

## OCTOBER 5, 2001

|  | HERE'S W HAT TO LOOK FOR INSIDE ... |  |
| :--- | :---: | :--- |
| - Referral Bonuses | - WOTC Documentation | - From Benefits |
| - Management Shirts | - Pumpkin Chuck Update | - Top 20 Sales Volume |
| - August WOTC Winners | - October 14 Coupons | - Top 20 Sales Increase |

## REFERRAL BONUSES

Congratulations to the following individuals for their efforts with the manager referral bonus program ...

| Star Cast Member | $\underline{\text { Loc\# }}$ | Referral | $\underline{\text { Bonus }}$ | Star Cast Member | $\underline{\text { Loc\# }}$ | Referral | $\underline{\text { Bonus }}$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Doug Groves | 068 | Don Dalton | $\$ 550$ | Antonella |  | 755 | Bruce Jones |

For information on how YOU TO O can earn a referral bonus, contact your Regional Recruiter or Raquel Sifuentes at (972) 258-5464. KEEP THO SE REFERRALS COMING!


## APPROVED MANAGEMENT UNIFORM SHIRTS

Just a reminder ... October $1^{\text {st }}$ was the day that ONLY the newest management uniform shirts are to be worn ... and don't forget the "one button down" rule for managers and cast! If you have any questions, please call your DM or Regional Trainer.


## TRAINING UPDATE

In this week's package, you will receive a "Road Show Magic - Live Training" tape. Use this training tool to refine your presentation of the boom-box live show. I am certain you will pick up a few helpful hints and ideas to enhance your show. Do you know the standards on performing the "Live Show"? This is a great way to create MAGIC for your guests!

## W.O.T.C. WINNERS - AUGUST 2001

Congratulations to the following managers who are our W.O.T.C. W IN ERS for AUGUST!

## ELECTRIC BILL P\&L CREDIT

| WESTERN REGIO N | \# 358-TORRANCE, CA | BILL BRO W N |
| :---: | :---: | :---: |
| NORTHERN REGION | \# 718-ORLAND $0 /$ I-D rive, FL | JORGE RODRIGUEZ |
| MIDWEST REGIO N | \# 063-CHICAGO/Kedzie, IL | HECTOR RAMOS |
| SO UTHERN REGION | \# 417 - SAN ANTO NIO / M ilitary Dr, TX | TERENCE VALERA |
|  | 00 AMERICAN EXPRESS GIFT CERTIFICAT |  |



## ACCEPTABLE DOCUM ENTATION FOR WOTC

S Document \# 1: Driver's License, Picture ID, or Birth Certificate:<br>The States are looking for proof of age. A driver's license or birth certificate is the best type of document. 0 ther acceptable types of documents are: baptismal record hospital record of birth school identification card federal/state/local government ID school records<br>S Document \# 2: AFDC (Aid to Families with Dependent Children) Benefit History or Case W orker's Name \& Case \# : * Employee may provide something from the agency stating period of coverage. It is best if the documentation is on the agency's letterhead.<br>S Document \# 3: Food Stamp Benefit History and Case W orker's Name and Case Number: * Employee may provide something from the agency stating period of coverage. It is best if the documentation is on the agency's letterhead.<br>S Document \# 4: DD 214 or Discharge Form:<br>Employee should provide official documentation showing months employee served in military. A DD214 is the most common type of discharge form.<br>S Document \# 5: Vocational Rehabilitation Agency Contact: *<br>Employee should provide something from the rehabilitation agency showing participation dates in agency's program. It is best if the documentation is on the agency's letterhead.<br>S Document \# 6: Parole 0 fficer Name and Phone Number: * Self-explanatory.<br>S Document \# 7: Names, SSNs, and last 6 months income of all household members:<br>Self-explanatory; also, an employee who lives alone or has not been employed in the past 6 months should submit a statement to that effect.<br>S Document \# 8: Pay Stub from prior employment:<br>Self-explanatory; an employee who has been incarcerated in the last 6 months will not have a pay stub; should submit a statement w/this information.<br>S Document \# 9: Proof of Home Address:

The Form W-4 may be the easiest to provide. Acceptable types of documents are listed below:

| utility bill | lease | library card | food stamp award letter |
| :--- | :--- | :--- | :--- |
| rent receipt | voter registration card | medicaid medicare card | housing authority verification |
| driver's license | school ID | property tax record | selective service registration card |
| public assistance records | work permit | Form W-4 | letter from social service |

S Document \# 10: SSI Documentation (Supplemental Security Income) *
The employee may provide something from the agency that shows that the employee has received at least one SSI payment during the 3 months prior
to their hire date. It is best if the documentation is on the agency's letterhead. A check stub or bank statement from direct deposit may also be used.
NOTE: SSI payments and Social Security payments are two different types of benefits. This category is for SSI only.

