



OPPORTUNITY CHAT GUIDE

This is a simple and fun way to share the Pampered Chef business opportunity with others. Use this guide as a tool to learn how to conduct a successful Opportunity Chat. This guide is designed to be used with the Digital Interview Cards. First, you'll want to review the simple instructions on Consultant's Corner for using these cards on your Android® or Apple® mobile device, then download the Digital Interview Cards.

Step 1: Get Acquainted

First, thank your potential recruit for meeting with you:

"Thank you so much for joining me today. I'm glad you're here."

Second, build rapport:

- Offer a compliment.
- Refer to common ground.

"I had a great time with you at _____'s party. What did you like most about the party? Anything else?"

- Get even better acquainted.

"I'm so excited to share our wonderful business opportunity with you. So _____, why did you decide to meet with me today?"

Step 2: The Digital Interview Cards

Explain how you'll be using the presentation:

"I'm going to use this presentation to help me stay on track and make sure I answer all the questions you might have about the Pampered Chef business opportunity."

Start with the *Tell Me About Yourself* slide: *"First of all, I'd like to get to know you even better."*

Family: *"Tell me about your family."*

"I'm curious, how would your family feel if you decided to do this?"



OPPORTUNITY CHAT GUIDE

Occupation: *“Are you currently working outside the home?”
“What other work experiences have you had?”*

TIP: Be sure to comment on how their experience and contacts through their work can contribute to their success as a Pampered Chef consultant.

Interests: *“What clubs or organizations do you belong to?”
“What activities are your kids involved in?”*

TIP: Be sure to comment on how the people they know through their activities can contribute to the success of their Pampered Chef business.

Dreams: *“If you knew you couldn’t fail, what would you want this business to do for you?”*

TIP: Share how you’d be happy to help them make a plan so those dreams can come true.

Tap the PC icon to move to the next slide.

Tell Me More/Get Started slide: Find out if they need more information or if they’re ready to get started.

“_____, (potential recruit’s name) thanks for sharing. It sounds like Pampered Chef may be a perfect fit for you. Would you like to know more or are you ready to get started?”

If they’re ready to get started: Touch the *Get Started* button. This will take you to the *It’s Easy to Get Started* slide. Review the slide then tap the PC logo to see the kit selection. Tap on the kit they want, then the *Get Started* button and it will take them to the mobile-friendly agreement so they can easily order their kit.

If they want to know more: Tap the *Tell Me More* slide, which will take you to the *Which of These Interest You?* slide

Which of These Interest You? slide

Easy, Fun, Money, Freedom & Flexibility, Support, Why PC?

Say:



OPPORTUNITY CHAT GUIDE

“These are the main reasons people decide to start a Pampered Chef business. Let’s start with what’s most important to you. Which topic would you like to talk about first?”

Tap the icon they select and make the statement or ask them the question at the top of the slide.

TIP: As you get used to using this presentation, you may come up with other questions that work well. When covering these slides you don’t need to cover every bullet point. Focus on what’s most important to your potential recruit.

You could say:

“What stands out to you on this card?” Then say; *“Is there anything else?”* or *“What other questions do you have on this topic?”*

TIP: The point is to have a 50/50 conversation. If you find you’re talking more than 50% of the time, you may be talking too much.

Just touch the PC logo or swipe left at any time to return to the list of conversation topics.

Once you have reviewed the topics they’re interested in, finish up by asking:

“_____, what other questions can I answer for you?”

Answer any remaining questions for your potential recruit. If you don’t know the answers, tell them you’ll find out and get back to them as soon as possible.

Step 3: Wrap Up

At this point, your potential recruit has probably decided whether or not they want to join Pampered Chef, so it’s appropriate for you to say:

“Would you like to know how easy it is to get started?”

If they say “yes,” click the Get Started icon.

Cover the bullet points on the slide.

Tap the PC icon and share the three kit options.



OPPORTUNITY CHAT GUIDE

Then ask, “Which kit would be best for you?”

Choose a kit and click *Get Started* to order their kit.

Then say:

“Welcome to the team, _____! I’d like to give you this presentation so you can share the business with others!”

If they’d like, they can download the PowerPoint app on their device. Then show them how to log in and download the Digital Interview Cards. You can also guide them to PC University so they can check it out.

If the answer is: “I need to think about it,” ask questions to identify what makes them hesitate.

“What’s keeping you from saying ‘yes’ today?”

or say:

“I love that you need to think about it. That tells me you’re serious about this decision. Do you mind if I ask what part of it you need to think about? I want to be sure I’ve answered all your questions.”

After you answer their additional questions, ask if your potential recruit is ready to get started. If they say “yes,” follow the instructions above. If they still need more time, set up a date and time to reconnect with them.

If the answer is “no,” accept it graciously and keep the relationship strong.

“Thanks for your time. I appreciate that this isn’t right for you now. If that ever changes, I’d love to be the one you want to work with. May we stay in touch, because you’re certainly worth the wait!”

TIPS: Always offer to do a party for them and invite them to check out the Be A Consultant page and/or attend one of your team meetings or recipe nights.

Be sure to start training right away. Check out the *Leaders’ Course for Coaching New Consultants* on PCU. Then, contact your director when you have a new consultant. They’ll be a great resource to help you get your new team member get started.