

# Party Your Way To Pink Trip Questions & Answers

Challenge dates: May 29–August 27, 2010

Trip dates: November 9–12, 2010

## Questions about the award.

**Q. I'm a "Party Your Way To Pink" trip qualifier, what do I receive?**

A. Roundtrip airfare and four days and three nights at the Don Cesar Beach Resort in St. Petersburg, Florida. Airline travel is from the nearest gateway city in the United States or Canada to the St. Petersburg area. You'll also receive meals while at your destination.

Note: You are responsible for transportation to and from the departure airport and any gateway hotel, airport gratuities and fees as well as any luggage or meal fees charged by the airline.

See the Tupperware Trip Terms online for complete details.

**Q. I qualified for a Trip for 2. Who may I bring as my guest?**

A. You may bring a spouse or friend. Guests must be at least 18 years old. However, other than spouse or significant other, you may not bring another Sales Force Member as a guest.

**Q. I'd prefer to drive to the hotel because I live nearby. Is that possible?**

A. Yes. You'll be reimbursed for the lesser amount of either the mileage or the cost of the flight. Mileage is calculated from your home address to the hotel's address. The mileage rate is based on the current Tupperware mileage reimbursement rate. You'll receive the mileage reimbursement at the hotel during the trip.

**Q. May I extend my trip and stay longer (or may I arrive early)?**

A. Trip dates are final. Airline tickets will be issued for the trip dates only. See the Tupperware Trip Terms online for complete details.

## Questions about qualifying for the trip.

**Q. What are my Party Your Way To Pink trip goals based on?**

A. Your goals are based on your Tupperware career title as of May 29, the start of the June 2010 sales month. Your goals will not change even if you step up or down a level during the qualification period.

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**Q. How do I qualify for the trip?**

A. See your section below. The examples given are approximations. Based on your personal party sales and your trip goal, you may need to hold and submit a different number of parties.

Consultants: Choose your path.

		Trip for 1	Trip for 2
Consultants	Personal Sales	\$13,000	\$24,000
	OR, Personal Sales plus PQR**	\$10,000 plus 6 PQR**	\$21,000 plus 6 PQR**

\* The national party sales average is \$450 in the U.S.

\*\* New Consultants who start their businesses during May 29–August 27, 2010, and who become qualified with \$450 in personal sales during their first 30 days, but no later than August 27.

**Consultants, pick and create your goal:** Divide your personal sales goal by your personal party sales average. Then divide that by 13. The result is the number of parties you'll need each week to qualify for the trip! (Think two PQR\*\* each sales month if you plan to qualify with PQR and personal sales.)

For example, if your personal party sales average is \$450 and you want to qualify for a Trip for 1. Divide \$13,000 by \$450 = 28.89 total parties. Then divide by 13 weeks = 2.22. That's 2 parties each week PLUS about 3 additional parties during the challenge period. Focus on holding 2 average\* parties each week PLUS 1 extra average party each sales month (June, July and August) and you'll qualify!

**Q. I started my Tupperware business in July. Do I participate in the trip challenge?**

A. Yes. You need to achieve the requirements for a Consultant (see chart for details).

**Q. I'm a Consultant and want to qualify for the trip with both personal sales and Personal Qualified Recruits. If I recruit a new Consultant during the August sales month (July 31–August 27), do they need to achieve \$450 in personal retail sales by August 27 to count as a PQR for the trip?**

A. Yes.

**Q. If I step up to Manager during the trip qualification period, do I need to achieve the Manager level of personal sales?**

- Or, if I start the Director In Qualification program during the trip qualification period, do I need to achieve the DIQ level of personal sales?

- Or, if I promote to Director during the trip qualification period, do I need to achieve the Director team sales growth goal?

A. No. Your goals are based on your Tupperware career title as of May 29, the start of the June 2010 sales month. Your goals will not change even if you step up or down a level during the qualification period.

## All Managers

		Trip for 1	Trip for 2
All Managers	Personal Sales	\$14,500	\$26,000

\* The national party sales average is \$450 in the U.S.

Divide your personal sales goal by your personal party sales average. Then divide that by 13. The result is the number of parties you'll need each week to qualify for the trip!

For example, if your personal party sales average is \$450 and you want to qualify for a Trip for 1. Divide \$14,500 by \$450 = 32.22 total parties. Then divide by 13 weeks = 2.48. That's 2 parties each week PLUS about 6 additional parties during the challenge period. Focus on holding 2 average\* parties each week PLUS 2 additional parties each sales month (June, July and August) and you'll qualify!

Note: To increase your income this summer, be sure to share the Opportunity. Aim for 3 qualified new Consultants each sales month so you'll receive the maximum amount of royalties on your team sales. Your qualified new Consultants won't count toward the trip qualifications. However, when you qualify for the trip, your PQRs will count toward attending the Presidential Suite Dinner. (See that section for details.)