* A release form can be completed and signed as documentation. Contact Pat Beaty, Jerremy Brister, or Ernst and Young for a release form.


## ARE YOUR PUM PKIN CHUCKS GONE?!?!

great!! make sure you are selling birthday chuck until the new christm as chuck arrives!!
Keep ordering all plush sizes - that is the current STANDARD! Don't be surprised when someday soon you are told that some sizes have been discontinued! The goal for the end of 2002 is to carry only SMALLS (except Pasqually), BEANIES, LIMITED EDITIO NS, BACKPACKS, and SUPER sizes!

## OCTO BER 14, 2001 COUPON PROM OTION

All markets will be participating in a coupon promotion in 0 ctober. Coupons will be in newspapers on 10/4. Below is a detailed list by market with coupon versions:

| SUPER FAM ILY FUN PACK |
| :---: |
| -1 large pizza with 1-2 toppings |
| or Super Combo |
| -4 regular size soft drinks |
| -30 tokens |
| ONLY \$19.99 WITH COUPON |


| Albany | Boise |
| :--- | :--- |
| Albuquerque | Boston |
| Alexandria | Buffalo |
| Amarillo | Cedar Rapids |
| Atlanta | Charlotte |
| Augusta | Chattanooga |
| Austin | Cincinnati |
| Bakersfield | Cleveland |
| Baltimore | Columbia, SC |
| Beaumont | Columbus, GA |
| Biloxi-Gulfport, MA | Corpus Christi |
| Binghampton/Vestal | Davenport |
| Birmingham |  |

## CHUCK E.'S CHOICE

- 1 large pizza with 1-2 toppings or Super Combo
- 4 regular size soft drinks - 48 tokens

ONLY \$22.99 WITH COUPON

## FUN MEAL DEAL <br> 1 large pizza with 1-2 toppings or Super Combo <br> - 4 regular size soft drinks - 75 tokens <br> ONLY \$25.99 W ITH COUPON

## ULTIM ATE PLAY PACKAGE

- 1 large pizza with 1-2 toppings or

Super Combo

- 4 regular size soft drinks - 99 tokens

ONLY $\$ 29.99$ WITH COUPON

| SUPER FAMILY FUN PACK <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 30 tokens <br> O NLY \$19.99 W ITH COUPON Add a medium pizza for $\$ 7.99$ | CHUCK E.'S CHOICE <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 48 tokens <br> ONLY \$22.99 WITH COUPON <br> Add a medium pizza for $\$ 7.99$ | FUN MEAL DEAL <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 75 tokens <br> O NLY \$25.99 W ITH COUPO N <br> Add a medium pizza for $\$ 7.99$ | ULTIM ATE PLAY PACKAGE <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 99 tokens <br> O NLY \$29.99 WITH COUPO N Add a medium pizza for $\$ 7.99$ |
| :---: | :---: | :---: | :---: |
| Baton Rouge Columbus, OH | Green Bay Harrisburg, PA New Orleans, LA |  |  |
| \$9.99 LARGE PIZZA <br> - 1 large pizza with one topping <br> ONLY \$9.99 WITH COUPON | SUPER FAMILY FUN PACK <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 30 tokens <br> ONLY \$19.99 WITH COUPON | FUN MEAL DEAL <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 75 tokens <br> ONLY \$25.99 W ITH COUPO N | ULTIM ATE PLAY PACKAGE <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 99 tokens <br> ONLY \$29.99 WITH COUPON |
| Colorado Springs D/FW Chicago | Denver Detroit <br> Hartford | Indianapolis Las |  Reno <br>  Tampa |


