



## Ask Your Host 5 Times!

Your hosts are a terrific source for potential recruits. They've already demonstrated interest in our products, and in wanting to bring friends together for a Pampered Chef event. Continue to build this relationship – and their interest in the Pampered Chef – by sharing information about the business 5 times throughout your party coaching and wrap-up.

Here are 5 times to mention the business opportunity to your hosts – and some words to say in person, by phone, by text, or their preferred communication method. Customize them to feel authentic to your style!

*Note: This structure works well with host rewards parties; for shared rewards parties or fundraisers, the kit credit is not available – but your host could still become a consultant prior to setting up the party and use this as their launch party.*

### 1. Before setting up the party

“Before we get started, I want to ask if you’ve ever thought about being a Pampered Chef consultant? Because one of the great options you have is the ability to sign up as a consultant and use this as your ‘launch party.’ I’ll still do all the work of the party alongside you, but besides all the host rewards, you’d earn the commission from it – could you benefit from some extra income right now?”

### 2. When guests start RSVPing or joining the party

“Wow, your friends are so excited about your party – looks like they love Pampered Chef! Are you sure you don’t want to give this a try? There’s still plenty of time to turn this into your launch party!”

### 3. During the party

“You are doing a great job getting your friends and family excited! I love all your engagement – that’s a lot of what I do as a consultant. I’d love to have someone like you on my team.”

### 4. Once the party qualifies (at \$200 in sales or higher)

“You just qualified for a kit credit! Did you know you can use \$25 or \$50 of your free product rewards toward a starter kit? Just in case you’re giving the business some thought, here’s a picture of the three options – let me know if any of these are interesting to you”: [insert a picture of the kits or a link to the Be a Consultant page on your personal website]

### 5. When closing out the party

“I know we’ve talked throughout your party about the business, so I just wanted to check in with you one more time in case you’re interested in giving this business a try. I’d love to help give you a head start by giving you the bookings from this party to kick things off strong! Plus, you can use that kit credit to save \$25 or \$50 off the starter kit. What do you think – would you like to learn more about getting started?”