

The New Consultant Kit
has a fresh look!



New Consultant Experience Encourages Success



We're welcoming new Consultants to their Pampered Chef® businesses in an exciting new way! Everything from the New Consultant Kit products to the training and rewards program has been completely redesigned to get them off to a solid start.

We know that new Consultants who start their businesses strong from day one are more successful. They gain the confidence and momentum they need to continue, and are more committed to their new businesses. So, we've redesigned our new Consultant support to make their first experiences even more positive, productive and rewarding.

All of the exciting changes you'll read about here become effective on Jan. 22.

New Consultant Kit

We've designed the kit with the needs of new Consultants in mind. When your Consultants receive their New Consultant Kits, they'll know it's something special. For an investment of \$155, they're getting the opportunity to start their own businesses and achieve their dreams!

Paperwork Box

The paperwork that new Consultants receive has been streamlined to provide a clear and simple start to their businesses.

- **Business essentials:** We've included catalogs, sales receipts, drawing slips, opportunity brochures, Independent Consultant Agreements and more.
- **Host packets:** It's easier than ever to start holding Shows. The kit includes six pre-assembled host packets. All new Consultants need to do is download and add copies of the current month's Host and Guest Special flyers, along with a few outside order forms, before mailing the packets.
- **Charter Host Gift Flyer:** To help Consultants book their first Cooking Shows, their first hosts, or "charter hosts," will receive a special thank you. Hosts whose Shows are submitted during a new Consultant's first 30 days of business can choose either the Lemon & Rosemary Hand Soap or the Hot Pad/Trivet for free. New Consultants will receive a flyer with program details for them on one side and details to share with hosts on the other. Consultants can download additional flyers on Consultant's Corner to hand out to potential hosts to encourage them to book Shows.



Product Box

Great products help Consultants book Cooking Shows and attract potential recruits, so the kit has been enhanced with products that everyone will want to own. There are products from every major category, including the 5" Forged Cutlery Utility Knife and The Pampered Chef® Executive Cookware 8" Sauté Pan. (A complete list of products is printed on the back cover of this newsletter and is also available in the Download Center on Consultant's Corner.) Demonstrating these highly desirable products can lead to higher Show sales, more bookings and ultimately, higher commissions.

Training and Support

In the New Consultant Kit

NEW!

1. Business Guide: All Consultants will appreciate this simplified, action-oriented business guide. It focuses on booking Shows, working with hosts and helping Consultants build their businesses. It's included in your spring paperwork package.

NEW!

Simmer • Slice • Sprinkle • Steam • Stir • Toast

2. Getting Started DVD: Consultants will see a Cooking Show that teaches them how to interact and have fun with their hosts and guests. This demonstration, together with the recipe and product segments, will equip new Consultants with the essentials to hold their first Shows.

NEW!

3. Printable Materials CD: This CD contains reproducible paperwork, checklists and more. Now all these resources are in one handy place that can be popped in a computer and printed out as needed.

NEW!

4. PamperedPartner® Plus CD: New Consultants will receive this new software, and the included training will show them how to use it. See the article on page 21 for more information.

NEW!

5. Your Life Your Way DVD: This DVD works together with our updated opportunity brochure. Having this tool will help give new Consultants the recruiting confidence they need to share the opportunity from the start of their businesses. See page 22 for more information.

NEW!

Online Training

It's one of our most exciting new training announcements of the season! Designed with the new Consultant in mind, but available to all, this new resource covers all of the business basics — goal setting, booking, recruiting, host coaching and more! Courses take 20 minutes at the most and are easily accessed from Consultant's Corner. The first six courses will be launched one per week beginning Jan. 23.

Just think — for an investment of \$155, new Consultants have everything they need to start their new businesses and pursue their dreams!

New Consultant Rewards Program

Everyone likes to be rewarded. Now, new Consultants can earn **unlimited** rewards in their first 90 days of business and choose the rewards they want. That's because the new program rewards them with Pampered Chef® dollars. New Consultants can choose to spend them on business materials, products or even National Conference registration.

Their new rewards program begins when their kits arrive. So, new Consultants can start earning rewards immediately and can be working toward several rewards at the same time. Here's a glimpse of what they can earn.