| Dayton/Springfield | Kansas City | Midland/Odessa | Roanoke | Springfield, MO |
| :--- | :--- | :--- | :--- | :--- |
| Des M oines | LaCrosse | Milwaukee | Rochester | St. Louis |
| El Paso | Lafayette | Mobile/Pensacola | Rockford | Toledo |
| Evansville | Lansing | Montgomery | Sacramento | Topeka |
| Flint/Saginaw | Lexington | Nashville | Salinas/M onterey | Tulsa |
| Fresno/Visalia | Lincoln | New York | San Antonio | Tyler/Longview |
| Ft. Smith/Fayetteville | Little Rock | 0 maha | San Diego | Vancouver |
| Ft. Wayne | Los Angeles | Orlando | San Francisco | Washington DC |
| Grand Rapids | Louisville | Palm Springs | Savannah | West Palm Beach |
| Greenville, SC | Lubbock | Philadelphia | South Bend | Wichita Falls |
| Houston | McAllen-Brownsville | Providence | Springfield, IL | Wichita, KS |
| Huntsville | Memphis | Raleigh/Durham | Springfield, MA | Wilkes-Barre/ Scranton |
| Jacksonville |  | Richmond |  | Youngstown/Boardman |


| \$9.99 LARGE PIZZA <br> - 1 large pizza with one topping <br> ONLY $\$ 9.99$ WITH COUPON | SUPER FAMILY FUN PACK <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 30 tokens <br> ONLY $\$ 19.99$ WITH COUPON | FUN MEAL DEAL <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks - 75 tokens <br> ONLY \$25.99 WITH COUPON | ULTIM ATE PLAY PACKAGE <br> - 1 large pizza with 1 or 2 toppings or Super Combo <br> - 4 regular size soft drinks 99 tokens <br> ONLY \$29.99 WITH COUPON |
| :---: | :---: | :---: | :---: |


| \$9.99 LARGE PIZZA | SUPER FAMILY FUN PACK | FUN MEAL DEAL | ULTIM ATE PLAY PACKAGE |
| :---: | :---: | :---: | :---: |
| - 1 large pizza with one topping | - 1 large pizza with 1 or 2 toppings or Super Combo | - 1 large pizza with 1 or 2 toppings or Super Combo | - 1 large pizza with 1 or 2 toppings or Super Combo |
|  | - 4 regular size soft drinks | - 4 regular size soft drinks | - 4 regular size soft drinks |
| ONLY \$9.99 WITH COUPON | - 30 tokens <br> ONLY \$19.99 WITH COUPO N | - 75 tokens <br> ONLY \$25.99 W ITH COUPON | - 99 tokens <br> ONLY \$29.99 WITH COUPON |

Call POS with any register questions (after hours 817/870-0744) or Piper Shealy in Marketing with questions about this promotion.

## FROM THE BENEFITS DEPARTM ENT

The Benefits Department has been receiving a lot of return mail for employees that have incorrect addresses. Please be sure that if you move or if your address is incorrect you must submit your address change in writing (using the back of your paycheck stub) to the Payroll Department, doing so will change your address with all our insurance carriers. If you have a $401(\mathrm{k})$ Plan you must submit your address change in writing to Bill Botel in the Benefits Department.

If you are enrolled in the Health Plan, please verify that premiums are being deducted from your check, if premiums are not being deducted you may not be covered.

Please remember if you have had a family status change, it MUST be reported within 31 days, with appropriate documentation, if you want to change your Health Plan elections. If the family status change is not reported within 31 days, you will have to wait for Open Enrollment to make changes to your Health Plan elections.

