

MAY MEETING PLANNER

In A Lemon Economy, Make "Lemonade"!

Advance Preparation



- Ask a 2008-2009 TPC Award achiever to share success tips.
- Order a National Conference Highlights DVD (supply order #AX49). Arrange to show it at the meeting or prepare a display of past Conference photos.
- Download the meeting handout at Consultant's Corner>Managing Your Business>News You Can Use>Directory>Meeting Planner>Meeting Handout (May). It is also page 4 of the April *Consultant News*. Make one copy for each attendee.
 - Gather the Mini Kit tools.
 - Purchase ingredients for the Mini Kit recipe version of Three-Cheese Garden Pizza. Mini Kit recipes are located on Consultant's Corner >Products and Recipes>Recipes>New Consultant Recipes>Mini Kit.
- Divide the Three-Cheese Garden Pizza recipe instructions into small steps so your team can prepare it "relay-style".
- Go to Consultant's Corner > Consultant and Leadership Training > Now more than ever... The Pampered Chef® is the Solution!
 - Locate videos featuring Danielle Rednar, Cindy Golding and T.J. Link. Preview all three (8 minutes each); **choose two to feature at meeting.**
 - Determine how to show the videos at the meeting OR ask team members to watch videos before attending. Ask them to take notes and be prepared to discuss what they learned and ideas they'll implement.
- Purchase ingredients to prepare lemonade (or assign to a team member). Ask early arrivers to prepare lemonade.

Opening

10 minutes

- Welcome everyone; introduce new Consultants and guests.
- Show the National Conference highlights DVD or your photo display.
- Ask those who've previously attended National Conference to describe (in one sentence) how attending Conference improved their skills and business results.
- Applaud team members who earned FREE or half-price Conference registration in April.
- Recognize those who've registered for National Conference.
- Encourage the rest of the team to jump on the bandwagon!

Recognition

10 minutes

- In addition to regular recognition, applaud anyone who:
- Earned a Help Whip Cancer apron in April
- Will attend New Director Academy on May 15-16

Introduce the meeting theme

The meeting theme is, In a Lemon Economy, Make "Lemonade." Although the economy is sour, The Pampered Chef® mission, products, opportunity and Cooking Shows are relevant, Now More Than Ever! Tonight we're going to learn how to provide solutions for peoples' everyday needs.

Training Topic #1: Get to know a kit that's right for prospects on a tight budget.

40 minutes

- Display the Mini Kit tools; get out the ingredients for Three-Cheese Garden Pizza.
- Prepare the pizza recipe relay-style. Choose the first demonstrator and read the first recipe instruction aloud. Ask the demonstrator to do their part "in Show mode." When the first demonstrator is finished, choose the next and read the directions for their step; continue in this fashion until the finished pizza is in the oven.
- While the pizza bakes, distribute the Mini Kit handout. Read the first paragraph to the group. Take turns practicing word choices for the different scenarios.
- Sample the pizza; point out that the recipe costs around \$2 per main dish serving* and is an excellent Show recipe in this economy.

*Price is estimated and may vary regionally

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Training Topic #2: Handle hesitations and book Shows in a lemon economy

15 minutes

- Introduce video clip: "In a lemon economy, you may encounter hesitations when you ask people to book a Show. Let's watch as _____, whose business is thriving, teaches us how to handle hesitations and promote Shows in a tough economy."
 - If possible, watch one of the video clips (choose from Danielle Rednar, Cindy Golding or T.J. Link). Ask Consultants to take notes while they watch and record ideas they'll implement. Ask everyone to share what they learned that will help them overcome hesitations to booking and promote the value of Shows in a tough economy.
 - If you're unable to show the video clip at the meeting, ask Consultants to review the notes they took while watching it at home. Discuss what team members learned that will help them overcome hesitations to booking and promote the value of Shows in a tough economy.
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Training Topic #3: Many people need extra income in a lemon economy

15 minutes

- Introduce the second video clip: "Many folks we encounter need extra income. Let's watch as _____, another Consultant who's making business lemonade in a lemon economy, teaches us how to offer the business opportunity."
 - If possible, watch the second video clip (Danielle Rednar, Cindy Golding or T.J. Link). Ask Consultants to take notes while they watch and record ideas they like, strategies they will implement and word choices they'll use to offer the opportunity. Ask everyone to share what they learned.
 - If you're unable to show the video clip at the meeting, ask Consultants to review the notes they took while watching it at home. Lead a discussion on what team members learned that will help them offer the opportunity with confidence.
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Closing and Call to Action

5 minutes

- Remind Consultants to register for National Conference.
 - Ask them to watch the third video in the Now More Than Ever ... TPC is the Solution series.
 - Challenge team members to make three contacts each day this week. Say, "When you talk to people this week, offer the opportunity to start their own Pampered Chef® business. Ask if they have questions, or if they're ready to get started. If they're ready, sign them up with the New Consultant Kit. If they hesitate because of finances, offer the Mini Kit. If they say 'no' to that, ask them to host a Cooking Show. Tell them you'll prepare a \$2 per serving main dish recipe."
 - Remind Consultants to put their bookings on the electronic Show Calendar available in Consultant Connection beginning April 13.
 - Optional: Pass Cluster calendars for May, June and July. Ask Consultants to write their Show goal next to their name and put an X on their Show dates.
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Publications Supervisor/Editor •
Cora Weisenberger
Graphic Designer • Joyce Eischen
Please submit all ideas
and suggestions to:
The Pampered Chef
Attn: US Directory
• Fax: (630) 261-4049

• e-mail: cora_weisenberger@pamperedchef.com