





**GET AHEAD BY HELPING OTHERS SUCCEED**

- Build a stronger team with each new consultant.
- Earn a \$15 Activity Bonus for each active consultant, senior consultant, and team leader every month!

**MORE MONEY**

- Earn increased monthly overrides.
- Enjoy 250 Pampered Chef® dollars upon promotion.
- Receive \$150 professional development awarded annually.

**MORE REWARDS**

- Start each season with FREE product samples!
- Earn incentive trips with reduced points.
- Savor special recognition when you promote.
- Enjoy additional training opportunities.

become a director  
AND EARN AS YOU

**GROW**

\*See the Consultant Policy Guide for full details.

FAST TRACK TO DIRECTOR PROGRAM

*get your career on the*

# FAST TRACK

**What would you do with up to  
\$2,000 in cash?**

**PLUS increased commission checks, recruiting bonuses, and more!**

*you can earn:*

**\$500** when you promote to director in your first 90 days.

**\$500** when you maintain director status for the next three months.

**\$1,000** when you promote to advanced director within your first six months.

ASK YOUR DIRECTOR HOW TO GET STARTED. **YOUR TEAM IS HERE TO HELP!**

*there's lots more info about the*

## **FAST TRACK\***

*on consultant's corner:*

- Take the *Recruiting* course on PC University.
- See the *Consultant Policy Guide* for details on promoting to director.

Note: Consultants in the renewal program are not eligible to participate in the Fast Track program.

leadership...  
JOIN US AT THE TABLE!



Having friends join your business is great fun!  
The rewards of building a team start with your very first recruit.



Your team continues to grow as you help others succeed. Enjoy even more rewards by helping them reach their potential.

### AS A SENIOR CONSULTANT...

- Recruit one and...
- Earn more on your sales
  - Earn more on your directs sales
  - Earn 30 Pampered Chef dollars for every new consultant you recruit when they sell \$1,500 within their first 90 days

My target date for promotion to senior consultant is \_\_\_\_\_

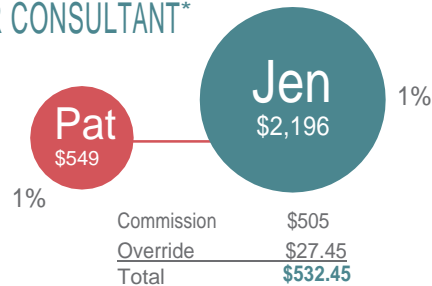
### AS A TEAM LEADER...

- Recruit two and...
- Double the override of senior consultants, plus earnings on recruits too
  - Receive a 30% discount on products
  - Receive help growing your team
  - \$150 Annual Professional Development Award
  - Access exclusive leadership resources and training

My target date for promotion to team leader is \_\_\_\_\_

### SENIOR CONSULTANT\*

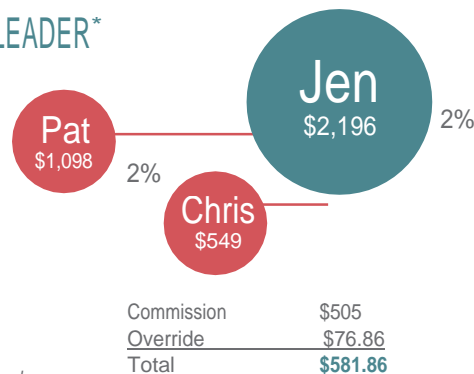
Example



5.2% more than commission alone

### TEAM LEADER\*

Example



Earnings based on 2015 cooking show average of \$549

13.2% more than commission alone

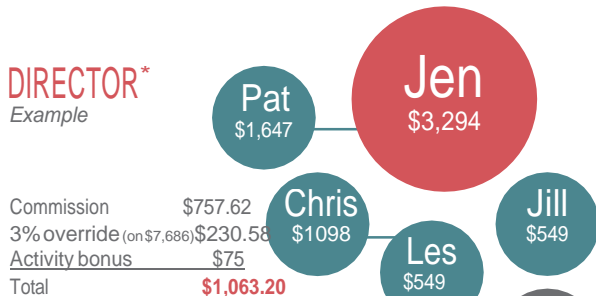
### AS A DIRECTOR...

