

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

Publications Manager/Editor • Rob Benes
Graphic Designer • Joyce Eischen

Please submit all ideas
and suggestions to:

The Pampered Chef

Attn: US Directory

• Fax: (630) 261-4049

• e-mail: rob_benes@pamperedchef.com

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.

Support

Training

Rebound

Expectations

Try new things

Confidence

Habit

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!

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