

# Top Performance Cluster

You're cordially invited to attend Awards Night at National Conference!

- Cheer on your fellow Consultants, and see what's possible for every Consultant to achieve.
- Be the first to see what the new Top Performance Cluster jewelry will be after Consultants fill their rings and bracelets.
- Learn about a new, unique marketing tool.

At Awards Night, there's something for everyone — including top secret announcements that everyone will want to hear!

*Who:* All Consultants

*Where:* Opening General Session — Awards Night

*When:* Day One of National Conference, 7:30 p.m.

*What:* Cheer on your fellow Consultants, and hear exciting new announcements about Top Performance Cluster and a unique marketing tool!

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discover the chef in you™



Doris Christopher and Marla Gottschalk pose with Amy Neal (center), an Executive Director from Tennessee, at Awards Night in 2005. Amy achieved Top Performance Cluster in six categories and received an engraved pewter bowl and a 14K gold, ruby and diamond bracelet.

At Awards Night, you'll see Consultants just like yourself being recognized on stage for their accomplishments, including Top Performance Cluster.

As many of you know, we'll be filling some of our first Top Performance Cluster bracelets at this year's Awards Night. Have you ever wondered what the next piece of jewelry might be? It will be one of several unveilings taking place that night.

We want you to be a part of our success for the next 25 years and beyond. Come to Awards Night, and we'll see you on stage next year!



# Top Performance Cluster

2006-2007  
Rules and Guidelines

## Awards

Consultants and Directors who achieve Top Performance Cluster will receive a very special piece of jewelry. First-time achievers have a choice of two ring styles. The first ring features 13 rubies in an elegant 14-karat gold setting. The second style features 12 rubies in a 14-karat gold bar-style setting. Each year achievers meet the Top Performance Cluster requirements, a diamond will be added to the setting.



Once the complete setting of six diamonds is reached, achievers will have a choice of two bracelets. The first bracelet is 14-karat gold, set with three diamonds. Every year after that, when Top Performance Cluster is achieved, two more diamonds are added to complete the bracelet. In the 10<sup>th</sup> year of achievement, three diamonds are added to complete the setting.

The second bracelet is handsome brushed stainless steel, detailed in 14-karat gold. Each subsequent year when Top Performance Cluster is achieved, through the 10<sup>th</sup> year of achievement, a diamond will be added to complete the setting.

Top Performance Cluster achievers are recognized on stage at our National Conference held in July each year.

All achievers who earn and attend the premier incentive trip are honored at a "Members Only" event. Top performers also receive \$360 to be used as payment on paperwork/supply orders and receive specially monogrammed logo business cards. Track your progress using your Top Performance Cluster Calculator, or by using the Tracking Chart on Consultant's Corner.

## Circle of Honor

The top performers in the categories of Personal Sales, Personal Recruits, Developing Directors, First Line Cluster Sales and Overall Cluster Sales are recognized at National Conference and inducted into the prestigious Circle of Honor.



  
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## Top Performance Cluster Rules

Requirements for Top Performance Cluster for the awards period of June 1, 2006, through May 31, 2007, are as follows:

### Personal Sales

\$55,000 in commissionable sales

### Personal Recruits

15 personal, qualified recruits

### Developing Directors

3 Directors promoted and maintained during the awards period

### Balanced Business

\$45,000 in commissionable sales, 12 personal, qualified recruits, and 1 Director promoted and maintained during the award period

### First Line Cluster Sales

\$350,000 in commissionable sales from first line Cluster (includes personal sales)

### Overall Cluster Sales

(for Senior Directors and above)

\$1,000,000 in commissionable sales from first, second and third line Cluster (includes personal sales)

Note: To earn in any category you must have also submitted a minimum of \$15,000 in personal commissionable sales during the awards period and must be a Consultant in good standing.

**Personal Recruits:** A personal recruit is someone you have personally recruited and who has qualified between June 1, 2006, and May 31, 2007. Any recruit who becomes inactive before qualifying will not count toward the award.

**Developing Directors:** Directors promoted and maintained applies to Directors in the first line appointed June 1, 2006, through May 1, 2007.

**First Line Cluster Sales:** Two ways to achieve!

1. Show an increase over the previous year's total, unless you've achieved Developing Directors in the current or prior Top Performance Cluster year. In this case, you do not need to show an increase in First Line Cluster Sales.

**OR**

2. Be among the top 20 achievers in First Line Cluster Sales, regardless of whether an increase over the prior year is achieved.

**Overall Cluster Sales:** Two ways to achieve!

1. Show an increase over the previous year's total.

**OR**

2. Be among the top 20 achievers in Overall Cluster Sales, regardless of the increase.

Note: Top Performance Cluster requirements vary from year to year.

Note: To earn the 2006-2007 and beyond Top Performance Cluster, Circle of Honor and President's Award programs, a minimum of 50% of any sales requirement must come from Cooking Shows, Catalog Shows, individual orders (excluding online orders), Fund-raiser Shows or Wedding Shows. If the award is based on Cluster sales, then 50% of Cluster sales must come from Cooking Shows, Catalog Shows, individual orders (excluding online orders), Fund-raiser Shows or Wedding Shows.