

May 2007

# The Pampered Chef®

Consultant News

exclusive  
director  
edition



## Help Whip Cancer®. Help Save Lives.

From left: Eileen Geraghty, Lauri Glasshoff and Dotti Shepherd

Inside:

- Summertime Booking and Recruiting Tips with 3-2-1
- Why You Should Register for National Conference



from the  
heart

Through the years, countless Consultants have shared personal stories of how near and dear to their hearts our Help Whip Cancer® campaign has become. "This campaign is so important," they say. "This campaign can save lives." I agree whole-heartedly!

I'm so proud of the work we've done together through this campaign for the American Cancer Society. We've raised more than \$5 million for breast cancer education and early detection programs, and helped to educate people across the United States.

Through it all, one hope stays with me — a better future for the generations to come. Hope that one day, there might not be a need for such a campaign. As a woman, as a mother and a very proud grandmother, I need to believe that day will come.

Remember, when you share our Help Whip Cancer® campaign, you're reaching out to help others. Together we can create a brighter future!

Doris Christopher  
Founder and Chairman

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**On the cover:** These Consultants were among the top contributors to the success of last year's Help Whip Cancer® campaign and are ready to make a difference again this month. From left: Eileen Geraghty, a Director from New Jersey, Lauri Glasshoff, an Advanced Director from Arizona and Dotti Shepherd, an Executive Director from Georgia.

# New Consultant + New Program = Success



Cynthia got a strong start with her business thanks in part to our New Consultant Kit and New Consultant Rewards Program.



New Consultant **Cynthia Foley** from Kansas hit the ground running when she first started her Pampered Chef® business in February.

**Q: Cynthia, what's your dream?**

**A:** Well, I'm a stay-at-home mom with kids in private school. My husband travels so much for work, and my big dream is to build up my business to the point where we can afford to have him spend more time at home.

**Q: You got off to an inspiring start. How did you book so many Shows in your first month?**

**A:** I used the host program and the Charter Host Gift. I talked openly about my 90-day goals and my 30-day bonus.

**Q: What do you say when you call people to book Shows?**

**A:** I find that some people are interested in booking Shows because of the host benefits and other people really just want to get together with their friends, so I keep in mind what the host wants when I make the call. Also, I talk a lot about the fun. Now that it's spring, a lot of people are interested in **Taste of the Tropics** Shows.

## CYNTHIA'S STRONG START

1st Show = \$600 in sales  
+ four additional bookings

1st Month = \$3,500 in sales  
+ eight Shows held

**Q: Do you find that the 90-day New Consultant Rewards Program helps you to keep motivated?**

**A:** Absolutely! I booked six Shows in April and I'm looking for the same success in May. Starting strong in my first month helped me set the pace for the 90-day program. What I really like is that I can spend the Pampered Chef® dollars however I want.

**Q: How are you going to use all those great rewards?**

**A:** So far, every Pampered Chef® dollar is going toward National Conference registration!

**Q: What do you plan to get out of National Conference?**

**A:** I'm looking to perfect my Cooking Show, and of course to keep my momentum strong by meeting other Consultants. What's most important to me, though, is to learn more about recruiting.

# Share, Educate and Save Lives



*Dotti knows that a regular monthly breast self-examination can save lives. It saved hers! Here's her story.*

In January 2004, Dotti found a tiny lump in one of her breasts. "It was like a magnet to my fingers," she says. A mammogram confirmed the cancer. Dotti had surgery in March, followed by aggressive chemotherapy, and then radiation.

Since that time, Dotti has had five clean mammograms. "It took the first half of 2005 to get to where I felt like myself again, but I feel great now," she says.

"I've always felt this was a very important campaign, but now it has special meaning for me because I found my cancer during a self-exam," Dotti says. "The campaign gives me a way to share my own experience and help others," Dotti says.

## Learn More About the Campaign

Read all about how you can support and promote our Help Whip Cancer® campaign. Go to Consultant's Corner > Help Whip Cancer® > Promoting Your Business > Latest Updates.

