

Foodture

Cooking For a Healthy Future

Saladmaster[®]
We Change Lives

Training packet

Welcome Phase I – Training

In this package you will find the following information to assist you in developing your ***Life Changing Opportunity***.

- 1) Create Warm “Market List” and follow booking and confirming format for success.
- 2) Contact Manager to coordinate Phase I bookings. In order for any cooking shows to count in Phase I, shows MUST be registered at the office PRIOR to being cooked – NO EXCEPTIONS. Bonus payouts require that you turn in your Phase I and II forms to your Manager.
- 3) Phase I and Phase II Income Opportunity Outline.
- 4) Have fun and let’s CHANGE LIVES!!

Warm Market List

To prepare yourself for a successful dinner presentation schedule, you must first ensure that you have places to go. List the names of people who you know, acquaintances, business associates, etc. Use the memory jogger list to help you to brainstorm for leads.

1	17
2	18
3	19
4	20
5	21
6	22
7	23
8	24
9	25
10	26
11	27
12	28
13	29
14	30
15	31
16	32

After reviewing your Warm Market List, choose those who are most qualified for you to do a dinner presentation to. **Mark beside each name, WHY you think that this person would be qualified to do a dinner presentation.**

1
2
3
4
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13
14
15
16

Warm Market Booking Outline

When calling your Qualified Warm Market List, be as upbeat and positive as possible. Begin the conversation as you normally would. What follows is a suggestion on how to begin talking about your new opportunity with Saladmaster.

After “small-talk” is finished, (and keep it short!), say, “Hey listen _____, I’m working on a new venture with Health and Nutrition. I’m in training and need some practice, would you and _____ be able to set some time aside for me to cook you a great meal and get your input on the presentation and product? GREAT! week OR weekend?”

Book the date ASAP!

NOTE: BOOK 1 ON 1 APPOINTMENT.... OR COORDINATE WITH YOUR MANAGER FOR GROUP DINNER BOOKINGS.

Confirming Dinner Shows

Once the dinner is booked, follow this formula for increasing your hold-up!

I will not be calling you to confirm your shows, the reason is because you can count on me to be there no matter what...even if everyone cancels on you, I won't, again, I won't be calling to confirm your shows.

1. Call about 3-5 days out from the show. EG: after some small talk... (And keep it super short!) Let them know that you will arrive about 30 minutes early and that you enjoyed meeting them and that you are looking forward to seeing them on their date, and thank them again for helping you in your contest and training. **Do not ask if the show is still on or if the date is ok!**
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After Phase 1: Information to find out: You want to find out the names of the guests and what they do for a living just so you know a little about them before you get there.

2. Call back the day before the dinner only to check the exact # of guests that are going to be there so you know how much food to bring and time confirmation.

If the show has been booked out more than 10 days, call back 5-7 days before the show and then again 3- days before.

It is important NOT to let the Host know that you are making this call. Once you get the guest list, Do not tell them that you are going to be calling back. Just tell them that you are looking forward to seeing them on their dates.

If you are unable to get a hold of the hosts, leave a message like the following, "Hi _____ it's __ (Your Name) __ from __ (Your Company) __, Saladmaster calling, just leaving you a message that I'm looking forward to seeing you on (Give date and start time and that you will arrive 30 minutes early). We'll see you then!" You can leave your number .

***NEVER RESCHEDULE DINNER SHOWS!
You want to have a 70% hold-up rate using this system.***

Book and Watch 4 Shows in 15 days

Phase I bookings must be on record at the office prior to the 1st show to qualify as training dinners.

Your Name: _____ Phone Number: _____

Recruited By: _____

Phase I Completion Date: _____

You Earn 5% of all delivered sales volume during your Phase I.
Complete Your Phase I within 15 days of your first cooking show.

Deliver 3 Sets during Phase I and receive a Bonus

	DATE	HOST NAME	#OF SHOWS BOOKED	#OF OPEN HOUSE CARDS	SETS DELIVERED/ CUSTOMER NAME
1					
2					
3					
4					

Business Manager to review this sheet before bonus payout!

