\$15,000 career sales

Nancy Aloway
Ann Marie Alvarez
Melissa Alvarez
Denetta Amor
Trista Anderson
Angelea Andrews
Cheri Arebalo
Sandy Arnborg
Tracy Arnold
Cheryl Aston
Amelia Autrey
Kristina Azur
Brenda Bachmann
Sheri Barber
Melissa Beavers
Catherine Becker
Christiana Bennett
Rebecca Berg-Wright
Anita Bevins
Jennifer Bickel
Christine Biernat
Johnnie Birch
Heather Bissell
Sarah Blount
Michelle Boe
Sandra Boggs
Cherie Botello
Colleen Bourgeois
Shirley Bowling
Christina Bowyer
Allison Bradley
Regina Bradley
Kelly Brickhaus
Susan Brown
Kathleen Bryson
Kay Buchanan
Patti Burgess
Amy Burner
Michelle Cain
Jane Calfee
Barbara Campbell
Bernadette Cantalupo
Robyn Carmen
Molly Catanzarite
Linda Cavanagh
Lisa Chaffee
Deborah Champion
Waiking Chan
Louise Chandler

Dionne Chang
Andrea Checkon
Heather Christenson
Joylyn Ciz
Melissa Clark
Kelly Connelly
Vikki Conner
Nancy Connor
Merry Convery
Faith Cook
Amy Cooke
Lori Cooper
Elizabeth Costello
Elizabeth Coulthard
Gerry Crafton
Latisia Craig
Heather Crandall
Karen Creggan
Christine Croxton
Shellie Cummins
Linandrea Cushenberry
Mary Cutler
Michele Dagata-Jaffee
Lynne Dahl
Sheila Davis
Jennifer De Santis
Maranna Dean
Veronica Delaney
Heather Dendy
Nancy Dennis
Judy DiForté
Regina DiGiacomo
Rebecca Donovan
Erin Dorsett
Rachel Dotter
Claudette Draper
Skye Dugger
Saadia Dumas
Helen Dyell
Sara Ebert
Silva Eggers
Sandra Eichhorn
Angela Ellis
Nedime Mujen Engelman
Corey Evans
Lori Faust
Carol Feil
Stephanie Ferner
Tanna Finnvik

Marilyn Fisher
Kristine Floersch
Jill Freeman
Helena Gamble
Sonya Garcia
Heather Ghent
Kathy Gibbs
Melissa Gillis
Kristen Gineris
Susan Godwin
Julie Golen
Christy Goodwin
Heather Goveia
Elizabeth Graybill
Michelle Green
Renee Greenwood
Shelley Greenwood
Colleen Grove
Amara Gulsby
Kimberly Hall
Paulette Handy
Tracey Hansen
Wanda Hantla
Jennifer Haraway
Christy Harford
Brenda Harle
Jayme Harrington
Marion Harris
Sandy Harris
Tammy Harris
Bonnie Hart
Ryan Haste
Lisa Hawkins
Christine Heath
Kerri Heatwole
Denise Heckman
Michelle Heffernan
Angelika Heidelbergger
Leann Henestofel
Heather Heuman
Kearstin Hinebaugh
Lori Hippman
Jennifer Holland
Mary Holtan
Tonia Honner
Gail Horman
Brooke Horton
Karen Howington
Angela Hoyme

Kristina Huddle
Nancy Hurtado
Stephanie Husers
Stephanie Hutchison
Amy Ippolito
Robin Jamison
Angela Janiszkeski
Lori Janssen
Cherese Jenks
Tonia Jerzak
Carrienne Joback
Dawn Johnson
Laura Johnson
Kathy Jones
Michelle Jones
Diane Jordan
Siobhan Jurczyk
Lisa Kampmeier
Midge Kaplan
Rebecca Karl
Tracy Katz
Tammy Kauffman
Laura Kelley
Jill Kerich
Liza Keshner
Pamela Key
Tamara Kilgore
Kathy Kitchen
Amy Knake
Krista Knight
Jeannette Knutson
Christy Koelndorfer
Serena Koeplin
Christianne Koop
Elizabeth Kotts
Julie Kreuscher
Tricia Kuiken
Stacy LaBrot
Terri Lamon
Erin Lantz
Janice Latona
Elizabeth Lawhon
Kelly LeRoy
Margaret Leahy
Terri Leahy
Debra Lee
Denise Logan
Angela Long
Tracy Lovstedt