The Pampered Chef®

HELP  
WHIP  
CANCER®

*Make a difference*

*Dotti Shepherd, an Executive Director from Georgia, held three Help Whip Cancer® Fundraisers last May, all with high sales, and she plans to hold more this May. Put her strategies for successful Help Whip Cancer® Fundraisers to work for your business.*

## Fill Open Dates Now

"People who might not host Shows any other time of year will host Help Whip Cancer® Fundraisers because they feel connected to the cause," Dotti says. After talking about the campaign at your Shows, you might say: "This is what our company is doing in May. Would you like to be a part of it by hosting a Show this month?" Share that May hosts can choose either the **Simple Additions® Pink Small Bowls** and **Small Bowl Caddy** or the **Simple Additions® Large Rectangular Platter with Handles** at 60% off. Tell guests you still have a few open dates, but that they won't last long, so they need to book their Show right away.

## Increase Donations for the Cause

- Introduce the special products and say: "You're so lucky that you're at a May Show. This is the only month you can purchase our Help Whip Cancer® products. One dollar from the sale of each product goes to the American Cancer Society. You may not think a dollar can make a difference, but in the last seven years, The Pampered Chef® has raised millions of dollars for breast cancer education and early detection programs."
- Pass the campaign products around at Shows. Dotti finds people are more likely to purchase products when they can see them up close and touch them.
- You might say: "Visit my Web site to purchase our pink Simple Additions® Cups and Squares — they're only available online."



*Online-only exclusive — Simple Additions® Cups and Squares*

Encourage guests to buy all three pink products featured in the May Guest Special and triple their product donations to \$3!

*this month!*

## Invite Customers to Think Pink!

The American Cancer Society® receives \$1 for each Help Whip Cancer® product purchased in May.

This year, we're proud to introduce two new products to help support the Help Whip Cancer® campaign — the **Pink Flexible Scraper** and the **Pink Nylon Knife!** That's in addition to our popular **Mini Measure-All® Cup** and **Simple Additions® Cups and Squares**. Guests love being part of a limited time offer, and they'll be especially enthusiastic about these products — not only are they attractive and functional, but purchasing them will Help Whip Cancer®.

### At the Show

Here's what Promotions Committee members are saying to promote Help Whip Cancer® products at their Shows:

- "I'm so proud of what The Pampered Chef® and our customers have done to Help Whip Cancer®. Together we've raised more than \$5 million! Do you know someone who has been affected by breast cancer? Sometimes when this happens, we feel helpless and find ourselves wishing we could do more. That's why I love this campaign! If you know someone who has been affected by breast cancer, why not purchase one of these pink products for them as a gift? It's a great way to let them know you're doing something to help."  
— Donda Combs, Florida Senior Director



- "Have you ever noticed when you slice lettuce with a metal knife, the edges turn brown? That won't happen with our Pink Nylon Knife!"  
— Shelley Darabos, Virginia Executive Director
- "Combine the Pink Flexible Scraper, Mini Measure-All® Cup, jars of baby food and formula in a basket for a great baby gift!" — Marna Ross, Michigan Senior Director

### After the Show

Send guests a note thanking them for their Help Whip Cancer® contribution and inviting them to host a Show later in May, if possible, or in June or July. Personal Web Site subscribers can send a "thank-you for your order" e-mail.

### Here are additional Tips From Our Top Achievers

Arizona Advanced Director Lauri Glasshoff suggests saying: "Did you know that our **Pink Nylon Knife** is great for cutting brownies, because the brownies won't stick to it? Sally, I know you make the best brownies. You need this knife."

New Jersey Director Eileen Geraghty focuses on the products as a collection. She says something like: "You can purchase all three of this year's campaign products for less than \$20, with a total of \$3 going to the American Cancer Society. Keep one product for yourself and give the other two products away to your mom, sister or a friend."

# Put the **3-2-1** Success Plan into Action

*It's a simple strategy that yields*



Kimberly Kanke

*"I just can't believe the results I'm getting!"*

Texas Director Kimberly Kanke knew she needed to follow up with recruiting leads, find additional bookings and make customer care calls. "I just couldn't seem to set aside a block of time to do everything I needed to do," she says.

