



- To see the **Sample List**... My Business > Current Promotions > Sampling Program. To keep your kit updated you can purchase samples of the new products.
- To see the **Sales Aid List**... My Business > Sales Aids. Sales aids are keychains, tiny treasures, catalogs, flyers, order forms, dating & conversation starters, etc. See the complete list including pictures online.

**Do you have your Business tool kit box? Please grab it so we can go through some of it together! Overview of Business Starter Kit Materials (included in either kit):**

- Product labels
- How to Hold a Simply Salsa Party Outline
- Warranty Info
- MORE Benefits flyer
- Recruiting Cards Overview
- Star Datebook
- 1-2-3 to Getting Started & DVD
- Guide to Tupperware Catalog

Business Supplies:

- Order forms (with explanation included), NEW guest mailing list, opportunity flyers, party envelopes, NEW recipe cards, catalogs and sale flyers

**Review Business Planner:** *(follow pages)*

(Follow the pages of the star datebook thru this section)

- Inside Cover – Welcome message from our President and VP of Sales!
- Important Info/phone numbers to have at your fingertips! Fill in your info!
- Month End: \_\_\_\_\_ of the calendar month! NOT the last date of the month.
- Calendar of Tupperware’s Annual Events. New catalogs begin in Mar & Sept each year. Sale flyers are released monthly and end the 2<sup>nd</sup> Friday of each month. There are NO grace periods on ending dates.
- Tupperware Support numbers are also listed.
- Tupperware Dream Sheet: From the top of the page:  
 “Your dream determines your goals...your goals map out your actions...your actions create results...and the results bring you success.  
 Everything starts with your dream!  
 “What would I dream if I knew I could not fail?”

Please take some time to review these boxes after the call. Then notify your director or recruiter that you completed this page – sharing your dream is OPTIONAL! We ask you to complete this section for YOU! If you think about what you want in life, make a plan and write it down. Your odds of making it happen will rise dramatically!

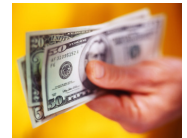
Only three percent of adults have written goals, and everyone else works for them.

-- *Brian Tracy*

If you share WHY you are in Tupperware with your director and/or recruiter we can help you stay focused and attain those goals.

- **Star Program for your success!**

- **Weekly sales!** Each week, during your first 13 weeks, that you submit at least \$450+ in orders, you will receive a \_\_\_\_\_ . Submit \$450+ in each of your first 4 weeks for a consistency bonus!



*Just by doing what you do in Tupperware, you have the opportunity to earn extra bonuses in your first 13 weeks!*

**\$ Sharing the Opportunity!** Invite others to join you and earn even more rewards! Earn your name badge and \$150 on your first three new team members in the Star Program.

**\$** Earn \$ \_\_\_\_\_ and a personalized name badge for the first person you personally recruit and they sell \$450 in their 1<sup>st</sup> 30 days!

**\$** Earn \$ \_\_\_\_\_ for the second person you personally recruit and they sell \$450 in their 1<sup>st</sup> 30 days!

**\$** Earn \$ \_\_\_\_\_ for the third person you personally recruit and they sell \$450 in their 1<sup>st</sup> 30 days!

- **Build to Royalty!** Earn \$150 off your next order...Tupperware Kit Bag (\$75 value)...2 Night Getaway (\$400+ value) and Team Royalties of 4%-8%!!! How...

**\$** Personally sell \$ \_\_\_\_\_ and

**\$** Have Team sales of \$ \_\_\_\_\_ during month

**\$** Personally share the opportunity with \_\_\_\_\_ personal qualified/active recruits!

- **Sharing the Opportunity is the best gift you can give...Let's think about some people you know from Places You Go that you might share this gift with.** – Think of FRANK! Tell 10 people of your new opportunity: 2 F \_\_\_\_\_, 2 R \_\_\_\_\_, 2 A \_\_\_\_\_, 2 N \_\_\_\_\_ and 2 K \_\_\_\_\_? **Who do you know thru your MOM?!**
- **My Observation Party** – Ask your upline director about setting up an observation party for you to attend!