### Q. I'm a Star Manager. What are my qualification requirements?

A. Star Managers have the same goals as Managers.

## Directors In Qualification (DIQ)

		Trip for 1	Trip for 2
DIQ	Personal Sales	\$17,500	\$30,000

\* The national party sales average is \$450 in the U.S.

Divide your personal sales goal by your personal party sales average. Then divide that by 13. The result is the number of parties you'll need each week to qualify for the trip!

For example, if your personal party sales average is \$450 and you want to qualify for a Trip for 1. Divide \$17,500 by \$450 = 38.88 total parties. Then divide by 13 weeks = 2.99. Focus on holding 3 average\* parties each week and you'll qualify!

Note: To increase your income this summer, be sure to share the Opportunity. Aim for 3 qualified new Consultants each sales month so you'll receive the maximum amount of royalties on your team sales. Your qualified new Consultants won't count toward the trip qualifications. However, when you qualify for the trip, your PQR will count toward attending the Presidential Suite Dinner. (See that section for details.)

All Directors: Choose your path.

		Trip for 1	Trip for 2
<b>Directors<sup>†</sup></b>	Team retail sales growth over 2009 period	\$40,000 growth	\$80,000 growth
	OR, Team retail sales growth over 2009 period plus Qualifiers on personal team	\$15,000 growth plus 2 qualifiers	\$15,000 growth plus 5 qualifiers

<sup>†</sup> Directors with \$150,000 or more in personal team sales during May 30–August 28, 2009, see Large Team Directors chart.

Focus on achieving team sales growth over the same period last year (May 30–August 28, 2009). Your specific goal is available online and was on the cover letter that came with your flyers and posters for the trip launch.

Divide your total team sales goal for the qualification period by your team party sales average. Then divide that by 13. The result is the number of parties you'll need each week to qualify for the trip.

**Q. I'm a Director with \$150,000 in personal team sales during May 30–August 28, 2009. What are my goals based on?**

A. All Directors with \$150,000 or more in personal team sales during the 2009 period need to achieve the same personal team sales total during the challenge period to qualify for a Trip for 1. See chart.

		Trip for 1	Trip for 2
<b>Large Team Directors</b> (\$150,000 or more in personal team sales during 2009 period)	Personal team retail sales growth over 2009 period	Maintain same personal team sales as 2009	\$40,000 growth
	OR, Personal team retail sales growth over 2009 period plus Qualifiers on team		\$15,000 growth plus 2 qualifiers

**Q. I wasn't a Director during summer 2009—or my team sales were below the monthly minimums—what are my goals based on?**

A. Your goals are based on achieving the Director minimum in team sales for each sales month (\$10,000 x 3 = \$30,000) plus the team sales increase.

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**Q. I'm a Director and a DIQ on my personal team will start their first month as a Director in June 2010. Do I count any of the new Director's team sales for my trip qualification?**

A. Yes. For the trip qualification, the upline Director will count 100 percent of the personal team sales of a new Director who starts their first month as Director in June, July or August of 2010.

**Q. One of my team members started their first month as Director in March 2010. Do I count any of the new Director's team sales for the trip qualification?**

A. Yes. For the trip qualification, the upline Director will count 50 percent of the team sales of a new Director whose first month as a Director was March, April or May of 2010.

**Q. I'm a Director and a DIQ on my personal team will start their first month as a Director in June 2010. If the new Director qualifies for the trip, will they count as a "trip qualifier" for me?**

A. Yes. Provided the new Director starts as a Director in June, July or August of 2010, the new Director who qualifies for the trip can count as a "trip qualifier" for the upline Director.

**Q. I'm a Director and a DIQ on my personal team started their first month as Director in May 2010 (or earlier). If the new Director qualifies for the trip, will they count as a "trip qualifier" for me?**

A. No, because the new Director started their first month as a Director before the challenge period.

**Q. Will I receive a report each month to show my progress?**

A. Yes. An on-pace report for your personal team will be available in the My Reports section of My Sales Web Application.

## Questions about the Presidential Suite Dinner PQR Challenge.

**Q. How do I qualify for the exclusive Presidential Suite Dinner during the trip?**

A. Qualify for the trip and be one of the Top 2 personal recruiters at your level. Levels are Consultant, all Managers, DIQ and all Directors. A minimum of 6 PQR is required to qualify.

Note: The Personal Qualified Recruits' personal sales during the challenge period will break ties among their recruiters.

**Q. Who counts as a PQR for the dinner challenge?**

A. Personally recruited new Consultants who start their businesses during May 29–August 27, 2010, and who become qualified with \$450 in personal sales during their first 30 days, but no later than August 27.

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**Q. I qualified for a Trip for 2 and for the Presidential Suite Dinner. Can I bring my guest to the dinner?**

A. Yes. Guests of Trip for 2 qualifiers who also qualify for the dinner are invited to the dinner.