## Get Inspired by 3-2-1

After hearing about the 3-2-1 Success Plan at Leadership Summit, Kimberly had a 'light bulb moment.' "When I first heard the concept, I thought, wow, that's so achievable. I can easily talk to three people a day!"

Kimberly implemented the 3-2-1 Success Plan immediately after returning home. In less than 30 days, she added seven Cooking Shows and six Catalog Shows to her calendar, generated four recruiting leads, and signed one recruit!

## Take Control of Your Business

Before 3-2-1, Kimberly would try to set aside one block of time every week to devote to her business. But with small children and a busy life, finding that time wasn't always easy. Most weeks, she would make calls for an hour or so and try to reach as many people as possible. But she wasn't getting the results she needed.

"This wasn't working for me," Kimberly says. "By making calls only once a week, some part of my business wasn't getting enough attention. I wasn't staying focused or consistent."

But the 3-2-1 Success Plan has turned that around. Kimberly now feels more in control of her business while enjoying flexibility. "It's so manageable. I don't have to set aside big chunks of time. It's as simple as making one contact in the morning, one in the afternoon and one in the evening!"

## Expand Your Comfort Zone

The 3-2-1 Success Plan has given Kimberly the motivation to extend her reach and share the opportunity with those she once considered unapproachable.

# lan on!

*amazing results.*

"I was never good at sharing the opportunity with people outside of Shows. Now, it's part of my plan to contact someone new every day."

This strategy is paying off for bookings, too. Kimberly recently struck up a conversation while waiting in the doctor's office, and the new contact booked a Show! Kimberly enthuses: "I just can't believe the results I'm getting!"

## Grow Your Business

Not only has Kimberly experienced increases in bookings and recruiting leads, she's seen her sales climb. She attributes this to increasing her customer base and placing more focus on customer care calls. "Because I'm more focused and paying attention to customer care, I'm beginning to see increased sales and receiving bigger commission checks!" And every month, Kimberly is closer to earning the incentive trip. I'm going for level three!"

Kimberly says that it's so easy to make three contacts a day. "With The Pampered Chef®, I always have something I can talk about: new products, host benefits, the Wedding Registry and our opportunity. It's been phenomenal!"

### Kimberly's Top Three Tips

1. Don't duplicate contacts. If you contact someone one day, don't count that person again when you follow up.
2. Move beyond past hosts and preferred customers and contact at least one new person every day.
3. Always have catalogs on hand to distribute when an opportunity arises and ask for contact information so you can follow up.

## 3 Contacts a Day are the essential foundation.

Track your efforts by placing a check mark on your calendar for each contact you make. You'll feel terrific about yourself and see great business results as you consistently make those contacts.

## 2 Shows a Week provide consistent income and future bookings.

Ask every Show guest and people outside of Shows if they want to book a Show.

## 1 Recruit a Month gives others the same opportunity you have and builds your team.

Make contacts and book Shows, and you'll have plenty of people with whom to share the opportunity.

3  
2  
1

It's the plan for your success!

# New Consultants: *Fast Starts =*



*"I've recruited five new Consultants since the New Consultant Kit and Rewards Program were introduced! All five of them qualified within their first 30 days and are on track to continue earning rewards throughout their 90 days," says Penny Smith, a Director from South Carolina.*

"For the months of February through March, the sales generated by these new Consultants represented nearly 35 percent of the sales submitted by my first line!"

"Guiding new Consultants to success has never been easier," she says. The kit gives them the tools they need to succeed and the New Consultant Rewards Program provides the motivation. For the months of February through March, the sales generated by these new Consultants represented nearly 35 percent of the sales submitted by my first line!"

**Q: What do you do to help your new Consultants be successful in their first 30 days?**

A: I'm very goal-oriented, and as soon as a potential recruit expresses interest in joining the business, we immediately find at least four bookings in the next 30 days. It's not just about getting new Consultants off to a strong start but also a quick start, as well.

Then, getting additional bookings follows, and so does the desire to earn Pampered Chef® dollars. I remind new Consultants that the rewards continue on for a full 90 days, and the 30-day rewards are a special bonus.