In the First 90 Days

Rewards for Shows, Sales and Recruiting

- **50 Pampered Chef® dollars** for every four Shows submitted
- **50 Pampered Chef® dollars** for every \$1,250 in commissionable sales submitted
- **100 Pampered Chef® dollars** for every \$5,000 in commissionable sales submitted
- **50 Pampered Chef® dollars** for every new Consultant recruited*
- **100 Pampered Chef dollars** for every three new Consultants they recruit in their first 90 days*

Plus, In the First 30 Days

Bonuses for Shows, Sales and Recruiting

- An **additional 50 Pampered Chef® dollars** for every four Shows submitted (100 Pampered Chef® dollars total per four Shows)
- An **additional 50 Pampered Chef® dollars** for every \$1,250 in commissionable sales submitted (100 Pampered Chef® dollars total per \$1,250 in commissionable sales)
- An **additional 100 Pampered Chef® dollars** for every new Consultant they recruit (150 Pampered Chef® dollars total, per recruit)*

See New Consultant Rewards Program brochure for more information.

* Note: Recruits must qualify within their first 90 days for the recruiter to earn the reward. Recruits qualify with four Shows or \$1,250 in commissionable sales.

Compelling Product Selection for New Consultants

The new product kit Consultants receive when they join The Pampered Chef® is stocked with a wide array of products from every major category. When new Consultants demonstrate and promote these popular products at their Cooking Shows, it will translate into higher sales, more bookings and higher commissions.



Products In New Consultant Kit

(Products in bold are new to the kit.)

The Pampered Chef® Executive Cookware

#2863 8" Sauté Pan

Classics® Stoneware

#1445 Large Bar Pan

Simple Additions®

#1910 Small Bowls (set of 2)

#1946 Small Bowl Caddy

Chef's Tools

#2344 Slotted Turner

Cutting Edge

#1052 Forged Cutlery Utility Knife – 5"

#1087 Ultimate Mandoline

#1105 Microplane® Adjustable Grater

#1012 Cutting Board

#1301 Pizza Cutter

#2585 Food Chopper

Kitchenware

Tool Drawer

#2475 Stainless Whisk

#2575 Garlic Press

#2621 Mini-Serving Spatula

Mix & Measure

#2183 Easy Read

Measuring Cup (2 cup)

#2229 Easy Adjustable Measuring Spoon

#2234 Prep Bowls (sample set of 2)

#2225 Measure-All® Cup

#2230 Classic Batter Bowl

Kitchen Companions

#1659 Small Mix 'N Scraper®

Bakeware

#1587 Stackable

Cooling Rack

#1590 Mini-Tart Shaper

#1606 Deluxe

Mini-Muffin Pan

#1755 Chef's Silicone

Basting Brush

Cook's Library

#1886 Season's Best®

Spring Recipe Collection

(Spring/Summer 2007)

Spring Action Plan

- ✓ Become familiar with the new spring products.
 - Review catalog descriptions and Use and Care cards. Talk to your Director and Cluster members about how to incorporate the new products into your Cooking Show demonstrations.
- ✓ Practice preparing new theme Show recipes.
 - Make the Taste of the Tropics recipes for your family! Plus, invite friends, extended family members or even preferred hosts and recruit leads over to help you prepare some of the new recipes.
- ✓ Make customer care contacts.
 - Review the discontinued product list in this issue. Contact customers to urge them to act now if they'd like to purchase any of the discontinued products. They'll only be available while supplies last.
- Send a brief e-mail — or Customer Connection e-mail, if you're a Personal Web Site subscriber — telling customers about the new products and theme Shows. Share that you'll follow up with a mini-catalog and a phone call.
- ✓ Contact Wedding Registry leads.
 - They'll be excited to learn that The Pampered Chef® Wedding Registry will be featured in ads on popular bridal Web sites and in national bridal magazines. Plus, they'll appreciate the new enhancements to the Registry itself.
- ✓ Install PamperedPartner® Plus right away.
 - The sooner you become familiar with it, the sooner you'll realize all its advantages.