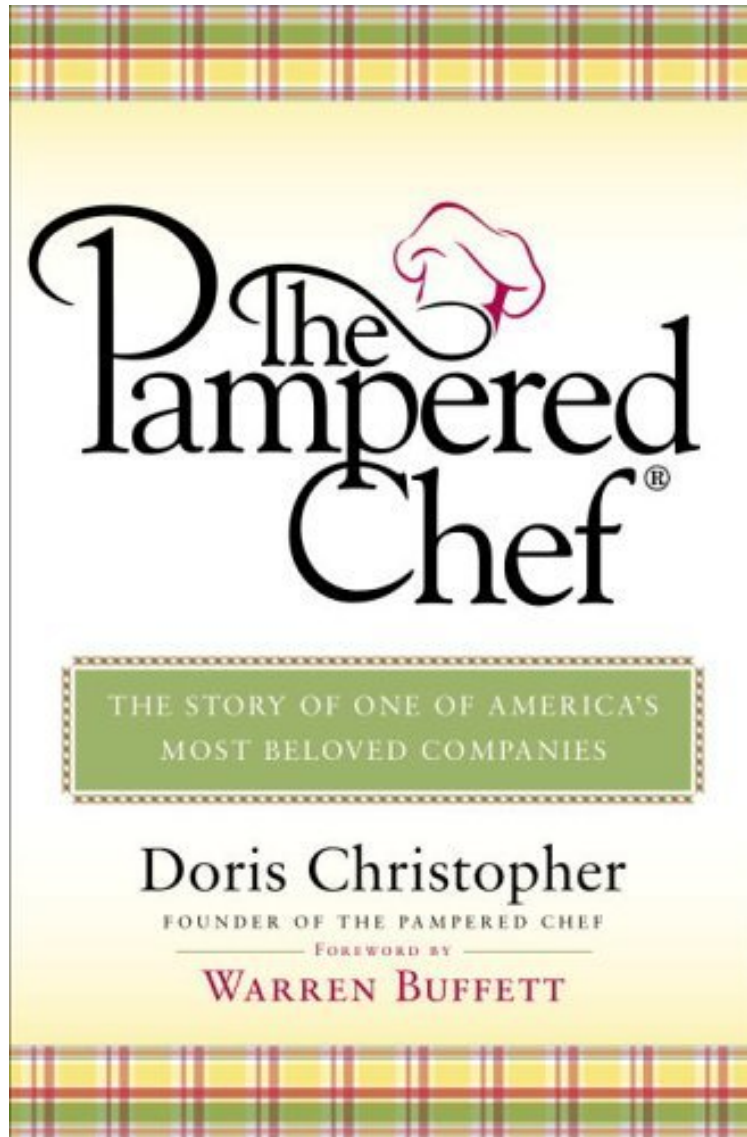


[Pdf free] The Pampered Chef: The Story of One of America's Most Beloved Companies

## The Pampered Chef: The Story of One of America's Most Beloved Companies

*Doris Christopher*

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**Doris Christopher : The Pampered Chef: The Story of One of America's Most Beloved Companies** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Pampered Chef: The Story of One of America's Most Beloved Companies:

0 of 0 people found the following review helpful. A Delightful History of The Pampered ChefBy KathleenJBAs an Independent Director with The Pampered Chef, I had a special interest in reading Doris Christopher's story of how her

company came to be. Doris is a soft-spoken, elegant, graceful woman with high integrity and a strong work ethic. All of these personal characteristics are evident as you read this book. Her success was not immediate, but rather was achieved through discipline, focus and a commitment to her mission: to bring families around the dinner table by creating meals in 30 minutes with high quality kitchen tools. I love my association with this company who treat not only their customers and hosts with respect and top-notch service, but also treat their consultants with incentives and acknowledgment of their achievements regularly. The kitchen cooking parties are not only fun but informative for all who attend. This book is easy to read and contains great tips for beginning a business and achieving your dreams! 0 of 0 people found the following review helpful. Great motivator By Birgit Rohm I admire Doris and her husband for building such an incredible successful company. What an accomplishment. It is a very motivating book and very helpful when you are starting your own business, too. I love that Doris's priorities were her family but at the same time she wanted to work. She did both with great passion and her husband was her greatest supporter. The perfect recipe for success. What I did not like about the book was the long introduction about Doris' whole life. Of course it is very interesting to know who she is, but I was more interested from a business point of view, therefore the personal story was too detailed for my taste. 0 of 0 people found the following review helpful. Great read about a great company. By jhutcheson As an independent consultant with The Pampered Chef, I enjoyed reading the history of a great company. Doris started out with a simple idea to help her family, and has turned it into a multiply million dollar company.