**How to take and place orders:**

**Taking Orders: 2 types-Customer (short) & Shopping Order form-proven to increase sales.**

1. Make sure the customer fills out their information completely.
2. Collect email addresses for future business. To get their email, you might say, "Sally, when we have specials I send them out on email. Would you like to be on the list?"
3. Remind guests to check the boxes they are interested in.  Full or Part-Time Career,  A party or  Fundraiser. **TIP: Highlight Email & Checkboxes on your order forms.**
4. Item # is found in the catalog. 3-4 digit numbers are regular priced items. Item #'s beginning with "8" with 5-6 digits are sale priced items.
5. Description and price. Completing these is a good double-check for you, when ordering!
6. "Seal Number" is only for M \_\_\_\_\_ Containers.
7. Add it up! Customers can pay by: Cash, Check (made payable you), Visa, MC or Discover.

8. Shipping and Handling is \_\_\_\_\_ % of the product total with a \$ \_\_\_\_\_ minimum. In other words, product retail totals under \$45 will be charged a flat \$4.50 and everything over \$45 is 10% of product total.
9. Add product total and shipping to get the next subtotal.
10. Tax rate is based on where the orders are \_\_\_\_\_. In most states shipping IS taxed. If your customers question this, let them know it is state mandated and not from Tupperware.
11. Payment should be collected at time of the order. (We do not recommend placing orders unless you have received payment.)
12. They can round up their total for our Change for the Better Campaign for the Boys & Girls Clubs of America. You check the round up box on the order in the computer for the donation.
13. Customers will receive yellow, perforated section of order at time of ordering. Host will receive top section of yellow copy. Consultants keep \_\_\_\_\_ original order.

### **Warranty:**

Please refer to the warranty program info in your kit (or my.tupperware.com under My Business>Products>Catalogs) to see what is covered and what is not. Warranty items can be ordered alone, or with other orders. Shipping and Handling IS charged for warranty items when ordered alone.

*Helpful Hint: Print the warranty guidelines and carry with you!*

Tupperware is guaranteed for life against C \_\_\_\_\_, C \_\_\_\_\_, B \_\_\_\_\_ & P \_\_\_\_\_!

Look up items in Parts Replacement Catalog or online. Use the Item number to order. If the item is labeled "OBS" this means the item is \_\_\_\_\_ and not currently available. Suggest an alternative item and order it as the warranty item. "CAT" means that the product is available in the \_\_\_\_\_ and you may use the catalog item number to order the replacement.

### **What do I do with the broken Tupperware?**

- Using a permanent marker, make a big X on the bottom of the container. Add \_\_\_\_\_ day date.
- Writing the customer name and the date on each piece for future reference is always a good practice.
- Keep the Tupperware for a minimum of 30 days. (You'll have a reminder pop up when you place any order with replacements)
- Tupperware has the option of requesting broken pieces at any time from you within 30 days of the replacement order.

### **Placing Orders:**

**By Phone** - You may call in your orders to Customer Care: 1-866-376-7520. As a new Consultant, you can call Customer Care to place your orders at no charge during your first \_\_\_\_\_ weeks (Beginning your 14<sup>th</sup> week a nominal fee of 1.5% of the retail party total will be charged.)

When placing your call, make it more efficient by keeping the orders from each party together. Customer Care will ask for information in the following order:

- a. Consultant 11-digit ID#
- b. Orders being shipped *directly to the customer* (an extra shipping fee will be charged on each order).
- c. Customer credit card orders followed by check and cash orders.
- d. Host purchases and half-off products followed by their gift order.
- e. Your order for sales aids and sample orders.
- f. Your personal credit/debit card and billing information.

**Online** – Go to your my.tupperware.com site and click on the “My Sales” tab and select Enter Orders. See reference guide below for complete details.

**Sign up for a Tupperware Card:** This will allow your customer checks to clear before Tupperware pulls from your account. Also this allows Tupperware to directly deposit your bonus checks and E-Commerce commissions! Paying for your Tupperware orders with your Tupperware card earns you points towards catalogs, flyers, order forms and other sales aids. No waiting on the mailman! See Reference Guide below for complete details.

