

## FOR ALL ATTENDEES

### Gratitude Recruiting

*Guest Speaker Pat Pearson, M.S.S.W.*

Recruiting success begins between your ears! Pat Pearson helps you understand recruiting attitudes that can propel you forward or hold you back. Learn how to resolve negative self-talk and discover how to reframe fears about recruiting and rejection. Leave ready to “Be the Gift” and share with everyone. ③ ①

### Abundant Bookings

Top performers with abundant bookings share tips and strategies to help you market the host program, overcome host hesitations and fill your calendar every month of the year. Learn to appeal to the many reasons people host Shows. ②

### Be a Master Seller

*Led by a top field seller and a Home Office Sales Manager*  
A top seller shares tips to improve your Show sales and bookings. Find out how to position products so guests “Gotta have it!” Learn how to sell in multiples, cross-sell and have Show guests sell products for you! Discover how to maximize sales of our product collections. ②

### Cooking Shows in Action ... Live!

Interactive Cooking Shows are wildly popular! Watch a top seller guide Show guests while they prepare the recipe. Listen for skillful selling, recruiting and booking messages to include in your Shows. Find out how to make the most of the Show wrap-up and full-service checkout. ②

### Explore the Possibilities:

#### Reach Bilingual Consumers

*Led by Al Fournier, Director, Hispanic Market*  
One of every five people in the U.S. is of Hispanic/Latino descent. Learn successful approaches to find Hispanic bookings and recruit leads right from your Shows. Discover how to attract bilingual prospects to join your team and open the doors to unlimited possibilities. ③ ② ①

#### Great Interviews

***Back by popular demand from Leadership Summit 2008!***  
*Led by a top recruiter and Home Office Sales Manager*  
Learn from those who are successfully using the *Come Join Us!* recruiting booklet to have comfortable, professional recruiting interviews. Leave feeling confident and prepared to discover potential recruits’ dreams, address their concerns and finish the interview with a decision. ①

### Make the Move to P3

***For those who haven’t transitioned to PamperedPartner® Plus***  
*Led by a field leader and member of the Home Office Tech team*  
If you still aren’t using PamperedPartner® Plus to enter Shows and manage your calendar and contacts, attend this workshop! Find out what you’ve been missing with this efficient, evolving tech tool. Learn how to prepare for the move, safely transfer your data and become comfortable with new screens. Discover P3 capabilities that will make you more organized and efficient. ③ ② ①

### Movers and Shakers: Relocate Your Business

Relocating can actually boost your business! Learn what to do before, during and after a move to handle existing customers, restart in a new community, and recruit in both your old and new areas to develop a stronger Cluster. ③ ② ①

### Phone Courage

***Back by popular demand from Leadership Summit 2008!***  
*Led by a member of the Home Office Sales team*  
Discover how to build up courage before you dial. Master the steps to effective phone conversations and learn words to say for a variety of situations. Walk away with skills and habits to make the most of your daily telephone contacts. ③

### Top Recruiters Tell All

Learn from consistent, strong recruiters. How do they create interest in the opportunity at Shows or on the go? How do they invite others to consider the opportunity? What are their secrets for effective follow-up and lead lists? How do they handle concerns and get a signed agreement? Leave with practical tips you can apply right away. ①

### Win/Win Host Coaching

Create the ultimate win/win! Super sales, bookings and recruit leads are rewarding for you and your host. Top performers teach you how to establish partnerships with hosts and create a buzz before the Show. Discover ways to help hosts set goals, maximize attendance, generate bookings, boost sales and consider joining your team. ②

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#### SYMBOL LEGEND

The symbols identify which aspect of the 3-2-1 Success Plan each workshop addresses:

③ Contacts a day ② Shows a week ① Recruit a month

## FOR FUTURE DIRECTORS & ABOVE

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### Leading New Consultants to Success

Top leaders who've excelled at helping new Consultants set and achieve goals share simple, practical approaches. Learn how to build an effective mentoring relationship, train for results and recognize the accomplishments of your newest Cluster members. 1

## FOR DIRECTORS & ABOVE

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### First-Class Coaching

*Led by Doreen Grass, Director, Sales Training*

Take 1-2-3 Coaching to the next level! Explore what coaching is — and isn't — designed to accomplish. Learn and practice useful coaching skills that empower your team members to discover their own solutions and appreciate the value of regular accountability.

**Leadership Skills**

### Grow Your Team with 1-2-3

*Led by a field leader and Home Office Sales Manager*

This workshop focuses on the 1-2-3 Leadership Plan. Learn how to build a bigger, stronger team through personal and Cluster recruiting, as well as by marketing Directorship and beyond to your Cluster. Hear practical ideas for developing new Directors and helping them to promote more quickly.

**Leadership Skills**

### Meetings That Rock!

Whenever you meet with Cluster members, whether it's five or fifty, you want them to leave prepared and motivated. Learn to plan simple yet effective meetings with plenty of involvement, energy and team spirit. Leave with specific ideas for higher attendance, using the Cluster calendar, setting team goals, interactive training and recognition that motivates.

**Leadership Skills**

## FOR UPPER LEVEL DIRECTORS

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### Coaching Practice

**Prerequisite: Coaching Live! from Leadership Summit 2008**

*Led by Kristi Lucariello, Coach University Graduate*

Increase your coaching skill and confidence in this practical, hands-on workshop. Attendees quickly review the skills taught in the Coaching Live! workshop at Leadership Summit 2008, then observe or participate in a variety of live coaching scenarios.

**Leadership Skills**

### What Really Matters:

### Rediscover Passion for Your Business

*Led by Susie Lite and Dan Arwine, Directors of US Sales*

Have you ever asked yourself, "Do I have (or still have) what it takes to be an effective top leader?" Your Home Office Sales Directors share activities, actions and tactics you can use to rekindle passion for your business. If you want to be self-motivated and see your business in a new way, attend this workshop.

**Leadership Skills**

# HISPANIC WORKSHOP DESCRIPTIONS (CONFERENCE 2 ONLY)

## FOR ALL ATTENDEES

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### ¡Conviértete en un Experto en Ventas!

*Presented by Valeria Muzquiz & selected Consultants  
(conducted in Spanish)*

Valerie shares tips on how to improve your Show sales and bookings among Hispanic consumers. Find ways to position products so guests say, "Lo Compró!" Learn to sell in multiples, cross-sell and get Show guests to sell products for you! Discover how to maximize sales of our main product collections. **2**

### Páginas Personales de Internet

*Presented by Deb Hernandez (conducted in Spanish)*

Learn step-by-step how to create your own Personal Web Site. Discover how to attract customers and hosts using your site; develop and maintain Web site content; promote monthly specials; and coach hosts to use e-invitations and obtain outside orders. **3 2 1**

### Temor Telefónico

*Presented by Valerie Muzquiz (conducted in Spanish)*

Discover how to build up courage before you dial. Master the steps to effective phone conversations and learn words to say for a variety of situations. Walk away with skills and recommendations for habits that will make the most of your daily telephone contacts. **3 2 1**

## FOR DIRECTORS AND ABOVE

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### Haz Crecer a tu Equipo con el Plan 1-2-3

*Presented by Alberto Fournier (conducted in Spanish)*

This workshop focuses on the 1-2-3 Leadership Plan. Learn how to build a bigger, stronger team through personal recruiting and by marketing Directorship and beyond to your Cluster. Hear practical ideas for developing and mentoring aspiring Directors and find out how to overcome challenges they face.

**Leadership Skills**