Training Goals – Please initial

- 1) 1st Ride on – Pre Cooking Presentation (Lifestyle Questionnaire & Flip Chart – Pg 1 – 5) _____
- 2) 2nd Ride on – Pre Cooking Presentation & cooking & cleaning, booking dinners from dinners

- 3) 3rd Ride on – Pre Cooking Presentation, cooking & cleaning, booking dinners from dinners

- 4) 4th Ride on – Pre Cooking Presentation, cooking & cleaning, booking dinners from dinners, pot test and closing _____

Cook 6 Dinners in 15 Days

Phase II bookings must be on record at the office prior to the 1st show to qualify as training dinners.

Your Name: _____ Phone Number: _____

Recruited By: _____

Phase II Completion Date: _____

You Earn 10% of all delivered sales volume during your Phase II.
Complete Your Phase II within the next 15 days.

Deliver 3 Sets during Phase II and receive a Bonus

	DATE	HOST NAME	# OF SHOWS BOOKED	# OF OPEN HOUSE CARDS	SETS DELIVERED/ CUSTOMER NAME
1					
2					
3					
4					
5					
6					

Complete you're Phase II and you will receive an automatic promotion to Consultant.

Business Manager to review this sheet before Bonus payout!

Please initial what you have accomplished in each show

Activity	Show	1 st	2 nd	3 rd	4 th	5 th	6 th
Pre cooking presentation (cancer certificate, lifestyle, flipchart)							
Cooking & Cleaning							
Booking Dinners From Dinners							
Pot Test							
Closing							

Phase I and Phase II Compensation Samples

We are using \$3,000 as the sales average for the examples below.

<u>PHASE I - TRAINEE</u>	
Book and Hold 4 Dinners in 15 Days 5% Commission Level	
3 Sets Sold (Average sale = \$3,000)	= \$9,000.00
5% x \$9,000	= \$ 450.00 (Commission)
PLUS – a \$500 Bonus For 3 Set Sales	= \$ 500.00 (Commission)
TOTAL	= \$ 950.00 (Commission)

<u>PHASE II - TRAINEE</u>	
Book and Hold 6 Dinners in 15 Days 10% Commission Level	
3 Sets Sold (Average sale = \$3,000)	=\$9,000.00
10% x \$9,000	= \$ 900.00 (Commission)
PLUS – a \$500 Bonus For 3 Set Sales	= \$ 500.00 (Commission)
TOTAL	= \$1,400.00 (Commission)

<u>MONTHLY TOTAL</u>	
Phase I Set Volume	\$9,000.00
Phase II Set Volume	+\$9,000.00
Subtotal	= \$18,000.00
PHASE I & II Commissions	= \$2,350.00
TOTAL EARNINGS FOR FIRST 30 DAYS	= \$ 2,350.00

AFTER PHASE I & II

- **Promoted to Consultant raise to 15% on all future sales.**
- **20% Sr. Consultant**
- **25% Group Manager & Distributor**

In this package you will find the following information to assist you in developing your *Life Changing Opportunity*.

Prepping the meal and cooking show sequence

Booking shows from shows

Closing Sequence (How to get an order)

Contact Business Manager – To coordinate Phase II bookings. In order for cooking shows to count in Phase II, Shows MUST be registered at the office PRIOR to being cooked – NO EXCEPTIONS. Bonus payouts require that you turn in your Phase I and II forms to Business Manager.

Have fun and let's CHANGE LIVES!!