Many of my recruits are using their Pampered Chef dollars to purchase additional products for their Show demonstrations.

**Q: How has the training and support made things easier for you as a recruiter/trainer?**

A: All the information is there in the kit, and it's simple to understand. The most exciting training aspect for me and my new Consultants is the Online Training Center. All my recruits have taken numerous courses, and I've seen the difference it's made in their businesses.

**Q: Has the way you share the opportunity changed at all?**

A: Yes! I used to share the bargain aspect of the kit. Now, I say: "You can start your own business with \$500 worth of products and earn unlimited rewards your first 90 days." I'm attracting Consultants who love our products and want to be successful and live their dreams.





# Strong Results



*“Since the introduction of our new Consultant Kit and New Consultant Rewards Program, 10 new Consultants in my first line Cluster have qualified in their first 30 days, and four of them are my own personal recruits,” says Barbara Duke, a Senior Executive Director from California.*

“I love the New Consultant Rewards Program! I get potential Consultants to sign up right away and teach them how to take advantage of their first 90 days. This early sense of urgency lays the right foundation for a consistent and successful business.”

**Q: How do you help Consultants to set up their calendar quickly?**

A: I help get their Shows set up right away. Based on what they’ve told me they want to earn, I say: “Let’s talk about friends and family who will want to hold Shows for you in the next few weeks so we can submit your agreement right away, and get started!”

I want my new Consultants to take full advantage of the 90-day rewards program. We start with reviewing 40 names from their List of 100. I ask them to do three things:

1. Put a dollar sign next to anyone who could use an extra \$300-\$500 a month.

2. Put a ‘p’ next to anyone who absolutely loves our products — even if they already have a dollar sign next to their name.
3. Put a heart next to anyone whom they’d love to work with along with a brief explanation why — even if they already have a dollar sign or “p” next to their name.

Then, I encourage them to call first those people with the most symbols after their names.

**Q: Do you coach them on what to say when making those calls?**

A: Absolutely! First, they should share the opportunity. They might say: ‘I’ve recently started my own Pampered Chef business, and I’d love for you to join me, because \_\_\_.’

If they’re not interested in starting their own business, that’s okay! Then, they ask: ‘I’ve just started to book my first Shows, and if you book a Show with me, you can receive a free gift just for being one of my charter hosts.’

If they’re not interested in hosting, that’s okay, too! They can say: ‘I know you love our products, so I’d like to invite you to an introductory Show that I’m having.’ And if they’re not interested in attending a Show at your house, then you can still ask them if they know of anyone who might be interested in our business opportunity, hosting a Show or attending your introductory Show.”

Most new Consultants book their first 30 days solid just from those contacts. That leaves plenty of people to contact for the future months.

**Q: What do you do when someone doesn’t earn the 30-day bonus?**

A: I would say “It’s OK. This is a 90-day program and you still have the opportunity to earn unlimited rewards.” You help those Consultants stay focused and stay positive — to move forward and make the most of what they still can earn.

Appearing at  
National  
Conference!



Attract Engaged Couples  
with Tips from Our

## Entertain with Ease Guide

*The Pampered Chef® has teamed up with entertaining and lifestyle expert Debi Lilly to create a contemporary, easy-to-follow entertaining guide for our online Wedding Registry.*

A majority of new brides feel more pressure to cook and entertain in their first years of marriage than when they were single according to a recent survey conducted on behalf of The Pampered Chef®.

To alleviate entertaining anxiety and help brides prepare for their first years of marriage, we've collaborated with Debi to create a colorful, downloadable, multiple-page guide, named "Entertain with Ease: How to put more love and less labor into cooking and entertaining." The guide will be available on our online Wedding Registry Web site in early May.

Whether preparing a romantic meal, a get-together for business colleagues or dinner for the in-laws, the entertaining guide contains Debi Lilly's expert tips and impressive Pampered Chef® recipes and entertaining ideas using products from our Well-Stocked Kitchen list.

