

**The Pampered Chef Leadership Summit
Doris Christopher, Founder and Chairwoman of the Board
Keynote**

Welcome to Dallas!

I can't think of a better place for The Pampered Chef's Leadership Summit.

Here we are, right in the heart of Dallas, where they have a new slogan: "Live Large. Think Big".

Dallas is a city built on big dreams by pioneers and entrepreneurs alike. They saw unlimited opportunities for generations to come. Hmmm...sounds very familiar to me. How about you?

Well, I think it really captures the spirit and energy of the people who call Dallas home.

You know, it's true – everything is bigger down here – especially the “Texas size” welcome and hospitality!

And “big” perfectly describes the next three days ... as in opportunities to learn and share. In fact, aren’t opportunities just dreams waiting to happen?

Well, at The Pampered Chef, we believe in helping each of you make your dreams happen.

That’s why The Pampered Chef has never been a company to rest on its laurels. Each year we reach higher ...

... go further ...

... and touch people in new and meaningful ways.

I am always amazed at what The Pampered Chef has achieved in the past, and the potential it holds for the future.

Because here at The Pampered Chef, the opportunities to grow as a company, ... and as a company of caring people, ... are limitless.

Just like the founders of this great city, we’ve come to Dallas to think big, dream even bigger ... and explore new opportunities.

None of you are strangers to opportunity.

You seized the opportunity before you and that's why today, you are all field leaders.

Congratulations!

(leads applause)

The next three days are all about how your dreams can take you even further. Maybe it's to the next level, or maybe it's our next incentive trip, ... or both. One thing is for certain: ... The 2007 Leadership Summit is all about inspiring you to new heights.

Now, inspiration and dreams. That reminds me of a talk I gave last fall at my alma mater – the University of Illinois – to a large group of students. The topic? Real life Lessons for Entrepreneurs.

I had to admit to them ... that if anyone had asked me 27 years ago if I was an entrepreneur, ... I would have said, “No, I am a homemaker and mother with a part-time business.”

I didn't realize I was an entrepreneur back then.

Perhaps you can identify with that...

“Who, me? An entrepreneur?”

After all, doesn't starting your own business mean investing a lot of money in a business or plan that carries a lot of risk?

Doesn't it require you to work around the clock to make it happen?

And that you're completely on your own, without anyone to guide or support you?

Well, that doesn't sound like The Pampered Chef at all, does it?

The truth is, here at The Pampered Chef we are entrepreneurs.

But, we have improved the entrepreneur model. Just like everything else we do here, we have created entrepreneurship on our terms.

Of course our version means...

- You have unlimited opportunity and flexibility unlike most entrepreneurial businesses
- You can make a difference in your family's life and so many others, just by working your Pampered Chef business

- You make wonderful friends along the way...
- You have little investment of money
- You have a reasonable but not excessive investment of time...
- And you have the support of each other and the Home Office.

Your business succeeds as you offer others the opportunity to set up their own business just like you...

Those are the things that give me the greatest sense of pride about our opportunity – you benefit others as you benefit yourself. And you're never alone in your business.

But like any entrepreneurial business, to make your business work, you have to work your business.

You know, when I started out, I made a promise that my family came first. And I can honestly say, I kept that promise. "Family first" is at the very core of the Pampered Chef philosophy.

Of course, it all started when I wanted a job with flexible hours. I didn't want to miss a thing when it came to my two daughters – not their

first day of school, not their first ride on a two-wheeler, not one piano recital.

But when we got the business on its feet, we learned two important business facts: One - when you run a small business, there is always something to do. And two - if I wanted my business to work, I had to work the business. Did it mean that I could take a day off when I wanted to?

Yes. But it certainly taught me a big lesson about work life balance, and of course ... “sticking to it.”

It was a lesson that I shared with the University of Illinois students as well. It’s really “Entrepreneurism 101.” It may start with dreams and opportunity, but success depends on commitment, determination and perseverance.

You are all graduates of “Entrepreneurism 101” whether you realize it or not. You took an opportunity, rolled up your sleeves, you made it your own, and you succeeded.

But now, all of you are ready for some graduate studies – how about “Advanced Entrepreneurism” right here in Dallas?

So, in the next few days, you will hear about new programs and ideas designed to take you to the next level of entrepreneurship - to grow your business and bring others along with you.

It is my hope that you will put to work all that you learn and experience over the next few days.

And by doing so, you continue the mission of The Pampered Chef: ... to provide opportunities for individuals to develop their God-given talents and skills to their fullest potential, for the benefit of themselves, their families, our customers and the company.

But truly, the heart of The Pampered Chef mission is opportunity. Remember not long ago how someone reached out to you and said, “I have something wonderful in my life, and it is helping me achieve my dreams. May I share it with you?”

Well, today I am reaching out to all of you as both the company’s founder, friend and fellow entrepreneur. You possess something wonderful ... unlimited opportunities, unlimited dreams, and unlimited potential as a Pampered Chef entrepreneur.

So, take in all this Leadership Summit has to offer in inspiration, education and fun. And then take home with you renewed vision and enthusiasm for your role as a Pampered Chef entrepreneur.

Share the opportunity with those around you ... and show them how to achieve their dreams with The Pampered Chef.