

## **New Consultant Kit Presentation Consultant Rewards Program & Charter Host Program**

After brainstorming the paperwork and the product selection, it was time to really think outside the box.

First, we've developed a new program that will make it easier for Consultants to book those crucial first hosts.

The new Charter Host Program rewards hosts who book Shows that are submitted during a New Consultant's first 30 days.

These special hosts can choose either the Lemon and Rosemary hand soap or the Red Hot Pad/Trivet to be shipped with their Show order.

We know that New Consultants will feel more comfortable about inviting hosts quickly for their first Shows when they can offer a gift as way of saying "thank you" for helping them to get their businesses off to a strong start.

Second, we revamped how we reward our new Consultants.

It's called The New Consultant Rewards Program.

Our New Consultant Rewards Program rewards new Consultants for three important activities: holding Cooking Shows, selling and recruiting.

And they'll be rewarded with Pampered Chef Dollars because it's all about choice!

Whether through product, business materials or National Conference registration, the New Consultant chooses how they'd like to be rewarded!

And there's no limit to how much they can earn during their first 90 days.

Here's how it works:

In their first 90 days New Consultants earn:

- \* 50 PC dollars for every four shows they submit.
- \* 50 PC dollars for every \$1250 in commissionable sales.
- \* 50 PC dollars for every new consultant they recruit that goes on to qualify, within their first 90 days.
- \* 100 PC dollars for every \$5,000 in commissionable sales.
- \* And, 100 PC dollars for every three new recruits that go on to qualify, within their first 90 days.

Think about how amazing this is – new Consultants can now earn unlimited PC dollars for holding Cooking Shows, selling and recruiting!

How terrific that they're in total control over their own reward program.

Remember how I said earlier that the key to a new consultant's success is their activities in those first 30 days?

Well, now there's a bonus for new Consultants who do these key activities in their first 30 days!

Here's how it works:

In their first 30 days New Consultants earn as a bonus:

- \* An additional 50 PC dollars for every 4 Shows they submit.
- \* An additional 50 PC dollars for every \$1250 in commissionable sales.
- \* And, an additional 100 PC dollars for every new recruit that goes on to qualify within their first 90 days.

Wow!

That means new consultants earn double the rewards just for submitting shows in their first 30 days.

And their recruiting rewards are tripled in their 30 days.

Think about all the PC dollars adding up!

All those PC dollars can translate into more executive cookware, cutlery, business supplies...you name it!

The rewards period kicks off the day their new kit arrives at their home.

Their 30th and 90th day will be included in their welcome letter, so they will clearly know these key dates.

Directors will be able to track progress easily with a new report that shows each Consultant's 30-day and 90-day date, along with their shows, sales and recruiting results.

You may have noticed that there is no longer an introductory period.

That's because we want New Consultants to jump into their new business from the very beginning, when they are most excited about their Pampered Chef career.