Jilayne Luckey
Jennie Luft
Dawn Lynch
Tonya Maiden
Nicole Maier
Elisabeth Maloney
Kim Marsden
Cheryl Martin
Kim Martin
Peggy Martin
Angie Massey
L. Evon Masteller
Jennifer Maurer
Angie Maxwell
Christine McCaffrey
Deborah McDonald
Marie McDonald
Crystal McDonnell
Jennifer McGhee
Brittany McGinnis
Corena McManus
Michelle McNamara
Dorothy Mcconville
Linda Medford
Eva Mendoza-Rader
Michelle Meredith
Shannon Meyer
Stephanie Meyers
Alison Migala
Angela Millar
April Miller
Desirae Monroe
Kathleen Moore
Amy Morrow
Marcia Mosele
Holly Mozolic
Tina Mueller
Barbara Mulcahey
Christina Murphy
Colleen Murphy
Melissa Nodine
Kathi Nolan
Lauren Noll
Mary Nolte
Karen Noyes
Jenniffer Nudd
Jeanette O'Rourke
Gretchen Olson

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Jeffrey Osterhout
Louise Palmer
Debra Palmieri
Michelle Parkinson
Leigh Parks
Debra Parmenter
Darlene Parnell
Darlene Parrish
Kerry Pass
Rindy Patterson
Diane Paulik-Mack
Raushanah Payne
Shannon Payne
Amparo Perez
Bethanie Perro
Alison Phillips
Liza Pick
Cherri Pitts
Patti Plew
Angela Poynter
Susie Pratt
Ilaria Prescott
Margaret Pressley
Christi Preuit
Teresa Price
Melody Prine
DeLaina Pruitt
Beth Quave
Maryann Ramseyer
Shelly Ratzow
Jo Anne Rayos
Amy Reese
Robin Reimer
Danielle Reiter
Julie Rekieta
Vonda Renfrow
Holly Renodin
Scherrie Richmond
Rachel Riddle
Lisa Ritchie
Rebekah Roebuck
Marla Roseberry
Debbie Rosenberger
Kerrie Ross
Stacey Roth
Kasey Russell
Vicki Russell

Jennifer Rzewnicki
Rebecca Sagnor
Janet Salazar
Rebecca Saleen
Sandy Santangelo
Carolyn Scalan
Andrea Schember
Tina Scheuerman
Katie Schmid
Elizabeth Schneider
Kay Schoenborn
Heather Scott
Patricia Scranton
Judy Seaman
Shannon Seaver
Shelly Seele
Amy Seeley
Wendy Sewruk
Heather Sherman
Lucille Shoop
Pam Shuart
Glenda Shuffield
Teresa Shuffield
Rebecca Simon
Sharon Sirbeck
Gayle Sitarek
Dana Sluiter
Erin Smeltzer
Eileen Smethers
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Kelly Smith
Amanda Snyder
Jennifer Spann
Kelly Spaulding
Crystal Spracklen-Edmunds
Vicki Staley
Todd Stall
Jean Standfield
Trisha Steines
Breanna Stemkoski
Micholene Strack
Decia Stringer
Horton Stull
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Mary Sullivan
Jeanette Suzuki
Patti Swenson-Abraham
Holly Swift

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Sarah Syrek
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Rakel Talbot
Bleigh Tantlinger
Diane Taylor
Roger Taylor
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Stacy Tiefenauer
Heather Tiemann
Amanda Tilton
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Mary Elizabeth Todd
Suzanne Tomlinson
Romunda Tonsfeldt
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Sharon Trice
Cori Turner
Abbey Tway
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Diane Verlinde
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Sarah Watkins
Angie Welch
Jessica Wells
Paddee Wendel
Kimberly Whitaker
Donna White
Molly Wiard
Lisa Wilhelm
Christine Williams
Kristin Willis
Bobby Willms
Carrie Willson
Teri Wittenborn
Colleen Wolbert
Angela Wray
Mary Wright
Jennifer Yandell
Pamelyn Yarian
Jill Youngman
Marcia Zitzelman
Tiffany Zorn



Jean's Five Steps to Success

Here's a success story I received from
Arkansas Director Jackie Ingram:

*"I made it a goal to make three
contacts a day for 30 days to
'try out' the 3-2-1 Success Plan.
I booked 20 September Shows, held
10 October Shows and recruited one
Consultant in November. This is my
best fall since I started six years ago!"*

1. Hold and submit one Cooking Show Jan. 1-9 to earn the cranberry-striped tablecloth.
2. Call your customers and tell them how much more free product they can earn for hosting in January.
3. Offer the opportunity to every host and guest.
4. Identify one area of your business you'd like to improve, and take a class from the Online Training Center.
5. Use the 3-2-1 Success Plan consistently — it works!