- Increase your income
- Earn higher overrides on more people—from sales of your personal team and your 1st generation
- Get a \$15 bonus every month for each active consultant, senior consultant, and team leader on your personal team
- Earn 30 Pampered Chef dollars for every new consultant you recruit when they sell \$1,500 within their first 90 days
- Receive 250 Pampered Chef dollars when you promote
- Build on your skills
- Enjoy special privileges
- Receive FREE product samples
- Receive an invitation to New Director Academy
- \$150 Annual Professional Development Award

My target date for promotion to director is \_\_\_\_\_

### DIRECTOR\*

Example



29% more than commission alone



### JEN BUILDS HER TEAM\*

Holds two parties/week—  
\$6,000 personal sales  
Builds personal team to 15  
Personal team becomes a 32-party team for a total of 40 parties

Commission	\$1,500
3% override (on \$23,568)	\$707
Activity bonus	\$225
<b>Total</b>	<b>\$2,432</b>

129% more than "minimum" director earnings!

- DIRECTOR PROMOTION Requirements**
- 5 active consultants
  - \$1000 personal sales
  - \$6,000 personal team sales

- DIRECTOR MAINTENANCE Monthly requirements**
- \$1000 personal sales
  - \$6,000 personal team sales

keep  
**MOVING**  
up

You're enjoying the rewards and satisfaction of being a director. When you share the leadership opportunity with others on your team, you promote to advanced director and then to senior director and experience many more rewards!

**AS AN ADVANCED/  
SENIOR DIRECTOR**

- Earn higher income
- Earn even higher overrides on personal team and 1st generation
- Get overrides on your 2nd generation
- Earn bonuses for 2nd generation directors
- Receive support for you and your growing team
- Enjoy special privileges
- Receive FREE product samples
- Earn 30 Pampered Chef dollars for every new consultant you recruit when they sell \$1,500 within their first 90 days
- Get a \$15 bonus every month for each active consultant, senior consultant, and team leader on your personal team
- \$150 Annual Professional Development Award

My target date for promotion to advanced director is \_\_\_\_\_

My target date for promotion to senior director is \_\_\_\_\_

**ADVANCED DIRECTOR\***

*Monthly requirements*

- \$1,000 personal sales
- \$6,000 personal team sales
- (1) 1st generation director
- \$15,000 monthly organizational sales

**SENIOR DIRECTOR\***

*Monthly requirements*

- \$1,000 personal sales
- \$6,000 personal team sales
- (3) 1st generation directors
- (1) 2nd generation director
- \$30,000 monthly organizational sales

Build to  
**Executive**  
Levels

When you promote to executive director, senior executive director, and national executive director you reach the highest levels of leadership. You're rewarded with increased income and exclusive rewards, including a car allowance!

**AS AN EXECUTIVE  
LEVEL DIRECTOR...**

- Earn a substantial income
- Receive earnings on your 3rd generation
- Earn eligibility for a monthly car allowance of up to \$1000
- Enjoy special rewards to help manage your business
- Get a FREE personal website to help market your business as you grow and manage your team
- Earn up to \$500 for National Conference expenses
- \$150 Annual Professional Development Award
- Earn 30 Pampered Chef dollars for every new consultant you recruit when they sell \$1,500 within their first 90 days
- \*Receive FREE product samples

My target date for promotion to executive director is \_\_\_\_\_

My target date for promotion to senior executive director is \_\_\_\_\_

My target date for promotion to national executive director is \_\_\_\_\_

**EXECUTIVE DIRECTOR\***

*Monthly requirements*

- \$1,000 personal sales
- \$6,000 personal team sales
- (6) 1st generation directors
- (2) 2nd generation directors
- \$60,000 monthly organizational sales

**SENIOR EXECUTIVE DIRECTOR\***

*Monthly requirements*

- \$1,000 personal sales
- \$6,000 personal team sales
- (9) 1st generation directors
- (5) 2nd generation directors
- (1) 3rd generation director
- \$120,000 monthly organizational sales

**NATIONAL EXECUTIVE DIRECTOR\***

*Monthly requirements*

- \$750 personal sales
- \$6,000 personal team sales
- (12) 1st generation directors
- (9) 2nd generation directors
- (3) 3rd generation directors
- \$240,000 monthly organizational sales

\*Please see policies & procedures for details.