Debi Lilly is another reason why you will want to be at National Conference! At General Session, she will share fresh and exciting ideas on how to use our entertaining products, along with her expert advice on how to entertain. Your Show guests will be thrilled to hear Debi's tips at your Cooking Shows!

*Debi is a nationally renowned entertaining and lifestyle expert and founder of A Perfect Event – a successful special event company in Chicago, with a faithful (and famous) following, including Oprah Winfrey.*

Debi also will support the Wedding Registry and entertaining guide through media opportunities in newspapers, magazines, and television appearances to show consumers that stylish entertaining can be easy with products, recipes, and tips from The Pampered Chef®. Our national advertising campaign, Debi's high profile and the media attention our entertaining guide will generate will continue to keep our Wedding Registry in the national spotlight and drive new customers to our Web site — and to you!

### Attract Attention!

Display a copy of the guide at your Shows to drive customers online. Remember that brides spend three hours a day online planning their wedding\* and this guide will help them become more confident at entertaining — for free!

Online omnibus survey of 1,000 brides and brides-to-be conducted by Impulse Group on behalf of The Pampered Chef; Jan. 2007.

\*2006 American Wedding Study by Condé Nast Bridal Group



# Live Your Dreams

THE PAMPERED CHEF® ★ NATIONAL CONFERENCE 2007

There are as many reasons to attend National Conference as there are Consultants with dreams! Here are just a few reasons why we want to see you there!

## Three Days of Stage Recognition!

National Conference recognition is a truly special and memorable experience. The lights, the cameras — and so many amazing achievements to honor! One night simply can't contain the excitement of such a grand celebration. So, to make recognition an even more impressive occasion, we'll be celebrating achievements at all three General Sessions of Conference!

General Session recognition segments will include:

**Day One: Top Performance Cluster** (multiple categories) and Circle of Honor

**Day Two: Top Performance Cluster** (single categories)

**Day Three: New Director promotions and incentive program recognition**

And that's just the beginning! There will be more special recognition segments during General Sessions.

## Workshop guest speaker Lyn Conway



### *Contact with Confidence*

Three contacts a day are the heart of the 3-2-1 Success Plan. Lyn Conway can help you gain the confidence to talk with anyone, anywhere about your business. Learn to initiate comfortable conversations and master the skill of closing every encounter on a positive note.

## Register Early and Save

Log on to Consultant's Corner and register by June 14 to take advantage of the reduced early bird registration cost of \$175. Go to Consultant's Corner > Consultant and Leadership Training > Conferences > National Conference.



**FOR  
DIRECTORS  
ONLY!**

## Directors Training Event Les Hewitt:

### *The Power of Focus*

Only Directors and above will have the incredible opportunity to hear Les Hewitt speak about using the power of focus to achieve your goals. He has more than 30 years experience as an entrepreneur, including direct sales, so he's ready to help you address the unique challenges of running your own business. Not yet a Director? You still have time to promote and attend this special event!

## Register Today!

July 9-11

July 12-14

July 16-18

To find your Conference session, go to Consultant's Corner > Consultant and Leadership Training > Conferences > National Conference > View Executive Director Assignments.

*We'll see you in Chicago!*

# Generate Bookings with the Versatile Stuffed Tortilla Show



*Executive Director Kerri Waters of Michigan has a quick, simple and versatile Stuffed Tortilla Show that's keeping her and her teams' calendars full this spring.*

## Making a Stuffed Tortilla

"This is a recipe that families and friends can make together that doesn't require a lot of time or money," said Kerri. She named these Shows "tortatini" Shows by combining the words "tortilla" and "panini." This simple and versatile idea takes a tortilla and turns it into a grilled sandwich.

Here's the basic concept:

- Wrap any combination of savory or sweet fillings (see sidebar for ideas) into a 10-inch flour tortilla, leaving the ends open like an enchilada.
- Cook seam-side down for 4-6 minutes on the **Grill Pan** with **Grill Press** or any piece of cookware.
- Present a delicious meal in minutes!

## Tools You Can Use

You can use nearly any combination of Pampered Chef® products for this Show, making it perfect for new Consultants to demonstrate items from their kits. More experienced Consultants will find that this recipe gives them the ability to demonstrate even more products, including many Simple Additions® pieces.