At Berkshire Hathaway, we like companies that are easy to understand. Doris Christophersquo;s ldquo;keep it simplerdquo; approach has a lot to teach anyone who is reaching for the American Dream. Frankly, if I cansquo;t understand a companysquo;s business, I figure their customers must have a pretty hard time figuring it out, too. I would challenge anyone on Wall Street to take \$3,000 and do what Doris Christopher has done: build a business from scratch into a world-class organization. But follow the simple steps in this book, and it just might happen. Come see me in Omaha when yoursquo;ve put together your own recipe for success; we pay cash and Bershirersquo;s check will clear. In the meantime, read this book. Then, read it again.-- Warren Buffet from the foreword to The Pampered Chef The Pampered Chef is Doris Christophersquo;s extraordinary account of how she turned an innovative concept and \$3,000 investment into a business with annual sales approaching the billion-dollar mark. It is packed with real-life lessons and inspiring insights for small-business owners and aspiring entrepreneurs. In 1980 Doris Christopher, a former home economist and teacher, was itching to get back into the workforce after an eight-year hiatus as a stay-at-home mom. Drawing on her personal and professional expertise, and determined to make cooking easier and more convenient for families, she started selling high-quality kitchen tools through cooking demonstrations to groups of women in their homes. Today, the company she started in her basement, The Pampered Chef, is celebrating its twenty-fifth anniversary and has grown into a corporation with tens of thousands of independent kitchen consultants. Now owned by Berkshire Hathaway, The Pampered Chefsquo;s Kitchen Consultants present more than a million Kitchen Shows a year, attended by more than 12 million people. THE PAMPERED CHEF is the story of the vision, energy, hard work, and chutzpah that drove Christopher and her company to the height of success. She describes her early days as a ldquo;one-woman show,rdquo; chronicles the companysquo;s gradual expansion, its challenges and growing popularity, and the process, offers invaluable advice and sound strategies on how to found and grow a business, including: Hard learned lessons for start-up entrepreneurs How to create a business concept and set your priorities Knowing when to expand and when to slow growth so that demand doesnrsquo;t overwhelm your operations or supplies How to counter the naysayers and deal with adversity Today, as at the companysquo;s founding, achieving a better balance between work and family remains central to The Pampered Chefsquo;s mission. THE PAMPERED CHEF brings Christophersquo;s recipe for success to women, and men, everywhere.

From Publishers Weekly Christopher's multimillion-dollar kitchen tools company, the Pampered Chef, was recently acquired by Warren Buffett's Berkshire Hathaway; her book documents how she turned a \$3,000 initial investment into a thriving direct sales business that today employs tens of thousands. After a perfunctory foreword by Buffett, the book progresses more or less chronologically from Christopher's initial idea in 1980 (to sell high quality tools by way of TV infomercials), through her business development and hiring her first employees, to her quick expansion into a large international company. Along the way, Christopher shares the lessons learned from her business, including tips on starting up, handling organizational growing pains, customer service advice and wisdom on how to treat employees. Yet while Christopher's guidance is useful to aspiring entrepreneurs, her business advice is fairly basic, and written in a tone that is modest to a fault. Despite her tremendous business success, Christopher continuously downplays her own drive in favor of the assertion that her only desire was to put her kids through college and help her family. For those with other motivations, it will quickly become tiresome. (July) Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. From Booklist Starting from her basement, underchallenged housewife Doris Christopher built a billion-dollar business over a quarter of a century selling kitchen tools. So successful was Christopher's enterprise that she eventually sold it to megacapitalist Warren Buffett. In this autobiography, Christopher describes her business' humble beginnings and offers a road map for other entrepreneurs

seeking to emulate her achievement. Christopher's accomplishment relies on an army of "kitchen consultants" who demonstrate their wares to groups of potential customers in a pattern similar to that used by Mary Kay Cosmetics. This direct-sales approach creates company loyalties that sustain business for the long term. In chatty prose, Christopher describes how she helped her business grow and how she learned at each step to delegate duties, solve problems, keep employees motivated, and to make customers happy. She identifies crucial times of change and tells how she worked with her husband to overcome problems with suppliers whose vision fell short of her own prescience. Mark Knoblauch

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About the Author

**DORIS CHRISTOPHER** is the founder and CEO of The Pampered Chef, Ltd. She has been featured in numerous publications, including *Fortune*, *Working Woman*, and *The Wall Street Journal*. She lives in the suburban Chicago area.