| TOP 20 SALES VOLUME |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loc\# |  | sales | rank | loc\# | location | sales |
| 1. | 446 | Bell, CA | \$85,739 | 11. | 613 | Douglasville, GA | \$51,521 |
| 2. | 418 | Sun Valley, CA | \$76,295 | 12. | 325 | Fullerton, CA | \$50,987 |
| 3. | 465 | Torrance, CA | \$59,405 | 13. | 841 | Brookfield, WI | \$50,760 |
| 4. | 453 | Ventura, CA | \$58,909 | 14. | 438 | Kendall, FL | \$50,552 |
| 5. | 513 | Q ueens, NY | \$58,882 | 15. | 422 | Garden Grove, CA | \$50,546 |
| 6. | 321 | Newark, CA | \$55,877 | 16. | 410 | Sacramento, CA | \$50,053 |
| 7. | 456 | Skokie, IL | \$53,646 | 17. | 444 | San Bruno, CA | \$49,300 |
| 8. | 420 | Brandon, FL | \$53,485 | 18. | 333 | Vancouver, W A | \$46,959 |
| 9. | 407 | Corona, CA | \$53,370 | 19. | 357 | Lakewood, CA | \$46,601 |
| 10. | 324 | Pasadena, CA | \$52,362 | 20. | 439 | National City, CA . | \$46,212 |
| TOP 20 SALES INCREASE |  |  |  |  |  |  |  |
| rank | loc\# | location | \% increase | rank | loc\# | location | \% increase |
| 1. | 525 | East Hanover, NJ | 56.7\% | 11. | 471 | Newington, NH | 31.4\% |
| 2. | 543 | King of Prussia, PA | 51.9\% | 12. | 085 | Rochester Hills, MI | 30.6\% |
| 3. | 320 | Thousand Oaks, CA | 44.6\% | 13. | 650 | New London, CT | 29.1\% |
| 4. | 326 | Lansing, MI | 41.5\% | 14. | 042 | Fresno, CA | 28.6\% |
| 5. | 337 | O akland Pointe, MI | 35.6\% | 15. | 473 | Brockton, M A | 28.3\% |
| 6. | 504 | Commack, NY | 35.4\% | 16. | 095 | Chino, CA | 28.1\% |
| 7. | 690 | Jensen Beach, FL | 32.7\% | 17. | 457 | Lowell, MA | 28.0\% |
| 8. | 479 | Natick, M A | 32.6\% | 18. | 411 | Simi Valley, CA . | 27.2\% |
| 9. | 751 | North D armouth, M A | 32.0\% | 19. | 954 | W ilmington, DE | 26.4\% |
| 10. | 464 | Attleboro, M A | 31.7\% | 20. | 456 | Skokie, IL . | 26.1\% |



OCTOBER 12, 2001

## HERE'S WHAT TO LOOK FOR INSIDE ...

- W HITBY, ONTARIO NUO
- REFERRAL BONUSES
- TECH SUPPORT UPDATE
- MERCH UPDATE
- KIDS! GOTTA LOVE 'EM!
- MARKETING MATERIALS
- HALLOW EEN EMAIL COUPON
- TOP 20 SALES VOLUME
- TOP 20 SALES INCREASE


## CHUCK E. INVADES W HITBY, ONTARIO!



CONGRATULATIONS to the NEW UNIT OPENING TEAM:

Back row, left to right .
CHAD TRAVIS, General M anager
TREVOR ALLISO N, Coordinator
RYAN LIND ERS, New Unit Trainer
JULIAN AVILEZ, Trainer
NATHAN ZALESKI, Trainer
TREVO R PESZKO, Trainer

Front row, left to right
CASSANDRA CADOGAN,
Assistant M anager
KELLY KINTO P, Trainer

## REFERRAL BONUSES

Congratulations to the following individuals for their efforts with the M anager Referral Bonus Program:

| Star Cast Member | Location |  | Referral |
| :--- | :---: | :--- | :---: |

For information on how YOU TOO can earn a referral bonus, contact your Regional Recruiter or Raquel Sifuentes at (972) 258-5464. KEEP THO SE REFERRALS COMING!

## NEW ENHANCED RETRACTABLE SEAT BELTS FOR THE MEMO PARK ELY HELICOPTER AND DELTA FLY RIDES

A new retractable seat belt for the Ely Helicopter and Delta Fly rides is now available through the CEC Parts Department is. The part number for the seat belt is MPS-0007 and the cost is $\$ 51.75$.


The new seat belt includes a safety switch that is located inside the female end of the belt. The picture at left should give you a general idea of what the new seat belt looks like.

The CEC Parts department can be contacted at 972/258-5548.

# UPDATE FROM PRIZE/M ERCHANDISE 

## YIPPEE!

We have straws in the \$1.99 Category! Please make sure you have them in stock!


## MARKETING MATERIAL UPDATE

At the end of this week, all locations will receive a shipment of 500 new Birthday Comment/ 0 rder Cards with updated pricing. If your location is on a unique pricing structure, the order card will not display any pricing information.

The cost of $\$ 32.75$ plus tax and shipping will be billled to the office supply account of each location. Reorders can be made by calling American Business Forms.

Please be sure to always maintain clean and unfaded menu panels, counter mats, bill changer signs, and table tent inserts. If you need to replace any of these items, they can be ordered through the Purchasing Department.

If you have any questions, please call Gary Frank at 972/258-5635.

## HALLOW EEN EMAIL COUPON

In an effort to help drive sales during the Halloween time-period, we plan to e-mail the following coupon to guests in our database next week:

> 100 FREE TOKENS WITH THE PURCHASE OF A LARGE ONE TOPPING PIZZA -EXPIRES NOVEM BER 2, 2001

Should you have any questions, please feel free to call Jon Rice at 972/258-5413.


## KIDS ... YOU GOTTA LOVE 'EM!

Grandchildren are God's reward for not killing your children.
If I had known grandchildren were so much fun, I'd have had them first!
Cleaning your house while your kids are still growing is like nailing Jell-0 to a tree.
There is only one truly pretty child in the world ... and every mother has it.

## TOP 20 SALES VOLUME

|  | locf |  | sales | rank | loct | 10 cation | sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1. | 446 | Bell, CA | \$82,080 | 11. | 841 | Brookfield, WI | \$49,413 |
| 2. | 418 | Sun Valley, CA | \$66,288 | 12. | 444 | San Bruno, CA | \$47,878 |
| 3. | 596 | Grand Prairie, TX | \$57,189 | 13. | 456 | Skokie, IL | \$47,331 |
| 4. | 453 | Ventura, CA | \$54,187 | 14. | 613 | Douglasville, GA | \$47,118 |
| 5. | 465 | Torrance, CA | \$53,803 | 15. | 423 | Norwalk, CA | \$46,675 |
| 6. | 513 | Queens, NY | \$53,707 | 16. | 325 | Fullerton, CA | \$46,514 |
| 7. | 321 | Newark, CA | \$53,405 | 17. | 357 | Lakewood, CA | \$46,333 |
| 8. | 422 | Garden Grove, CA | \$51,058 | 18. | 439 | National City, CA | \$45,955 |
| 9. | 407 | Corona, CA | \$50,259 | 19. | 115 | Littleton, CO | \$45,477 |
| 10. |  | Burbank, CA | \$49,875 | 20. | 420 | Brandon, FL | \$45,431 |
| TOP 20 SALES INCREASE |  |  |  |  |  |  |  |
| rank | loc\# | location | \% increase | rank | loc\# | location | \% increase |
| 1. | 543 | King of Prussia, PA | 48.8\% | 11. | 415 | San Bernardino, CA | 25.6\% |
| 2. | 473 | Brockton, M A | 40.0\% | 12. | 034 | O aklawn, IL | 25.3\% |
| 3. | 414 | M urrieta, CA | 33.2\% | 13. | 797 | Edina, M N | 25.2\% |
| 4. | 751 | North Dartmouth, M A | 31.3\% | 14. | 437 | Philadelphia/ Roosevelt, PA | 24.5\% |
| 5. | 332 | Albuquerque, NM | 28.9\% | 15. | 461 | West Hills, CA | 24.2\% |
| 6. | 471 | Newington, NH | 28.8\% | 16. | 413 | Covina, CA | 23.7\% |
| 7. | 452 | Levittown, PA | 28.6\% | 17. | 475 | Roseville, MI | 22.7\% |
| 8. | 954 | Wilmington, DE | 28.0\% | 18. | 451 | N orthridge, CA | 22.3\% |
| 9. | 042 | Fresno, CA | 27.1\% | 19. | 050 | Annapolis, M D | 22.1\% |
| 10. | 741 | St. Louis/Central, M 0 | 26.8\% | 20. | 426 | Lakeland, FL . . . . . . . | 22.0\% |

# CEC'S WEEKLY - OCTOBER 2001 ISSUES (TWO ISSUES - 10/5/01, 10/12/01) 

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