### Host Program!

- \$125 = Free Thank You gift – \$ \_\_\_\_\_ consultant cost (sample cost is \$9-13)
- \$250+ = Host earns \_\_\_\_\_ % in Host Credit = \$25 Free & (1) ½ price item + Thank you gift
- \$450+ = Host earns \_\_\_\_\_ % in Host Credit = \$68 Free & (2) ½ price item + Thank you gift
- \$1000+ = Host earns \_\_\_\_\_ % in Host Credit = \$200 Free & (3) ½ price item + Thank you gift

*\*\*Host credits and ½ price selections cannot be used towards sale priced items.  
Helpful hint: 3-4 digit item numbers only*

\* Avoid an additional \$ \_\_\_\_\_ shipping charge with retail orders over \$100

**Earning an Income with Tupperware:** This can be accomplished in many different ways. Next, we’ll go over the most common reasons people join Tupperware. In the reference guide at the end of this outline you’ll find the detailed plan options.

What appeals to you?

- A Full time earning opportunity with a flexible lifestyle.
- Learning more about running your own business & leadership opportunities in Tupperware
- Offering fundraisers to local schools & organizations
- Earning extra money with online parties & online sales
- Holding parties and some or all of the activities above

You can have it all with us!

### Tupperware Account Benefits:

- Benefits include a **25%** discount on any product. Sale or Full price.
- **25-35%** off Tupperware in the sampling program! Once per month discount on any new products released and exclusive host gift options.
- Also included in these benefits is participation in our Health Care program and savings or retirement plans. See the MORE benefits flyer from your kit or online.

- Keeping your account active is easy by placing \$62.50 in retail orders/month or collecting **\$250** in retail sales in a rolling 4 month period.
- **SELLING ON E-BAY OR OTHER AUCTION SITES IS STRICTLY PROHIBITED AND CAN CAUSE THE TERMINATION OF YOUR TUPPERWARE ACCOUNT PRIVILEGES.**

Additional options to help you build your business:

- Pay for and set up a Tupperware Website. The cost for the site is \$\_\_\_\_\_ per month for the "Plus" site, and \$15.95 per month for the "Gold" site.
- All consultants with a paid My.Tupperware site who achieve \_\_\_\_\_ or more in personal sales (in a sales period) will be able to receive benefits in the eCommerce Pool. They will receive 25% commission for their share of the pool. This commission will usually pay your \$7.95 fee and essentially you will earn your website for free!
- With a paid website you can also use the \_\_\_\_\_ Party: Tupperware Hosts can reach out and collect sales in an entirely new way—family and friends who cannot attend party can attend the Host's party online!  
See all the details at: Home>My Business>Let's Party>TupperConnect Parties
- Set up a monthly newsletter from imakenews.com called Tupper Trends E Newsletter. You load your contacts once and they continue to receive the specials monthly and you receive a report showing who looked at your letter. For more info call your director or visit <https://www11.imakenews.com/twtrendssite/index.cfm>.

### The best plan...

- The easiest way to make money in this business is to hold in-home parties.
- Tupperware is the leader in home parties for over 60 years.
- Holding \_\_\_\_\_ parties (avg. sales \$400) a week can yield you \_\_\_\_\_ a month!

### **Keep Your Account Active:**

To continue your Tupperware benefits, you must have a minimum of \$250 in retail sales with in a rolling 4 month window. (That's only \$62.50 per month!) All sampling, fundraiser, internet and personal orders go toward the minimum!

### **You will want to make your Business CLiCk!**

*WHY...not about selling ...it's about developing relationships!*

1. Create a Positive buying experience.
2. Create Loyal customers.
3. Provide what your customers want!

*HOW...*

1. C\_\_\_\_\_ with your customers on a personal level.
2. L\_\_\_\_\_ by asking thought-provoking questions that encourages the customer to talk. You can then focus on listening.
3. C\_\_\_\_\_ to make sure you understand what the customer has told you, then connect the benefit back to their need.

## **Knowledge is power....Training Opportunities...**

- ☑ Team meetings, rallies and training events.
- ☑ Tupperware Regional events – usually Spring & Fall
- ☑ Tupperware Jubilee! National Event at our world headquarters in Orlando, FL
- ☑ Training Parties- Attend a party or watch training demos online!
- ☑ One-on-One Business Meetings – By Request
- ☑ Internet: [www.my.tupperware.com](http://www.my.tupperware.com)
- ☑ Training Conference Calls!
- ☑ Elite program – Want to move your business to the next level? Ask your director.
- ☑ What's Up with Tupp? Every Sunday night at 9:15 pm EST/8:15 CT/7:15 MT/6:15 PT  
Spend 15-20 minutes learning what's happening this week in Tupperware.

