

Need Help? Ask FRANK!

Congratulations! Get started quickly by using FRANK to line up your first month of parties. ASK...

Friends	2
Relatives	2
Acquaintances	2
Neighbors	2
Kids' moms	2
<b>10 parties!</b>	

That's 10 parties... at \$400 for an average party, that's \$4,000 in sales. With your personal sales volume bonus, **you could make \$1,400 in your first month!** Invite your Hosts to join you in this opportunity and everyone you meet to turn this year into a debt-free year!

**Handling Objections:** Remember, an objection is really just an indication that your prospect needs more information, because just about any objection can be answered when you match the concern with a solution. Use the **feel/felt/found** technique to handle objections: ***I know how you FEEL... I FELT the same way when I... and here's what I've FOUND...***

**Typical objections:**

***It's too much money.***

*I know how you feel, Janie... I've certainly felt that money pinch, hasn't everyone? It's no fun! But I've found that new Consultants typically get back that money... and more... with just their first \$350 of orders, and I'll help you get those. And after that first \$350, it's all yours. Just an \$80 investment for a lifetime of income and independence. So how soon would you like to get started making money?*

***I don't have enough time.***

*I know how you feel. Time is always a crunch. We're all so busy these days, I felt the same way. But I found when I really thought about it, I could find 4 – 6 hours a week when it came to helping my family. Instead of watching TV, I found those 4 hours and I can help you find them too. So let's get you started and we'll figure out how to carve out that time for you.*

***I have to talk to my (husband/wife).***

*I understand and I think that's great. When I went to my husband and told him that I thought I had found a way to pay for our family vacation every year... with just 4 hours a week...he didn't believe me. But when he saw the money coming in...he sure got real excited about planning the trip! You know, I am happy to sit with you and your husband to answer any questions he might have about Tupperware. When would be a good time for the three of us to talk about adding more to your family's income?*

***I don't know anyone to invite to a party.***

*I understand how you feel, I felt the same way when I started my business. But I found that when I put my contact list together I had some friends and family members who were willing to help me get started by coming to my Grand Opening party...They brought some people I didn't know who really had a good time...they dated parties, then the people at those parties dated parties... and my business was off! I'll help you get started the same way! So let's go ahead and open your business, it's very simple. This is our Tupperware Welcome Guide...*