WE CHANGE LIVES

Grocery List for 3 + Couple Dinner

CHECK LIST FOR A DINNER

1 roll paper towels or hand towels
1 scrubber
1 glow cleaner
1 box baking soda (pan test)
1 container salt (salt test)
Black suit case for cookware & covers
Cookware: Essential Set – Electric Skillet – Wok- Knives
Bowls – Insulated Bowl
Utensil Set
Saladmaster Food cutter & salad bag
Flip chart
Cook book
Health article Fact book
Paper Work: Contracts & applications, Order forms, Question forms, Price sheets, Brochures,Booking Program
Apron
\$ 5's for money game
Spoons for bookings & Money game
7 layer cut out
Tester pans (Teflon, harden anodized, 18/10 stainless steel, cast iron, 304 surgical & glass or ceramic)

*Free gift saladmaster food cutter for hostess

The Menu

Appetizers Options

Toasted bread with olive oil and spices

Entrees' Options

1- Vegetarian or Meat Lasagna: Layered with Marinara Sauce, Diced organic tomato, Veggie meat substitute (or ground beef), Pasta, Ricotta cheese (Or tofu if Vegan) Fresh Spinach, Mushrooms, Zucchini Topped with mozzarella

2- Vegetarian or Meat Enchilada Pie: Layered with Chayote squash, corn tortillas, green chilies, veggie meat substitute, black beans, carrot, mild enchilada sauce and jalapeño jack cheese(Or dairy free vegan cheese) or

3-Organic Fried Chicken w/ sautéed Mushrooms with NO cooking oil (optional with Mushrooms) or

4-Shrimp Fettuccini Alfredo with fresh vegetables

Side Dishes

Low -Carb Organic Potato & Onions or Basmati Wild Rice Pilaf with Herbs

Fresh Organic Vegetable Medley:

(Fresh Broccoli, Fresh Carrots, Cabbage, sweet Corn)

Fresh Rainbow Salad Slaw: Red & green cabbage, celery, English cucumber, zucchini, carrot, jicama, raw golden beet, raw chioga beet & apple.

(With Goddess Tahini (sesame) & Shitake vinaigrette Dressings)

Dessert Options

Famous Organic Salad Cake

1-Chocolate cake with assorted berries mixed with organic Agave nectar.

2-Apple Spice cake with cinnamon apples with organic Agave nectar.

3-Lemon cake with Wild Blueberries mixed with lemon and organic Agave nectar.

<p>List of dinner foods always taken</p> <p>8 carrots 4 wedges green cabbage 1 purple wedge 2 celery 6 red potatoes 1 onion 1 cucumber 1 zucchini 1 chioga or golden beet radishes (few) Olive oil for bread</p>	<p>2 apples 1 wedge jicama 1 frozen corn package Salad Dressing Baking soda Salt Seasonings (garlic or chicken seasoning) Cake mix Cake pie filling or fruit 3 eggs + <u>*Also the ingredients for entrée*</u></p>
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Food List for Dinner

Appetizer:

Bruce bread rolls or French style bread loaf (blue cheese walnut or jalapeno cheddar or olive rosemary)

Salad

Wedge of green cabbage
Wedge of red cabbage
1 celery stalk
1- 2 carrots
1 zucchini
1 cucumber
1 apple
1 daikon watermelon radish (optional)
1 wedge of jicama or 1 turnip
1 chioga beet or golden beet (optional)
Salad dressing of choice (ANNIES GODDESS DRESSING & shitake) or other

Steamed Potato & Onion

6-7 red potatoes
1 onion

Vegetable medley

2 wedge of cabbage
1 package sweet white corn
2 cups fresh broccoli cut up

2-3 carrots
1 egg for demo

Carrot test

1-2 carrots

Cake

1 cake mix
2 eggs
1 wedge cabbage
1 celery stalk
1/2 carrot
1 apple
Fresh Fruit for bottom
Agave Nectar

Entrées'

Chicken

6-12 pieces chicken
5-6 mushrooms
Herb spice seasoning

Enchiladas

12- Corn tortillas
1 cans enchilada sauce
1 package ives or ground round veggie meat or 1 lb beef or sausage
1 can black beans
1 can green chilies
Monterey jack cheese sm package
1 yellow squash or chayote squash
1 onion
Fresh cilantro for top

Lasagna

1 bottle spaghetti sauce
1 small can dice tomatoes
1 Ives veggie meat or 1 lb beef or sausage
2 cups fresh spinach
1 package noodles (wide egg)
1 zucchini