## **Don't forget!**

AWARDS & INCENTIVES are offered by Tupperware and your upline managers & directors! You may have already earned your first award just by joining our Team! To redeem your awards from Tupperware, simply place a consultant order. Be sure to check your My Coupons weekly! See reference guide for details on redeeming coupons.

## **Final Thoughts and Questions!**

- Work your business on YOUR schedule. Tupperware is the Perfect FIT for any lifestyle.
- Share your dreams with us and we'll help you make them come true!

## Reference Guide

Earning an Income with Tupperware: You have many options available to you!

*\*\*Please know that you are able to participate in as many plans as apply.*

### **Catalog Specialist:**

- Your choice is to hold catalog "shows" monthly to earn extra income.
- This can be done by showing the catalog to friends, family and co-workers and submitting orders as a "party" for yourself, with you as the hostess.
- Or, you can have friends show the catalogs and collect orders to be considered hosts themselves.
- The minimum amount of collected orders to be considered a "party" is \$250. That is where the host will begin to earn free product and one ½ price item.
- If you have not done so already, we recommend that you hold an Activation party in your home where your Director can help to establish you in business with your family and friends.
- Let us help line up your first catalog shows to get you started. We recommend that you hold/submit at least two catalog shows per month to keep your account active.

### **Fundraising Specialist:**

- Your choice is to use Tupperware's Fundraising Catalog to help organizations raise money for their cause.
- You may hold personal fundraisers as well as schools, and many other organizations
- The Fundraising Line is a completely separate catalog that offers a 40% profit.
- We recommend that you are in contact with and conducting a fundraiser with one organization per month to keep your account active.

### **Internet Specialist:**

- Your choice is to conduct business on the web through Tupperware's approved site.
- Please review the Internet Policies on-line.
- We recommend that you actively invite friends, relatives, & co-workers to visit and order from your website.
- **SELLING ON E-BAY OR OTHER AUCTION SITES IS STRICTLY PROHIBITED AND CAN CAUSE THE TERMINATION OF YOUR TUPPERWARE ACCOUNT PRIVILEGES.**

### **Party Specialist – this is the best plan!**

- The easiest way to make money in this business is to hold in-home demonstrations.
- Tupperware is the leader in home parties for over 60 years.
- Holding **2** parties (avg. sales \$400) a week can yield you **\$1100** a month!

Now, you may have joined as a personal shopper, and are thinking...

**\$** I know of an organization who could use some money, or

**\$** I have a friend who would show the catalog around for the chance to earn some free products.

Again, remember that you can do one or all of these plans to fit your lifestyle! All you need to do is talk with your recruiter/director so we can help you order the materials you need to conduct a Fundraiser or catalog show, etc.

## Tupperware Check Card

With the Tupperware Check Card, you'll no longer need to transfer funds from your checking account to your credit card to make purchases. By linking directly to your existing checking account, the Tupperware Check Card enables the fastest possible payment of your Tupperware purchases. A record of your transactions will appear on your checking account statement.

**Tupperware Debit Card** (Be aware of WHERE you will be banking **before** using this option)  
The Tupperware Debit Card is an excellent option for those who do not have a checking account. It also functions as an ATM debit card and is tied to a special account set up by a designated bank. Even if you do have a checking account, the Tupperware Debit Card is ideal if you wish to keep Tupperware business separate from your personal checking account.

You'll have online access to your transaction history at [www.tupperwarefreedom.com](http://www.tupperwarefreedom.com).

How to sign up for your Tupperware Card in My Sales on My.Tupperware:

- Select "Next" on the "**What's Hot**" page.
- Select "Next" on the "Update Personal Stats" page
- On the Party History page, go to the right hand navigation buttons and select the blue box "Tupperware Card" the Tupperware Card enrollment form will appear.
- You want the Tupperware Check Card (to link to your existing bank account)
- Put your daytime phone and evening phone in the application...even if they are the SAME number you must enter it twice!

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## ⇒WEB ORDER ENTRY INSTRUCTIONS⇐

Direct any questions regarding web order entry or your web site to Tupperware Customer Care at 888-921-7395. They are available Monday through Friday from 8:30am to midnight (EST).