- To prepare the tortilla fillings, you can use any of the Forged Cutlery pieces, the **Ultimate Mandoline**, **Deluxe Cheese Grater**, **Food Chopper**, **Mini-Serving Spatula**, **Cutting Board**, **Flour/Sugar Shaker**, **Ice Cream Dipper** and **Decorator Bottles**.
- To display tortilla fillings, try using the **Prep Bowls**, or any combination of Simple Additions® pieces. You can place the prepared Stuffed Tortillas on the **Simple Additions® Large Platter** or the **Platter with Handles**.
- To cook the Stuffed Tortillas, use the **Executive Cookware Sauté Pan**, the **Grill Pan** and **Grill Press**, or any piece of cookware. You may also want to try using the **Rice Cooker Plus** to prepare rice to fill the tortillas.

## How to Book the Stuffed Tortilla Show

The versatility of this Show makes it ideal for families, couples and singles. To tell potential hosts about this Show, you might want to:

- Say: "I have a simple recipe that can bring everyone to the kitchen for a fun, fast and tasty meal or dessert."
- Contact past guests who have purchased the Grill Pan and tell them you have a Show where they can learn new recipes to make in their Grill Pan.

## Get Guests Involved

"This Show lets guests try out all the products," says Kerri.

Here's how:

- Gather all your filling ingredients and do a 20-minute product demonstration. Ask for volunteers to help slice, chop and grate ingredients.
- Invite guests to fill their own tortillas. Then demonstrate how quick it is to cook or grill the tortillas.



## Ingredient Possibilities

*The sky's the limit when it comes to stuffing these tortillas!*

For **savory fillings**, try your favorite combo of:

- Pre-cooked chicken (use chicken from the Incredible 30-Minute Chicken recipe)
- Avocado
- Tomato
- Cheese
- Rice
- Dijon mustard or salad dressing
- Shredded or diced vegetables

For a **sweet treat**, try:

- Banana or other fruit slices
- Chocolate chips or candy bar pieces
- Mini marshmallows
- Peanut butter and jelly
- Apple or cherry pie filling
- Ice cream (to top)
- Powdered sugar (to top)

# Cooking Show Teaching Tips



## *Pan-Asian Meatballs*

- Napa cabbage helps prevent the meatballs from sticking and steams them during cooking. Green cabbage or any type of lettuce can be substituted while still having the same effect.
- Cool, dry rice will stick more easily to the meatballs than hot rice. To help the rice cool quickly, spread it out on **Parchment Paper**.

## *Caribbean Meat-Filled Pastries*

- Sweating is a technique of slowly cooking vegetables at a lower heat to bring out flavor and sweetness without browning.
- The onions, garlic and chopped serrano peppers are finished sweating when the onions are translucent.

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# Cooking Show Teaching Tips



## *Spicy Shrimp Ceviche Cups*

- Prevent the filling from becoming too wet by blotting the excess moisture from the shrimp with paper towels.
- Gently roll limes or lemons before juicing to help release the juice.
- Wear plastic gloves when handling serrano peppers because the oil from the peppers can irritate your skin.
- When buying frozen, cooked shrimp, choose shrimp that are cleaned and de-veined. This will save time and effort, since cleaning shrimp and removing their inedible parts is a cumbersome and time-consuming task.
- Also, make sure the inside of the bag is not covered with ice crystals. This is a sign that the temperature has not been maintained properly.

The Pampered Chef®  
*discover the chef in you™*

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The Pampered Chef®  
*discover the chef in you™*



# Get a Strong Start to Directorship at New Director Academy



Leslie DeMaio of New Jersey promoted to Director in April 2006 and attended New Director Academy just a few short weeks later. Today, she and her team of 13 Consultants are still going — and growing — strong!

“I wanted to learn everything I could about being a good Director, so I jumped at the chance to attend New Director Academy,” Leslie says. Like most Consultants who attend a Pampered

Chef® training event, Leslie especially valued the networking opportunity. “Talking with other new Directors was invaluable. They shared their successes and what they learned from their failures,” she recalls.