# 90 DAYS TO DIRECTOR FORMULA FOR SUCCESS!

<b>8 Parties booked</b>	<b>Key skill:</b>	<b>Booking &amp; prospecting</b>
-2 (due to 20% cancellation/reschedule rate)		
<b>6 Parties held</b>	<b>Key skill:</b>	<b>Host coaching</b>
x10 Guests at party		
<b>=60 # of people you're in front of in 30 days</b>	<b>Key skill:</b>	<b>Host coaching</b>
÷3		
<b>=20 # of people to take home information</b>	<b>Key skill:</b>	<b>Inform</b>
÷3		
<b>=7 # of people to agree to an opportunity chat</b>	<b>Key skill:</b>	<b>Invite</b>
÷3		
<b>=2 # of people to say "YES" to business</b>	<b>Key skill:</b>	<b>Hold an opportunity chat</b>
<b>2 Personal recruits per month</b>		
x3 months		
<b>=6 Personal recruits</b>		
÷3		
<b>=2 indirect recruits</b> (your 2 personal recruits who each recruit one)	<b>Key skill:</b>	<b>New consultant strong start</b>



# CONSULTANT 90-DAY TRACKER

## DIRECTOR requirements

- \$1,000 personal sales
- \$6,000 personal team sales
- 5 active consultants in personal team (direct or indirect)



My "WHY": \_\_\_\_\_

Promote to director date: \_\_\_\_\_

Note: To track structure, use your performance tracker and draw your current team. Add additional circles for each new team member who joins your team.

## MONTH ONE

Parties booked (Enter party date & host's name)	Parties held (Enter party date)	Party attendance	Took info home	Appt. for opportunity chat	Signed personal/ team recruit		Bookings
<b>Key skills:</b> Booking & prospecting	<b>Host coaching</b>		<b>Inform</b>	<b>Invite</b>	<b>Opportunity chat/ strong start</b>		
<i>EX: 3/5 S. Smith</i>	<i>March 5th</i>	8	3	1	1	0	2
1.	1.						
2.	2.						
3.	3.						
4.	4.						
5.	5.						
6.	6.						
7.	7.						
8.	8.						
<b>Monthly goals reminder:</b>	6	60	18-20	7	2-3	1	12
<b>Your totals for month:</b>							

# MONTH TWO

Parties booked (Enter party date & host's name)	Parties held (Enter party date)	Party attendance	Took info home	Appt. for opportunity chat	Signed personal/ team recruit		Bookings
<b>Key skills:</b> Booking & prospecting	Host coaching		Inform	Invite	Opportunity chat/ strong start		
<i>EX: 3/5 S. Smith</i>	<i>March 5th</i>	8	3	1	1	0	2
1.	1.						
2.	2.						
3.	3.						
4.	4.						
5.	5.						
6.	6.						
7.	7.						
8.	8.						
<b>Monthly goals reminder:</b>	6	60	18-20	7	2-3	1	12
<b>Your totals for month:</b>							

# MONTH THREE

Parties booked (Enter party date & host's name)	Parties held (Enter party date)	Party attendance	Took info home	Appt. for opportunity chat	Signed personal/ team recruit		Bookings
<b>Key skills:</b> Booking & prospecting	Host coaching		Inform	Invite	Opportunity chat/ strong start		
<i>EX: 3/5 S. Smith</i>	<i>March 5th</i>	8	3	1	1	0	2
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8.	8.						
<b>Monthly goals reminder:</b>	6	60	18-20	7	2-3	1	12
<b>Your totals for month:</b>							



