

# NOVEMBER MEETING PLANNER

## 2009 National Meeting Day Planner

### Advance Preparation



- Watch for your National Meeting Day Package on October 31.
- Download the "Give the Gift" activity handout and make one copy for each participant (Consultant's Corner > Managing Your Business > News You Can Use > Directory).
- Ask two Consultants to review the *Let's Talk Promotions* audio/script and prepare to share key ideas.
- Ask a previous trip achiever to be prepared to share three ways earning the incentive trip helped her/his business.

Your National Meeting Day packet will contain all the details you need for this portion of the meeting!!

With Tennessee Executive Director, Stephanie Richardson

### Opening

5 minutes

- Welcome everyone and introduce new Consultants and guests.

### Training Topic #1: Give the Gift

15 minutes

- Ask Consultants who started their Pampered Chef® business in November or December to stand and share why they decided to start during the holiday season and glad they did.
- As a group, flip chart reasons why now is the perfect time to start a Pampered Chef® business.
- Distribute the "Give the Gift" activity handout. Introduce the phrases: "Do you know how ..." and "Well what I do is ..." as an easy-to-remember formula to introduce others to what you do and the benefits of a Pampered Chef® business. Read aloud the examples on the handout.
- In pairs, create two additional word choices using the ideas from the flip chart and the "Do you know how ..." formula. Write word choices on the handout. Then have each pair share their ideas with the group.
- Individually, write names for "My Gift List" on the handout.
- Set a deadline to e-mail or call you with results from calling the names on their Gift List. Offer to schedule three-way calls with prospects.

### Training Topic #2: Full Holiday Schedule

15 minutes

Divide into two groups.

- Group 1: Make a list of 5 benefits to having a full Show schedule during the holiday season.
- Group 2: Create 5 ideas to add bookings in November and December.
- Ask groups to share their ideas.
- Invite the prepared Consultants to share key ideas and word choices from the *Let's Talk Promotions* audio/script.
- Ask Consultants to choose 2-3 ideas they will take action on.

### Recognition

10 minutes

In addition to regular recognition, applaud those who:

- Earned \$100 or more in the GROW promotion.
- Received a Dream Patrol postcard for October sales or recruiting.
- Standing recognition for all Consultants who've earned Dream Escapes or are on track to achieve the incentive trip. Ask the prepared trip achiever to share three ways earning the incentive trip helped their business.

### 2009 Incentive Trip reveal and promotion announcements

10 minutes

- Simply follow the instructions included in your National Meeting Day package. You will be unveiling the 2009 trip incentive destination, as well as the January and February guest and host specials.
- Part of what makes National Meeting Day so exciting is that Directors from all across the country will share announcements with the Cluster on the same day. Therefore, please keep the information confidential until your meeting.

### Closing

5 minutes

- Challenge Consultants to schedule six December Shows before the holidays. Set a Cluster goal for December Shows.
- Invite Consultants to sign a flipchart page to indicate their commitment to work toward a 2009 incentive trip.
- Pass the Cluster calendar and have Consultants mark their scheduled and Show dates for November, December and January.
- Announce the next meeting date.

  
directory

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