5-6 mushrooms
1 ricotta cheese
1 ball mozzarella cheese

Recipes

Vegetarian Enchilada Pie

Ingredient List:

1 onion
1 chayote squash
1 carrot
12-14 corn tortillas
1 can black beans – or 1 ½ cups
1 can diced green chilies
1 pkg the good ground (veggie meat)
1 lrg can mild enchilada sauce
1 pkg cheese Monterey jack or pepper jack or vegan cheese
½ cup chopped fresh cilantro (optional black olives sliced)

Prep- with the saladmaster cutter

Cut up onion and chayote squash with cone #2 shredder – put aside

Cut up carrot with cone # 1 - put aside

Grate cheese with cone #1- put aside

Layer in the bottom of Electric skillet –in this order

In the bottom of the electric skillet place:

onion and chayote squash

Layer of enchilada sauce

4 tortillas (you can cut the 4th tortilla in half to fit the circle of the pan- so there is a full layer of tortillas)

layer of enchilada sauce- just enough to coat the tortillas

layer of veggie meat

layer of carrot

layer of tortillas

layer of enchilada sauce

layer of black beans and chilies mixed together

Layer of half of the cheese

Layer of tortillas

Layer of enchilada sauce

Layer of cheese

Layer of cilantro & black olives

Start cooking temp at 320 degrees – when it gets up to a steady click turn down to 200 – then 180 cooking time 20- mins

Vegetarian Lasagna Recipe

Ingredient list:

1 bottle spaghetti sauce
2 cans of 14 oz diced tomatoes Italian
1 pkg pasta (wide whole wheat egg noodles or other)
1 container of ricotta cheese or tofu mixed with nutritional yeast
1 pkg Ives (the good Ground) Vegetarian meat
1 ball of mozzarella cheese or vegan cheese
1 med zucchini
5-10 mushrooms
Spinach fresh
Garlic granules or powder

1- Mix spaghetti sauce and canned tomatoes together

Add garlic to taste

In the bottom of the electric skillet layer the following:

1-Pour half of sauce mix in the bottom of the electric skillet

2-pour noodles into skillet

3-add ricotta cheese onto noodles

4- Add other half of sauce

5- Add Ives veggie meat

6- Add thin slice of zucchini cone #4

7 -Add thin slice mushrooms cone # 4

8 -put fresh spinach on top ½ packages (it will be full and piled high)

9- Grate mozz cheese cone #1 sprinkle on cheese next

Put lid on

Start cooking and 300 degrees

When it clicks- turn down to 190

It takes about 20-25 min to cook

Organic Fried Chicken:

Preheat electric skillet to 400-450

Wash and skin the chicken. Lay the pieces on a clean paper towel to drain the water. Cover with another towel and press the towel down onto the chicken. When your skillet is preheated, throw the cold meat into the hot pan, one piece at a time, pressing each piece down. It will stick and sear to the pan. Place the lid onto the pan leaving just a little space open so the air can circulate. Let the chicken fry, undisturbed, for 15 minutes. Put the lid on for 1-2 min before turning it- this allows the moisture to help release the chicken from the pan.

Take the lid off, turn the chicken with a fork, season the chicken (try lemon pepper or chicken seasoning or (optional) one sprig of fresh Rosemary placed on top of the chicken). Remove from the pan and serve hot. Please note that boneless chicken will cook faster. Therefore, at 400 let them cook only about 9 minutes per side.

Dinner Show Sequence

1. Set up for cooking presentation (Place cooking system on stove, food in 7 quart, chicken in fridge, Saladmaster Machine on counter), veggies in 11 inch skillet.
2. Ask Host for the following: 2 plates, 2 clear glasses, 2 forks, 2 bowls, spatula, and sharp knife.
3. Opening Talk
 - Up to "lost nutrients " Page
 - Pre-heat electric skillet to 450 degrees for chicken 300 for enchiladas & lasagna
 - Menu - Regular Method & Time
 - Menu - Saladmaster Method & Time
4. Cooking Presentation
 - Wash hands
 - Place 9 skinless chicken into pre-heated electric skillet
 - Enchilada's or Lasagna Follow recipe,
 - potatoes into 3 Qt. inset over 3 Qt. with water (#2 cone)
 - Rinse off starch into a glass
 - ¼ head cabbage in 11" skillet
 - Broccoli cut into florets in 11 inch skillet
 - 3 carrots in 11" skillet (#5 cone)
 - bag corn in 11" skillet
 - Salt on paper towel
 - Cake – 5 qt)
 - Rainbow slaw salad
 - Carrot test (#1 cone)
 - Show Starch