One of the things that Leslie learned is how to use reports available to her as a Director to keep track of how her team members are doing. Says Leslie: “Monthly Cluster meetings are essential, but I want to make an impact on my team members in a timely fashion, too. When I see that someone is booking a consistent Cooking Show schedule or experiencing high sales, I like to call and compliment them.”

At New Director Academy, the Home Office sales team highlighted how recruiting is key and how important it is to bring a recruiting mindset to your Cluster. This really struck a chord with Leslie. “For the first several years I worked my business, I didn’t recruit,” she admits.

“I was afraid of being told ‘no,’ but probably more afraid of being told ‘yes.’

“Now I encourage my team to embrace sharing the opportunity; I reassure them that I’m here to help them and their new recruits be successful.”

Learn more about New Director Academy by going to Consultant’s Corner > Consultant and Leadership Training > Director Training > New Director Academy.

## top March achievers

*Congratulations to all our Consultants on their achievements!*

### Director promotions

#### 1 Senior Director

Debbie Reason (NC)

#### 3 Advanced Directors

Annelie Heinen (IA)

Lisa Jordan (IN)

Sara McEntire (AR)

#### 27 Directors

Suzanne Abernathy (NH)	Denise Justice (OH)
Chrystal Arnott (WI)	Christy Kincaid (IA)
Rebecca Barks (CA)	Holly Kuhn (WY)
Rella Bash (IN)	Chandra McClenahan (NC)
Tanja Bouldin (AP)	Kristy Mohr (MI)
Cheryl Dennis (GU)	Sherrri Molen (IN)
Donella Furrow (NV)	Michael Reeves (NC)
Michelle Gaddis (KS)	Dorothy Rehmeier (PA)
Lori Hahn (OH)	Sandra Ruzanski (CT)
Kenneth Hale, Sr (PA)	Julie Sherman (ME)
Liesl Higgins (OH)	Kristen Short (IN)
Dawn Hill (IA)	Erin Shows (MS)
Laurie Hyink (SC)	Kelley Turley (AR)
Laurel Jordan (TX)	

### 4 or more Recruits

Name	Recruits	Level	Name	Recruits	Level
Sue Newman (NY)	7	A	Susan Clawson (UT)	4	D
Tanya Broslawsky (WV)	6	S	Bobbie Frazier (KY)	4	A
Jillian Eisenberg (NY)	6	S	Lynne Gantt (VA)	4	D
Connie Florer (NE)	5	D	Teri Hiatt (OK)	4	D
Heather Houze (CA)	5	D	Lauran Ituarte (TX)	4	C
Amy Neal (TN)	5	E	Lori Lester (OR)	4	A
Deborah Berger (TX)	4	A	Theresa Mullen (HI)	4	D
Teresa Brown (NE)	4	E	Dawn Nabours (AR)	4	D
Kimberly Buie (ID)	4	D	Carol Nunnery (MO)	4	D
Desiree’ Burcaw (AZ)	4	C	Holly Orban (OH)	4	E
Leonna Burns (TX)	4	D	Jennifer Parker (CA)	4	D
Amy Chess (PA)	4	A	Dorine Scher (VA)	4	A



# Jean's Five Steps to Success

1. Sell \$250 more in May than April.
2. Recruit one new Consultant.
3. Put the 3-2-1 Success Plan into action.
4. Support the Help Whip Cancer<sup>®</sup> campaign.
5. Take a course through the Online Training Center.

*Send your May success results to me the first week of June at [jean\\_jonas@pamperedchef.com](mailto:jean_jonas@pamperedchef.com)! I look forward to hearing from you!*



**A monthly publication for Consultants of The Pampered Chef, Ltd.**

**Please submit all ideas, suggestions and photos to:**

The Pampered Chef, Attn: CN Staff  
One Pampered Chef Lane  
Addison, IL 60101-5630  
E-mail: [publications@pamperedchef.com](mailto:publications@pamperedchef.com)

**Please note that photos sent via mail cannot be returned.**

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**Web site address:** [www.pamperedchef.com](http://www.pamperedchef.com)

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