## Redeeming Your Sales Awards with your coupons

- First login into your [www.my.tupperware.com](http://www.my.tupperware.com) site:
- Click "My Sales" link then "Enter Orders"
- Click "Next" on the "What's Hot" page
- Click the "Welcome" tab at top of page then "Party History"
- Click on "Start New Party" box then "Non-Party"
- Fill in Description and Party Date, then click "Next" tab
- Click "This order is for: Consultant", then click "Next"
- Click on "My Coupons" box on the right
- A new window will open showing your Unused and Redeemed Coupons
- Click on the coupon ticket number for those you wish to redeem.
- The Coupon Number and \*Item # will automatically pop into the Item Entry screen
- *\*Item # depends on if there is a choice*
- Click the "Verify" box at the bottom and then "Next"
- Verify order and click "Next" box
- Click "New Order" if needed or "Party Summary" to submit and pay.

## To Place an order:

- First login into your [www.my.tupperware.com](http://www.my.tupperware.com) site:
- Click "My Sales" link then "Enter Orders"
- Click "Next" on the "What's Hot" page
- Click the "Welcome" tab at top of page then "Party History"
- Click on "Start New Party" box then "Party" (Party orders can be anything over \$125 retail)
- Fill in Description, Party Date, and Guest count. Select party lead type.
- Enter host info & shipping address. Then click "Next" tab
- Whether in a PARTY or NON-PARTY order, on the next screen you will have the opportunity to place an order. If your order is an actual party, you will start entering the orders from the party. The first and last name fields are the only required information to proceed to the next screen. If you enter all their info including an email address click on the box to save their info to your email contacts! This is also the screen where you will enter the date of any future parties that were dated.
- In most case all orders will ship to the host. If someone has requested a direct-ship order you will specify the shipping information on this screen. (additional charges apply)
- You will now need the item numbers. In the small box line on the left hand side, you will need to enter item numbers, then tab to the quantity section and enter the quantity. Now, tab down to a new line for each additional item ordered. This is also the screen where you would process a customer's defectives. Click on *regular* to pull down other order options such as *parts*, *warranty* and *obsolete*.
- After you have entered a customer's complete order click *Next* to move on to the payment screen. (DO NOT HIT THE BACK OPTION ANYWHERE IN THE ORDER OR PAYMENT SCREEN AS IT WILL DUPLICATE THE ORDERS AND PAYMENTS. You can use the previous/next buttons as much as needed).
- On the payment screen you will see the order total including tax and shipping. The customer has the option to pay with cash, check or credit card. If paying via credit card click YES and the payment screen will update for their information. You need to have their name, phone, address. Once payment is confirmed, hit *Next*. If you have more orders to enter, click on *New Order* to continue entering orders.
- If you have been placing a Non-Party order, click on *Party Summary* at the bottom of the screen to proceed to the final payment and the opportunity to submit the order.

When you have completed entering party orders, click on *Host Order*.

- If the host has purchased products, enter this on the first order screen you come to.
- Click "Next" to another screen which tells you the host credit amount and total sales for the party. On this page you can select bonus host items (thank you gift) by clicking on the item number in the box to the right. This automatically enters the item numbers in for you.
- Then proceed to enter ½ price items and free products. You will need to select the correct heading for each ~ 'Free Tupperware' is automatically in each field.
- Use the drop down box to help select the correct heading: free, ½ price, host bonus items, etc.
- After you have entered all the info, click on the next button and enter payment info. DOUBLE CHECK your orders as you go!

- o Enter all host product and bonuses and click *Next* until you reach the *Party Summary* page where you can make the final payment and click *Submit*. You will need to enter your password again for final submission. After it goes thru the screen will change to "Your party has been successfully submitted for the month of ..."
- o Again, at any point that you have questions call Customer Care at 888-921-7395.  
**Please note that you can go in and out of the party as often as you like and what you have done will be saved. However, once you click *Submit* it is impossible to make any changes on an order.**

### **Before submitting your party:**

- o Always verify the host gift page! Make sure you have used all the available host credits!
- o Check the total of the credit cards submitted! Did you charge your customers' cards for the correct amounts???
- o Check the party sales credit in the Sales Credit column on the top/right on your party summary screen under Consultant Summary...do you need \$250, \$400, or 327.37 to make a goal???. Make sure you know what your sales are before you submit a party!!! You cannot add to it once it is submitted!

Sales Aids Order: To see the **Sales Aid List**... My Business > Sales Aids> Sales Aids Price List  
Use to order sales aids you need quickly! Tupperware will ship them out quickly and charge you a 'rush' fee. If you can wait a 4-8 days, use the Non-Party order.

