



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

*Doris Christopher*

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*The Pampered Chef* is Doris Christopher'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 (now owned by Berkshire Hathaway) with tens of thousands of independent Kitchen Consultants who 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 "one-woman show," chronicles the company'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 doesn't overwhelm your operations or supplies
- How to counter the naysayers and deal with adversity

Today, as at the company's founding, achieving a better balance between work and family remains central to The Pampered Chef's mission. *The Pampered Chef* brings Christopher's recipe for success to women, and men, everywhere.

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