

# SEPTEMBER MEETING PLANNER

## Get in Shape for Fall!

### Advance Preparation



- Ask Consultants to wear their favorite workout clothes and bring their favorite *Now More than Ever* article from the June, July or August *Consultant News*.
- Make sure you have enough sticky notes to distribute two notes to each attendee.
- Download the “stretch” activity handout from Consultants Corner > Managing Your Business > News You Can Use > Directory (1 per Consultant).

  
directory

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With Senior Executive Director, Patti Mocerino

### Opening

10 minutes

- Welcome everyone and introduce new Consultants and guests.
- Thank Consultants for coming dressed and ready to give their business a workout!

### Recognition

5 minutes

- Applaud team members with significant milestones and accomplishments, including August sales promotion achievers.

### Training Topic #1 – Warm-up: Stretch out of your comfort zone

15 minutes

- Have Consultants set individual Show, sales, and recruiting goals for September, October and November.
- Divide into small groups and assign each group one or more “stretch” words from handout.
- Brainstorm how the word or phrase helps “stretch out of your comfort zone” and come up with two tips for using the word to help reach your goals.
- Ask the groups to share, then have Consultants identify one word they need to focus on the most.

### Training Topic #2 – Cardio: Give your “Heart Tug” a workout

30 minutes

- Ask Consultants what they learned from their favorite *Now More Than Ever* article.
- Give Consultants two sticky notes. Say, “On one, write one reason why, now more than ever, now is the perfect time to start a Pampered Chef® business. On the second note, write why you’re personally grateful for your Pampered Chef® business.”
- Share notes with the group and place on flip chart.
- Have everyone write the names of three people they can share the “Now more than ever” message with. (**TIP: Focus this activity on close friends and acquaintances, those whose numbers are in your cell phone!**)
- Role-play a conversation as an example, ask people to practice their own conversations in pairs.
- Ask Consultants to commit to calling one name on their list the following day and e-mail you the results, or make calls for 15 minutes at the meeting.

### Training Topic #3 – Strength: Build good business habits

15 minutes

- Divide into three groups and assign the following:
  - ♦ Group 1: Several new fall products.
  - ♦ Group 2: September/October Guest and Host Specials.
  - ♦ Group 3: October Help Whip Cancer Fundraisers.
- Each group should discuss ways to use their assigned topic to generate excitement for hosting and the business opportunity.
- Have each group present their ideas.
- Ask each person to write down three ideas to try at an upcoming Show.

### Closing

5 minutes

- Ask Consultants to share Show and recruiting goals and how they will stretch their “comfort zones” in the process.
- Have Consultants mark their scheduled and open Show dates for September and October on the Cluster calendar.
- Announce the next meeting date.

# STRETCH OUT OF YOUR COMFORT ZONE!

Brainstorm:

1. How the word or phrase helps you "stretch out of your comfort zone".
2. Two tips for using the word to help reach your goals.

**S**upport

**T**raining

**R**ebound

**E**xpectations

**T**ry new things

**C**onfidence

**H**abit

# STRETCH OUT OF YOUR COMFORT ZONE!

Brainstorm:

1. How the word or phrase helps you "stretch out of your comfort zone".
2. Two tips for using the word to help reach your goals.

Below are a few ideas to help start the activity. Remember, your Cluster will have the most fun if they come up with their own ideas!

|                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>S</b>upport</p>        | <p>If I had SUPPORT I could stretch out of my comfort zone because....<br/>         I would have someone to hold me accountable for what I say I want to do.<br/>         I would know that my family is behind me.<br/>         I would have someone to help me with ideas.</p> <p>TIPS<br/>         Ask a fellow Consultant to be my business buddy and schedule a weekly call.<br/>         Ask my children to show their support by making host packets with me.<br/>         Take my spouse out for dinner and share my goals.</p> |
| <p><b>T</b>raining</p>       | <p>If I did additional TRAINING I could stretch out of my comfort zone because....<br/>         I would feel more confident in what to say and do to reach my goal.<br/>         I could learn something new to help me reach my goal.</p> <p>TIPS<br/>         Take the online courses.<br/>         Watch my Director do a recruiting interview (a Cooking Show, etc).<br/>         Do a 3-way host coaching call with my Director.<br/>         Watch the Cooking Shows in Action DVD.</p>                                           |
| <p><b>R</b>ebound</p>        | <p>If I were better at REBOUNDING I could stretch out of my comfort zone because....<br/>         I would bounce back more easily when I get a no and always feel good about making my next call.<br/>         I wouldn't be afraid to try new things.</p> <p>TIPS<br/>         Write a positive affirmation that keeps me focused on achieving my goals.<br/>         Read a success story in the CN.</p>                                                                                                                              |
| <p><b>E</b>xpectations</p>   | <p>If I always had positive EXPECTATIONS I could stretch out of my comfort zone because...<br/>         It would help me set bigger goals.<br/>         It would be more fun and I would invite more people to join me.</p> <p>TIPS<br/>         Hang out with people who have positive expectations.<br/>         Picture the "perfect" outcome of each phone call before I dial.</p>                                                                                                                                                  |
| <p><b>T</b>ry new things</p> | <p>When I TRY NEW THINGS I stretch out of my comfort zone because...<br/>         I would increase my business skills.<br/>         I would find the things that work for me.</p> <p>TIPS<br/>         Make a list of three things I've wanted to try and choose one to take action on this week.<br/>         Call 3 Pampered Chef friends and ask them what they've been doing and what's working for them. Choose one new thing to try.</p>                                                                                          |
| <p><b>C</b>onfidence</p>     | <p>When I have CONFIDENCE I stretch out of my comfort zone because...<br/>         People like to be around confident people.<br/>         I'd be more willing to try new things.</p> <p>TIPS<br/>         Identify one area to become more confident in and one thing I could do to increase that confidence.<br/>         Ask my Director/buddy to share what they think my strengths are.</p>                                                                                                                                        |
| <p><b>H</b>abit</p>          | <p>When I have good business HABITS I stretch out of my comfort zone because...<br/>         It makes it easier to get things done.<br/>         I don't waste time procrastinating.</p> <p>TIPS<br/>         Make a habit of making 3 contacts a day /schedule time on my calendar for calls.<br/>         Create a "reminder" for me to use at Shows to make sure I always do full service checkouts.</p>                                                                                                                             |