### Non-Party

Use this for ordering samples, coupons, supplies: catalogs, flyers, Tiny Treasure bags, and SMALL orders that are less than \$124 in sales credit. (Orders over \$125, you can get the Thank You gift. Orders over \$250 earn FREE Tupperware & a ½ price item!)

### Supplies

To order supplies go to the item entry screen and click on the blue {Product Search} button at the right. This will pop up a window. Select #2 Option, "sales aids" and click search. This will pop up another box that includes many sales aids like catalogs, order forms, sale flyers, key chains, citrus peelers, recruiting info, smidgets, fundraiser books & envelopes and more! By ordering your supplies separately, you will save on shipping time!

To see a list with pictures visit your web page...My Business > Sales Aids > Sales Aids Price List

Samples: available to purchase the Thursday before the month ends for the new Mid Month flyer. All sample order beginning & ending dates are listed on the Sample list.

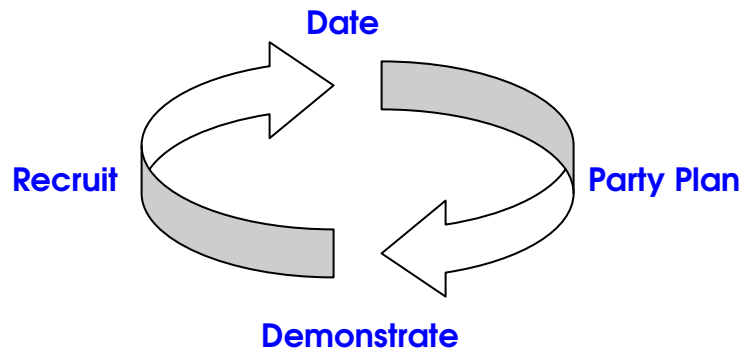
When ordering samples you do not want to add any replacements or other items! This will alter your shipping costs! The shipping is \$4.50-8.00 for any size sampling order! Use the sampling item numbers beginning with #5. Fundraiser, flyer & catalog samples may be combined on one order. To order samples easily go to the item entry screen and click on the blue {Product Search} button at the right. This will pop up a window. Select Option #2, "samples" and click search. This will pop up another box that includes all of the current samples. Or on the website visit: My Business > Current Promotions > Sampling Program.

### Cash & Carry Pool

When ordering samples you generate money in your cash and carry pool. This can be used on any party with a limit of \$75 per party. So, if you sell off your table to a customer then you can add cash and carry money to the order and the host gets host sales credit. Or if you are close to a \$450 order or \$250 (or even \$125 to get the Thank You gift) and want to get the extra host credit you can use the cash and carry pool to put you over your goal.

# Tupperware® Success Steps (Part B)

## Cycle of Success:



## DATE:

Why do people date?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_



## **The FIVE Step Sales Process:**

1. \_\_\_\_\_ actually picking up the phone or getting out there and talking about your business! **ASK!** They are interested but are waiting for you to **ASK!**
  - a. **Contact List** – It is important to develop a contact list for yourself of people you can contact to help you in your business. Take a couple minutes...
    1. Loves a deal -
    2. Loves to talk -
    3. Loves Tupperware -
    4. Is a Party Queen -
    5. Owes YOU a favor -
    6. Would do anything for you -
  - b. **USE FRANK: F** \_\_\_\_\_, **R** \_\_\_\_\_, **A** \_\_\_\_\_, **N** \_\_\_\_\_, **K** \_\_\_\_\_
  - \*\*Remember that list we talked about during the first class? Who has it?
  - c. **Take the FRANK challenge!** Ask 10 people and email me results within 48 hours of our class! Challenge ends: \_\_\_\_\_

**Remember...**in Tupperware...NO means a \_\_\_\_\_ to ask someone else! It doesn't mean NO...just means the time is not right at this time!

Where can you prospect?

\*We prospect \_\_\_\_\_! Have a book with you...catalogs, flyers, business cards! Have them where people can see it! They'll ask you about it in line, etc

**Idea:** \*Don't just give out one card...give out several and tell them to write their name on the back of the cards and hand to their friends. "If your friends call me...You'll get a gift!"  
 \*Prospect at craft shows, fairs, festivals, etc...When you see a show, ask if they have a Tupperware rep...be courteous and if they have one - go somewhere else! You can find other places! Look for the small local events in your backyard!