Time to Eat Serve Food Prepare Food For Serving

5. Get Baking Soda test going (Make sure to use one of the Hostess pans)
 - 316ti
 - 304 stainless steel
 - 18/10 stainless steel Alclad
 - Glass
 - Enamel
 - Teflon- Hardened Anodized
 - Cast Iron

Pan-Pot test

- Pour 1 cup water into each pan
- Stove onto high with 1 TSP baking soda
- (Bring in a Witness)
- Bring everyone into kitchen

- Do pot test and follow pot-test format HAVE EACH GUESTS TASTE EACH PAN

READ Cookware Articles

- Continue Flip Chart (... Pages.)

Clean Up

- Clean out sink, prepare soapy water and begin lids

AFTER DINNER SEQUENCE

-
1. Follow remainder of Flip Chart
 2. Ask guests which TO BOOK- host a dinner show
 3. Book dinners

- Hosting page- - GIVE gift to hostess (and acknowledge her -clapping) then book dinners- give hostess guide in addition to hosting program 4 gift brochure.
- Life Changers page
- (Closing info: The best close is a great fun educational Demo!)

Always remember to ask!

How many learned something new tonight? Did you have fun? How many enjoyed the food?

Now I'm going to give away more money-

WHAT WAS MOST IMPRESSIVE ABOUT OUR COOKWARE?

Wait for the answers from the guests if they forget to mention one of the following ask them the missing Questions. (Give them the fake 5 dollar bills when they answer)

- Did anyone like the health benefits?
- How many like the idea of keeping more nutrients in your food?
- What about the idea of cooking with less or no cooking oil?
- Did anyone like the time Savings?
- Saving cooking and preparation time with our busy life schedules?
- How many like the idea of the best Quality -lifetime cookware? Having right kitchen tools makes getting the Job done right the first time wouldn't you agree?
- What did you think about the metal test? Do you like the idea of cooking on non toxic clean cookware? Not reacting with the salts and acids in your food?
- Did anyone like the energy savings? The energy efficiency? Being the most Eco-Friendly cookware available?
- What about how beautiful it is? That's one of my favorites- it looks great in any kitchen.

Close 3rd party story:

I want to share a story with you that I think is very relative- I was doing this dinner and..... (or my colleague)

Tell third party story about the older couple buying the chef set (man had heart disease) He said: "you're talking about preventive healthcare & how could he put a price on that! (Cheaper than a day in the hospital) He said were getting the biggest set even though they hardly ever cook- but when they do they cooked for all of the family 6 married kids and spouses with 18 grandkids. So they knew they would need all of it!

Show the chef set, Tell the price 'by the piece price' then the price as a set.

Saladmaster is a very Special company they acknowledge and really recognize that when people are investing in Saladmaster's cookware that they are investing in their Health and they (like or REALLY) reward you for that!

How many of you like the electric oil core skillet we used tonight? 890.00
Anyone who invests in any of our Sets tonight will receive that as a free gift (or other A choice)– in addition to that you will receive another gift – a 450.00 gourmet skillet or another choice depending on what would fit your cooking needs. You will receive over 1200- 1800 free tonight!

So let me show you are sets: Explain what you cook in all the different pieces & Prices

Chef
Ultimate
Select
Essential

Then we have some partial sets and half sets that are within the essential set. Starting at 2995.00 and going down to 2200.

Explain price sheet and special A & B Gifts & credit card- check gifts- we also have financing.