*Send your results to me the first week of January at jean_jonas@pamperedchef.com.
Please write "My Steps to Success Results" in the subject line of your e-mail.*



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January 2008

sunday	monday	tuesday	wednesday	thursday	friday	saturday
		1 New Year's Day – Home Office closed	2 January <i>Consultant News</i> posts online for Consultants Check Weekly <i>Bites</i>	3	4	5
Please note: The February <i>Consultant News</i> will mail one week later than usual so we can include photos from Leadership Summit 2008.						
6	7	8 Check Weekly <i>Bites</i> Commission checks mail	9	10	11	12
				 Leadership Summit Cincinnati		
13	14 Special Edition <i>Consultant News</i> posts online for Consultants	15 Check Weekly <i>Bites</i> All mid-month orders due to Home Office by midnight CT	16	17	18	19
20	21 Martin Luther King Jr. Day	22 Check Weekly <i>Bites</i> Mid-month commission payment for direct deposit only	23	24	25	26
27	28	29 Check Weekly <i>Bites</i>  Deadline	30	31 All orders due to Home Office by midnight CT		

February 2008

- | | |
|--|--|
| 1 February <i>Consultant News</i> posts online for Consultants | 22 Mid-month commission payment for direct deposit only |
| 8 Commission checks mail | 28 March <i>Consultant News</i> posts online for Directors |
| 15 All mid-month orders due to Home Office by midnight CT | 29 All orders due to Home Office by midnight CT |

Promotions & Programs At-A-Glance

For complete details on all promotions, please refer to the individual flyers in *Consultant News* or on Consultant's Corner.



January

February

Host Specials	<p>Bonus Free Product Value Dollars!</p> <p>Show sales from:</p> <ul style="list-style-type: none"> • \$500 to \$699 = \$50 more Free Product Value • \$700 to \$999 = \$75 more Free Product Value • \$1,000 and above = \$100 more Free Product Value <p>PLUS</p> <p>FREE Pizza Cutter with 12 or more buying guests. A \$9.75 value! (HN35)</p> <ul style="list-style-type: none"> • Past hosts from whom a January Show was booked and January Fundraiser Chairpersons can save 60% on any one piece of Stoneware. 	<p>Pick any TWO products from the entire catalog at 60% off! See Consultant's Corner for a complete list of item numbers and 60% off price.</p> <p>PLUS</p> <p>FREE with 12 or more buying guests: Choose between the white Mix 'N Scraper® (HN44) or the cranberry Mix 'N Scraper® (HN45). A \$13.50 value!</p> <div data-bbox="927 688 1442 793"> <p>The Special Edition <i>Consultant News</i>, which is included in your Spring paperwork package, includes the March and April Host and Guest Specials.</p> </div>
Guest Specials	<p>Save 20% on Stoneware!</p> <p>PLUS</p> <p>Exclusive product available only with January orders — Simple Additions® Heart Dish for only \$10 when purchased at a Show (GN95) or \$14 for online and individual orders (GN96). No limit.</p>	<p>Purchase \$60 or more in product and receive your choice of Sweet Caramel Sprinkle (GP29) or Sweet Cinnamon Sprinkle (GP30) FREE! A \$6.50 value!</p> <p>PLUS</p> <p>Every buying guest receives a 7" Serrated Spreader from our Bamboo Serving Set!</p>
Consultant Sales Promotion	<p>Hold and submit ONE Show Jan. 1-9 and receive a tablecloth that matches our Striped Kitchen Towel Set.</p> <p>Bonus</p> <p>Hold and submit one Show Jan. 1-9 AND attend Leadership and receive a tablecloth, a cloth pouch and apron that match our Striped Kitchen Towel Set.</p> <p>Jan. 1-31 Bonus Incentive Points</p> <ul style="list-style-type: none"> • Hold and submit a minimum of \$3,000 in commissionable sales: Earn 1,500 bonus points • Hold and submit a minimum of \$6,000 in commissionable sales: Earn 3,000 bonus points <p>PLUS</p> <p>Jan. 13 – Feb. 14 DOUBLE INCENTIVE POINTS</p> <p>For every \$1 in commissionable sales you hold and submit, receive 2 incentive points.</p>	<p>Feb. 15-29</p> <p>Hold and submit 2 Shows and receive the Help Whip Cancer® pink Host product.</p>
Consultant Recruiting Promotion	<ul style="list-style-type: none"> • Promote to Future Director by Jan. 1 and earn a \$100 cash bonus. • Promote to Director by Jan. 1 and earn \$250 cash bonus. • Upline Director Bonus – receive \$250 for each first-line member who promotes to Director by Jan 1. 	
Continuing Programs	<ul style="list-style-type: none"> • Theme Shows: Printed and online marketing materials available for Bites and Bevs, Real Food, Real Fast and Chocolate Bliss. Online materials (and printed materials while supplies last) for 20-Minute Ribs, Homemade for the Holidays, 30-Minute Chicken and Barbecue Pork in Under 10 Minutes. • 2007-2008 Top Performance Cluster through May 31, 2008 • Round-Up from the Heart® 2007-2008 campaign through Aug. 31, 2008 	