**My beliefs determine my:**

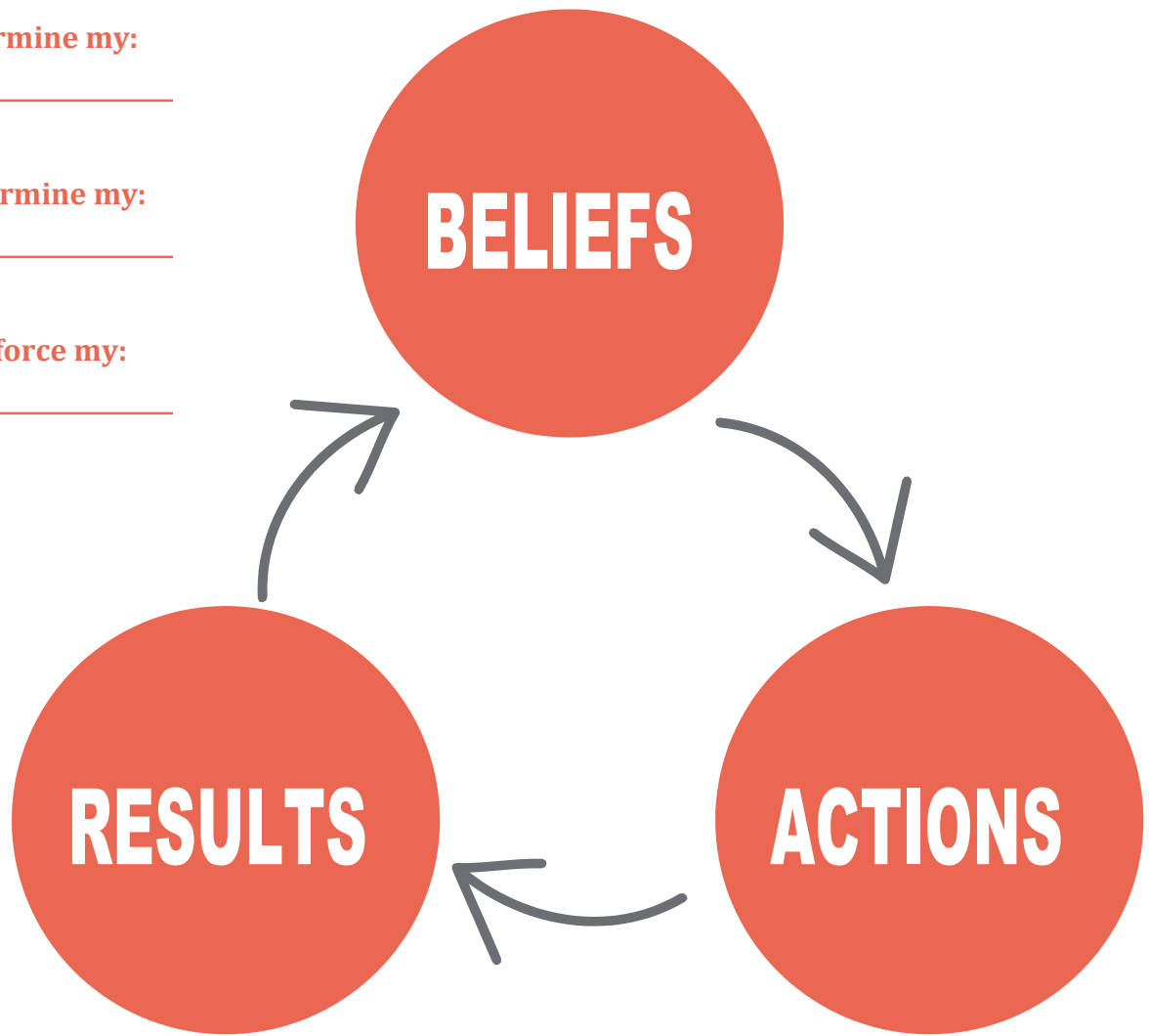
\_\_\_\_\_

**My actions determine my:**

\_\_\_\_\_

**My results reinforce my:**

\_\_\_\_\_



**Rate your belief level today!**

*(1 is low, 10 is high)*

\_\_\_\_\_ Your product

\_\_\_\_\_ Your host opportunity

\_\_\_\_\_ Your business opportunity

\_\_\_\_\_ Your company/industry

\_\_\_\_\_ Yourself

\_\_\_\_\_ Others

My goal is to become a \_\_\_\_\_

in all six areas

**What will I do to strengthen my belief?**





# I'M DIRECTOR BOUND

## My commitment form

<b>Name:</b>	<b>Consultant #:</b>
<b>Phone:</b>	<b>Email address:</b>
<b>Upline director:</b>	<b>Upline executive director:</b>

I'll promote to **director** in 90 days or less. My promotion **date** will be \_\_\_\_\_.

Other than your **director**, who'll be your number one **supporter**?

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I would like to **promote** to **director** because:

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My director can best **support** me by:

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When I **promote** I will **celebrate** by:

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