*Pass out price sheet- brochure- and order forms (explain by the piece price vs as a set)

(Ask most interested guests to come check out the sets)

Show Visual with your cookware- Essential set- Perfect- Completer- Starter and explaining the select and above.

Show stacking

Have all the guests count their money and make a big deal about the winner & great 30.00 spoon (or measuring spoons) they won! (Give spoon to winner)

MAKE SURE THAT EACH GUEST UNDERSTANDS THE GIFTS AND WHAT COMES IN EACH SET.

Ask: Does it make sense what is free tonight?

What free choices do you like?

What would be the first thing you would cook in that?

Is it clear to you what comes in our Essential set- or other?

What SET would fit your cooking needs?

Would you like to get an additional gift by putting that on a credit card?

Would you like to receive that 150.00 bowl for writing a check?

Fill out paper work-

***Don't let anyone walk away without asking them:**

Would they like to share the saladmaster vision of healthy cooking with others by hosting a party? & getting a gift as a thank you for helping us?

Ask each person if they'd like to take advantage of our dinner special and receive free product with a set?

Closing Sequence

After the order forms have been passed out, proceed with the following... **THIS MUST BE MEMORIZED!**

- 1) Which Set would you use the most? (Wait for Answer)
- 2) Which "A" Premium would you use? (Wait for Answer)
- 3) How did you say that you would get it? (Wait for Answer)
- 4) Is that how you would like to handle it? (Wait for Answer)

ANY OBJECTION, PROCEED TO THE SMALLER SETS!

- 1) Out of all 5 sets, which one would you use the most? (Wait for Answer)
- 2) Which "A" premium would you use? (Wait for Answer)
- 3) Which "B" gift would you use most?
- 4) How did you say that you would get it? (Wait for Answer)
- 5) Show Credit card B gift & check gift. How does that sound? (Wait for Answer)
- 6) When they say "Yes" – proceed with, "GREAT! Let's just stick with that one then. Go ahead and put your name and address on the top of the order form and I'll help you with the rest..."

OTHER OBJECTIONS

- 1) Offer additional premiums that are allowed
- 2) Offer financing options
- 3) Call your Manager for assistance if needed!
 - Pick sets
 - Pick up checks

Booking Dinners From Dinners Script

After you have cleaned the kitchen, and after everyone has completed the After Meal Questionnaire, it is now time to book your dinners. What follows is a proven outline on how to continually keep your calendar full of dinners, which will lead you to financial success with Saladmaster.

Introduce your support program for the charity you are supporting and explain that every dinner that is booked and goes on earns a contribution to that charity. Be detailed.

Proceed to the first couple and say, "Okay, on your **quadruple STRENGTH BOOKING** what items would you like to have for free?"

Ask the most interested couple, "Would you host your show during the week or on the weekend, which is better for you?"

Say, "Great! Go ahead and put your show date down on the Triple Strength Booking Program

Continue with Start Time, Time Consultant Arrives, etc.

Take their Q. form sheets and write the date of their shows on the sheet so you can fill them in your Dinner Reservation Book when you get home.

OBJECTION: "I want to check my or my friends schedule"

ANSWER: "That's fine, what we do find is that it's best to aim for a day, that way you can tell your guests the day that you have picked and check to see if they can make it, so would during the week or weekend probably work best for you?"

When you receive an answer, proceed with giving them your next available date and continue to fill in the blanks.

Once the dinner is booked, follow this formula for increasing your hold-up!

I will not be calling you to confirm your shows, the reason is because you can count on me to be there no matter what...even if everyone cancels on you, I won't, again, I won't be calling to confirm you shows.

Call back 3-4 days before the date of the dinner and ask only for a head count so you know how much food to bring. If the Host tells you that some or all of the couples have cancelled on her, you tell her that it's OK, because you are not going to cancel on them. You will be there 30 minutes before the start of the show even if it's just the host that is going to be there. YES – EVEN IF THEY OWN A SET!

If the show has been booked out more than 10 days, call back 5-7 days before the show and then again 3- days before.

