



Scott Backus

Consultant and Trainer

The Pampered Chef®

www.pamperedchef.biz/scottcooks

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Hi, Lisa!

Thank you so much for scheduling a cooking show with me on March 25th. I look forward to having lots of fun and meeting your family and friends at Lori's home in Redmond. My goal is to make your show as much fun and as successful as possible. Could we please start at 5 or 6? I am booked all day judging a music competition, and am not sure I am done until 4pm. If you absolutely need to start at 4pm, I can find another PC consultant to do this show for you. Listed are our steps to ensure that the Life is Short—Eat Dessert First! Cooking Show is a whopping success!

☞ ***Invitations!*** As a courtesy to my hosts, I will mail your invites for you. (*Yes, I'm your personal secretary!*) Look for the *Guest Address List* with lines for 40 names. Now trust me on this - I've done many shows and I've learned that high attendance is the KEY to everything. No one is ever offended by being invited to a show, so invite everyone you know! (Some might be hurt if they were not invited!) Also, only about $\frac{1}{2}$ to $\frac{1}{3}$ of those you invite will be able to attend, so we OVER-INVITE. (And, by having the *Guest Address List* completed with 35-40 names and returned to me **by March 15**, you will receive a "Happy Host" Certificate for \$20 Pampered Bucks to spend at your show!)

☞ ***Be excited about your show!*** Your excitement will rub off on your guests, and they won't want to miss out on all the fun!

☞ ***Start gathering outside orders before your show.*** You can begin obtaining orders from those that may cancel and from those that have conflicts with attending. I

have included some *Outside Order Forms* as a convenient way to record orders and payments received. You can also ask out-of-town friends and family. Our entire catalog can be viewed at my website (www.pamperedchef.biz/scottcooks). They can see our products and place an order for your show right there on my secure website! Outside orders collected before the actual show often make the difference between one sales level and another; and I want to help you earn as much free merchandise as possible! ☺ We will talk about 5-15-5.

☞ *I will use Pampered Chef e-vites from my website.* This is the easiest way to contact many of your e-savvy guests. You may open the site, go to Host Rewards, then For Hosts and enter your Host Code of **R643**. Then you can see which guests have responded how, and follow up with each of them personally.

I consider it a true compliment, Todd that you and Sarah are having me into your home. Even though my job is a lot of fun and hardly like "work" at all, it is still my job; as well as my family's supplemental source of income. You probably know that I get paid for every show I do; but if a show cancels on me, it's like being laid off for that time. So please try to keep your original date and time. If something does come up and you are not able to hold your show, please try to give me at least a 3 week notice. That way I can schedule another show for that day. Thank you!

I look forward to working with you to make this party a great success and lots of fun! I will be contacting you soon to discuss the information in this packet and the details of our show. Please feel free to contact me in the meantime if you have any questions.

Best Regards,

Scott Backus

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