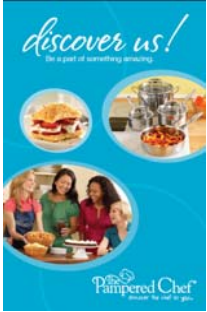


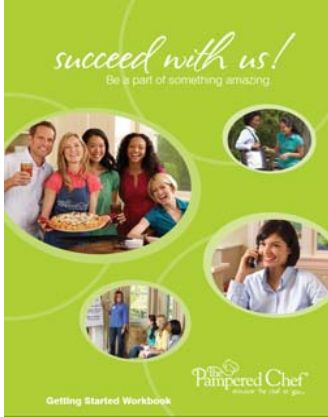




RECRUITING MADE SIMPLE

IT'S EASY WHEN YOU HAVE THE RIGHT TOOLS AND KNOW HOW AND WHEN TO USE THEM!

		1 Inform/Invite	2 Interview	3 Train/Support	4 Develop Leaders	
Best Practices: How & When to Use Resources	 <p>#KG43</p>	 <p>#AY11</p>	 <p>#KG36</p>	 <p>#KG39</p>	 <p>#KG45</p>	 <p>#KG53</p>
	<ul style="list-style-type: none"> ▪ Include in host packets ▪ Give to each guest after telling your story ▪ Carry in Catalog Tote and offer with mini catalog to prospects while out and about 	<ul style="list-style-type: none"> ▪ During a full-service checkout, offer along with a <i>Join Us!</i> Recruiting Booklet to anyone who is at all curious ▪ Carry in Catalog Tote 	<ul style="list-style-type: none"> ▪ Offer during full-service checkout along with a <i>Your Life, Your Way</i> DVD ▪ Schedule a time to talk within 24–48 hours ▪ Use to guide the recruiting conversation and/or learn about prospect's "why" 	<ul style="list-style-type: none"> ▪ Have extras on hand to help new Consultants get started before their kits arrive ▪ Use right after a successful interview 	<ul style="list-style-type: none"> ▪ Have extras on hand to help new Consultants set New Consultant Rewards goals before their kits arrive ▪ Use right after a successful interview 	<ul style="list-style-type: none"> ▪ Discuss promoting in level when Consultant has submitted first \$1,250 in sales or first recruit ▪ Use to set new business goals near the end of the first 90 days ▪ Use to conduct a leadership interview with performers

KG 39 & KG 45 not sold separately
 Packaged together 5 each. **Order # KH06**

BUILD YOUR LEADS

<p>Leads are everywhere!</p>	<p>A lead is simply anyone you invite to consider the business opportunity.</p> <ul style="list-style-type: none"> ▪ Your personal contacts – Everyone knows someone who needs additional income (or some fun). ▪ Your Cooking Shows – Personally invite every guest at every Show. ▪ Referrals – Always ask who would appreciate knowing about our opportunity. ▪ Consistently make 3 contacts a day and offer the opportunity first. ▪ Carry a Catalog Tote while out and about. Set a goal to hand out ten mini catalogs, along with the <i>Discover Us!</i> Opportunity Brochure, every week. Attach a sticky note to the back to capture contact information: name, telephone number, e-mail address.
<p>The fortune is in the follow-up!</p>	<p>When you invite someone to consider the opportunity, they are expecting you to follow up.</p> <p>Stay in touch. Contact recruit leads:</p> <ul style="list-style-type: none"> • When there’s a Pampered Chef® recruiting promotion. • At the future time that they suggested you call back. • Every couple of months. <p>Have a system for managing leads and keeping in touch:</p> <ul style="list-style-type: none"> ▪ Use Contact Management in PamperedPartner® Plus. ▪ File Potential Recruit Information Forms (Consultant’s Corner download) in a binder or card file with January – December tabs. If the time is not right when a contact is made, move the form forward to the time the potential recruit told you might be better. ▪ Create a Rolling Contact List — a simple notebook in which you list everyone who is a lead, and note the date of each follow-up contact. This works best if you keep an index card or computer log of your conversation notes.

LEARN MORE

Print Resources:

Succeed With Us! Getting Started Workbook
Guide to the Join Us! Recruiting Booklet
Guide to Supporting New Consultants
Leadership Handbook
Guide to the Grow With Us! Career Plan Booklet

Online Training:

Prospecting: Finding Business Everywhere
Sharing the Opportunity
Recruiting: From Invitation to Interview
The Recruiting Interview

Tele-Classes:

Getting Started with Recruiting
Recruit with Confidence
Simple, Successful Recruiting Interviews

Team Leaders and above can receive Home Office leads. For more information go to Consultant’s Corner>Promoting & Building Your Business>Lead Training.