If you are unable to get a hold of the hosts, leave a message like the following, "Hi _____ it's _____ from _____, Saladmaster calling, just leaving you a message that I'm looking forward to seeing you on (Give date and start time and that you will arrive 30 minutes early), I'll bring enough food for 6 people and a little extra. We'll see you then!"

Wrap Up:

Now, how many shows do you have booked for this week? Ok, keep up the great work and I will call you again next week to see how you're doing. Call me anytime if you have questions.

Quarterly Tracking Report

October					
	Started	Completed	Sets Sold	Dinners Cooked	Volume
Phase I					
Phase II					
Total					

November					
	Started	Completed	Sets Sold	Dinners Cooked	Volume
Phase I					
Phase II					
Total					

December					
	Started	Completed	Sets Sold	Dinners Cooked	Volume
Phase I					
Phase II					
Total					

QUARTERLY TOTALS					
	Started	Completed	Sets Sold	Dinners Cooked	Volume
Phase I					
Phase II					
Total					

Policies and Procedures

- 1) **QUALIFIED SALE:** Any sale with a retail value equal or greater than the smallest set available from _____, which has been approved and delivered.
- 2) **SEMI-QUALIFIED SALE:** Any sale with a retail value less than the smallest set available from _____, which has been approved and delivered. Commissions only will be given on such sales.
- 3) **QUALIFIED RECRUIT:** Any recruit who has been accepted into the Saladmaster Spirit of Success Program and has completed Phase I successfully.
- 4) **ACTIVE:** An active Sales Consultant is defined as one who sells & delivers a minimum of 1 set of Saladmaster per month. Active Group Manager or Distributors are expected to sell & deliver 4 sets per month. All should attend one meeting per week minimum.
- 5) **INACTIVE:** A Sales Consultant becomes inactive after 30 consecutive non-active days or when he/she leaves the Saladmaster Business. An in-active status you should attend 1 day of re-training. If inactive for more than 30 days, you will forfeit all overrides, bonuses (including stock program) and contest credit for the next month. You will have 1 opportunity to become active again and collect your past over-rides. This opportunity will last for 15 days once you have gone inactive. Over-rides will only go to the Managers on a case-by-case basis. All decisions by the Dealership are final.
- 6) **GROUP:** All Sales Consultants in a group excluding the Distributor/Group Manager
- 7) **REGULAR ORDER:** A regular order is one, which qualifies for delivery of all merchandise, and sales commission is paid to the Sales Consultant.
- 8) **NON-REGULAR ORDER:** A non-regular order is one, which qualifies for partial delivery or partial commission or any combination of the two. No over-rides are paid on these orders until they become a regular order.
- 9) **AWARDS AND TRAVEL:** When an award or travel club is won, we will check with you to make sure you are able to take the trip. If, for any reason, you are unable to take the trip after the travel has been booked, you will be charged the complete expense of the trip.
- 10) **PURCHASING PRODUCTS:** All Consultants through Distributor are allowed to purchase products at a special reduced price. Check with the office for the current Consultant prices.
- 11) **GROCERIES:** All Senior Sales Consultants, Group Managers and Distributors are responsible for their own groceries.
- 12) **QUALIFIED PRESENTATION:** A qualified presentation is one where two or more gainfully employed couples are in attendance in addition to the host & hostess. Two single persons, in lieu of a couple, also qualify if they are in a position to make their own

financial decisions. A person attending with out their spouse/partner does not qualify as single. Gainfully Employed means that the attendee has the ability to purchase a major household item thru cash, or credit method.