2. \_\_\_\_\_ I am calling because...do you still...? Find out about them and BUILD A RELATIONSHIP! Ask about FORM...

a. **F** \_\_\_\_\_ ... **O** \_\_\_\_\_ ... **R** \_\_\_\_\_ ...**now your M** \_\_\_\_\_ **to them!**

Use these questions to find out about them and create a Message that will reach their needs!

3. **Selling the** \_\_\_\_\_ ... Once you know a little about them, you can fit their needs! It is about them!

**Dating:** By hosting a party you are getting together with your family & friends AND you will be earning FREE Tupperware!"

**Product:** You need Vent N Serve for your leftovers and they are stain resistant as well as safe the freezer and microwave!

**Opportunity:** As a Tupperware consultant, you enjoy earning additional income on your TERMS!

4. **O** \_\_\_\_\_ **O** \_\_\_\_\_ ... Everyone has a reason why they can't. Listen for their need and fill it. Objections are not always NO, they are usually an indication they don't understand your product or service. Use the following techniques to help...

a. **LEAP:** **L** \_\_\_\_\_, **E** \_\_\_\_\_, **A** \_\_\_\_\_ & **P** \_\_\_\_\_

b. **And 3 "F words"** **F** \_\_\_\_\_ > **F** \_\_\_\_\_ > **F** \_\_\_\_\_

c. Let's Role Play some examples:

- i. I don't know enough people: Average party is around 5-7 people.
- ii. I don't want to clean my house: Let's take it to restaurant, park, bingo...
- iii. I don't "DO parties": Let's have a private show or a fundraiser
- iv. I'm too busy!: Offer an "office party"

...you will get lots of No's...we are "trained" to say no! Keep talking to them! Start with getting them in the yes mode...did you enjoy the party, did you really like the Quick Chef...then move into a day that might work for them!)

We can do all the "right" things with Feel Felt Found, etc...but we need to learn something else!!! **To Close the Deal!** This is so important! You'll find someone who wants to have a party...but if you never talk dates then it doesn't happen! This moves us into the final step!

5. **Gain C** \_\_\_\_\_ /**C** \_\_\_\_\_ ... Be in control of your business...offer dates you want to work! Don't be Desperate...they will know. Always date parties to be held within 2-3 weeks!!!!

a. **Offer Choices-** Weekday or Weekend>Day or Evening>6pm or 7pm

b. **Assumptive Close:** Let's host your Grand Opening on Wednesday the 13<sup>th</sup>.

c. **Next Step:** If they need more time offer a next step. Come to rally, Tupper-bingo or on a party with you.

## **PARTY PLAN:**

**KEEP IT SIMPLE- Simple, yet SOOOOO Important!**

1. Party Planning Packet
  - a. **C** \_\_\_\_\_, **F** \_\_\_\_\_ and other literature...
  - b. **O** \_\_\_\_\_
  - c. **H** \_\_\_\_\_ or **Tic-Tack-Toe** or **Success Party Guide**
  - d. **2 G** \_\_\_\_\_ or **E-mailing lists** ...Explain what the copies are for!
  - e. **Self Addressed Stamped Envelope**
  - f. **Host Gift** \_\_\_\_\_ or **Host Flyer** if offered that month...**see my.tupperware!**
  - g. **Recipe Options/Selection**...be sure to put your name & info on these! Women keep them forever!!!
  - h. **Fundraiser info sheet**
  - i. **R** \_\_\_\_\_ **Information....we save the BEST for last!**
2. Coach your host ASAP in PERSON
3. Provide a "DATING GIFT" ...currently it is \_\_\_\_\_
4. TAKE CONTROL! Make \_\_\_\_\_ contacts before each party with the host!
  - a. Send thank you note or phone call: *As soon as the planning session is done, send a brief hand-written thank you note to your host. "Dear Cindy, I enjoyed meeting you at Pam's Tupperware party. Thank you for scheduling your own Party with me. You helped Pam earn FREE Tupperware and you're next! I will plan to see you at (time) and if I can be of any help to you before then, please let me know. Again, thank you for being a special host. Sincerely,"*
  - b. First Call:
    - i. Ask for guest list if not received yet and verify the invitations have been sent or will go out on (date).
    - ii. Remind host to personally invite her guests. Give her a reason to call her guests: "Mary, this is February so ask your friends to wear something with hearts and I will have a gift for them!"
    - iii. Remind host to work on outside orders. Ask SPECIFIC QUESTIONS
  - c. Second Call (about 2 days before the party):
    - i. Find out the number of people she's expecting
    - ii. Ask about the guests attending, tailor the party to suit their needs
    - iii. Remind host to work on outside orders...ask SPECIFIC QUESTIONS
    - iv. Keep her enthusiasm high. "With all the people you're inviting, I just know you're going to receive the..."
    - v. Get directions and remind her you'll be arriving a half hour early

**\*\*Contact is important for party holding consultants as well as Catalog Specialists!!!\*\***

## **DEMONSTRATING:            The More You \_\_\_\_\_, The More You \_\_\_\_\_ !**

**Your starter kit includes the Party Partner!** (*Leader's – actual party demonstrated*)

### **Packing for a Party:**

1. Calculator/Pens
2. Catalogs/Order Forms/Flyers...may put into folders (Get approx. # from Host)
3. 4 - 6 Party Planning Packets
4. Calendar/Business Planner
5. Products for Recipes \*\*Always carry only current product/colors, AND keep it simple!!!  
Carry ONE or TWO BAGS of products!!
6. Host Gift Special
7. Part Replacement Catalog
8. Tax Rate for the town the TW is being shipped to:  
<https://thefinder.tax.ohio.gov/StreamlineSalesTaxWeb/Default.aspx>
9. Recruiting Information
10. Fundraiser Information
11. Prizes...gadgets, host gift from you...raffle tickets, tupperbucks...

### **Concentrated Demos**

- Sell in SETS!** Increase your party average!!
- Think 3 sets:**
  1. Same product or theme – have a small, medium or large set
  2. Different lines – have no more than 3 sets. Example: VNS, MM and FS

### **Follow the Moments that Matter from your Party Partner!**

1. **S** \_\_\_\_\_
2. **G** \_\_\_\_\_ **Guests**
3. **E** \_\_\_\_\_ **Guests in the Party Experience**
4. **D** \_\_\_\_\_ **Products**
5. **E** \_\_\_\_\_ **Guest Opportunities**

## **RECRUITING:**

**We have an opportunity that can change lives...who have you talked to today?**

**Why do people join us?**

- **Need M** \_\_\_\_\_
- **To Belong/F** \_\_\_\_\_
- **H** \_\_\_\_\_ **someone**
- **Product D** \_\_\_\_\_
- **Need a** \_\_\_\_\_
- 

**Let's Review the Star Program! Here's your chance to ask questions!**

**Awards/Sharing the Opportunity!**

Invite others to join you and earn even more rewards!

- \$** Earn \$ \_\_\_\_\_ and a personalized name badge for the first person you personally recruit and they sell \$450 in their 1<sup>st</sup> 30 days!

- \$ Earn \$ \_\_\_\_\_ for the second person you personally recruit and they sell \$450 in their 1<sup>st</sup> 30 days!
- \$ Earn \$ \_\_\_\_\_ for the third person you personally recruit and they sell \$450 in their 1<sup>st</sup> 30 days!

## Royalty Plan:

Choosing to step into our Royalty plan within your first 13 weeks will provide you with even MORE benefits.

**Build to Royalty!** Earn \$150 off your next order...Tupperware Kit Bag (\$75 value)...2 Night Getaway (\$400+ value) and Team Royalties of 4%-8%!!!

How...

- \$ Personally sell \$ \_\_\_\_\_ and
- \$ Have Team sales of \$ \_\_\_\_\_ during month
- \$ Personally share the opportunity with \_\_\_\_\_ qualified team members!

### Systems to support you:

- **\$1000 \_\_\_\_\_: 866-376-7518**
- **Tupper-Talk Calls with your upline Director**
- **O \_\_\_\_\_ Flyer**
- **Your own 30 second \_\_\_\_\_!**

### My Success:

- In your my.tupperware site click on Getting Started > Managers &/or > Directors to explore the possibilities!

### Earnings Estimator

- In our ordering system, click on > Reports > Earnings Estimator.
- You can plug in numbers
- It will tell you your income potential

### Consultant 3-2-1 Success Plan

- Click with \_\_\_\_\_ new people a day!
- