

## **Employee Meeting, Wednesday, Jan. 4 / Outline of Remarks**

**V3, Jan. 3, 2012**

**10 a.m. – 11 a.m. Eastern time** All-Plymouth employee meeting; teleconference with CDN staff (Michael, Anne, Rob)

- Michael opens, intros Anne
- Anne makes announcement, intros Rob
- Rob remarks
- Michael closes

### **Michael opens**

1. Good morning, everyone, and Happy New Year!
2. This is a memorable moment for us – it's the first live, joint meeting with staff members in Canada and the U.S.
3. This comes at a very important time in the history of PartyLite – and we're at the start of a new year that holds great promise.
4. Now, it is my privilege to ask Anne to share some important news with you.

### **Anne speaks/ intros Rob / announces his new role**

#### **Key Points for Rob**

1. Thank you, Anne and Michael.
2. On behalf of Blyth and especially Bob, I want to thank Anne for her many contributions to PartyLite since she joined us 12 years ago as President of PartyLite Europe.
3. In that position, and later as President of PartyLite International, Anne played a key leadership role during years of rapid international expansion and positioned PartyLite as a global party plan competitor and Blyth as the world's largest candle company.
4. Since Anne took the helm as President of Worldwide in 2007, PartyLite has continued its expansion into Central and Eastern Europe, and the European management team has successfully met the challenges associated with rapid growth.
5. As most of you know, Anne also served as President of PartyLite U.S. prior to Michael's arrival two years ago and was responsible for bringing PartyLite into the digital age with Consultant websites and on-line ordering.
6. Anne has worked diligently in recent years to build the PartyLite Worldwide Operating Committee, and it is a team of whom she can be very proud.
7. Her wealth of experience in direct selling has been very valuable to PartyLite and Blyth, and we feel fortunate that we will continue to benefit from her knowledge as she assumes the new role of Senior Advisor, Direct Selling Operations and Business Development, working directly with Bob and the Blyth Board of Directors.
8. Also, as Anne mentioned, she will continue as Vice Chair of the Direct Selling Association and is on track to become Chairman of the DSA in June 2012. This will be a well-deserved role that recognizes the many years of time and expertise that she has devoted to this important industry alliance.

9. Over the years and with her many responsibilities, Anne remained focused on our main reason for being: PartyLite's 50,000+ global independent Consultants and Leaders. She has built long-term relationships with S/RVPs and future RVPs, inspiring them, believing in their potential, and always operating with their best interests at heart.
10. Anne has been a key partner to all of us in the Blyth Office of the Chairman for the past four years as President of PartyLite Worldwide.
11. As I assume this role, I am grateful for the important work she has accomplished and the wonderful people she has put in place around the globe.
12. Please join me in thanking Anne for her many contributions to PartyLite – past and future. (pause)
13. Today, as we start a new year at PartyLite, I want to assure you that our focus remains fixed on offering and growing a tremendous business opportunity for Consultants and Leaders around the globe.
14. Each one of you plays an important role every day in their lives and in their prosperity. I know how much you care because I know how hard you work.
15. Knowing all of the expertise and dedication that you and your executive team bring to the business, I am confident that PartyLite is in store for a transformational year!
16. Thank you in advance for all you will do in 2012 to grow the PartyLite brand worldwide.
17. Thank you.

**Michael concludes**

1. Thank you, Rob.
2. You will receive an email announcement this morning with the information you've just heard.
3. And we are sharing the news about Anne and Rob with our Worldwide SRVPs and Leaders this afternoon.
4. After 1 p.m. today, if you are in contact with anyone in the Field, feel free to share the information from the announcement.
5. On the other hand, if you are contacted by anyone on the outside, such as media or investors, please refer them to Blyth Investor Relations.
6. Along with Rob, I believe that the year ahead holds great promise for PartyLite. In North America, our Field is excited about the Move Up bonus program, which we extended in the U.S. and which we have just launched in Canada.
7. I, too, wish to thank you for your loyalty and dedication to PartyLite and to our Field. They appreciate you so much and tell me that whenever I'm with them.
8. Thank you for being here this morning. Have a wonderful day.

**NOTE: There will be a revised outline of remarks for the S/RVP call at 1 p.m.**