13) **HOSTESS GIFT:** A Hostess gift is defined as the Saladmaster Machine or any item out of the Triple Strength Booking Program Hosts may earn more Saladmaster merchandise through hosting additional shows. The Dealership is responsible for supplying hosting gifts for a **qualified** presentation at no cost to the Consultant at Trainee thru Senior Consultant levels. Once at the Distributor & Group Manager level, Hosting Items will be sold to you at a reduced price

15) **GUIDELINES FOR PHASE I & PHASE II:**

- No Commission paid to recruits riding on another consultants dinner show.
- A new recruit who books their Phase 1 presentation will receive 5% commission. The experienced consultant/manager doing the dinner will give up 5% of their commission. All sales and recognition will belong to the experienced consultant during Phase I only. All future bookings from Phase 1 will belong to the new recruit. During Phase 1 only, the Trainee can earn Hosting Items in addition to their commission.
- During Phase 2, a new recruit will receive all sales credit for contests and recognition. If a new recruit is unable to do the presentation and requires an experienced consultant to perform any segment of the presentation (Flip-chart / Cooking / Pot-test / Showing the Sets), the new recruit will be paid at Phase 1 level. However, all credit for contests and promotions will still be applicable for the new recruit.

All decisions on Phase 1 & 2, fees and commission structure will be at the sole discretion of this Dealership. Fairness will be the goal.

16) **PAY PROGRAM SCENARIOS:**

- If Manager, Senior Consultant or Consultant does their recruits Phase 1 or Phase 2 shows, there is no \$100.00 Recruiting Bonus paid to them. The Senior Consultant or Consultant will make the difference between the Phase 1 or Phase 2 pay and their commission level.
- No Splitting Commissions

If a Senior Consultant has a recruit that reaches their level, the \$100.00 recruiting

17) **COMMISSIONS:** All commissions are paid once a week on approved sales. Commission may be effected by, the consultant offering "Same As Cash" or "Deferred Payment" options. Additional gifts, demo kits and hosting items may also affect payout. All original paperwork must be received at _____ office no later than Thursday in order to be paid on the following Monday. Checks are distributed every Monday night at Open House. Checks will be mailed to Consultants who are unable to attend bonus will stop, until the Senior Consultant reaches a higher level than their recruit.

Foodture reserves the right to withhold commissions until all paperwork and payments (checks or cash) due from orders or sample kit has been received.

19) **COLLECTION OF DELINQUENT ACCOUNTS:** Every Sales Consultant, regardless of level achieved, will be responsible to assist _____ in collection of delinquent accounts for which the Sales Consultant has received commissions.

20) **CASH SALES:** Cash orders are deemed as check or cash.

21) **STOCK PROGRAM:** Consultant should attend 1 meeting per week. When Stock Program is completed you will receive the same size set that you purchased excluding premium items. All earned Stock Program sets must be sold or used for your personal sample set. Sets sold must be from dinner shows that you have booked. When you sell your set, you will receive the retail amount less any credit card or financing fees, and premium items that are part of the set you sell. Premium items will be charged to you at ½ of retail. For your Stock Program at least 20 of the 30 dinner presentations during the Stock Program must be group dinners where at least 3 couples are in attendance for the entire presentation, (Host counts as one of the couples). _____, reserves the right to contact any host or hostess at any time to confirm if a presentation is qualified.

All stock program sales must be cash, check, credit card or approved finance only. You must also call and talk with your Dealer every 10 shows of your Stock Program.

22) **DRESS CODE:** At _____, professional attire is always worn. There are no jeans at the office or on the dinner presentations. You are asked to use your best judgment and "DRESS FOR SUCCESS!"

23) **DIRECT DEALER:** Upon promotion to Direct Dealer you can choose two people from your organization to begin your new dealership with. All Stock Program payouts, along with any and all contest payouts become the responsibility of the new Dealer, immediately upon promotion.

VISION: Saladmaster's Vision is, "WE CHANGE LIVES". This is exactly what you are doing when you are with Saladmaster. We change the customer's life by introducing them to the healthiest possible way of preparing their food. This is something that they are going to have for the rest of their lives. We also have the power to CHANGE LIVES by sharing this incredible opportunity with people. Peoples lives have been radically changed for the better just by being with Saladmaster. We are a TEAM that helps one another and supports one another. We are CHANGING LIVES!

By signing below I acknowledge that I have read and understood and will comply with the _____ Policies and Procedures.

(DATE)

(CONSULTANT)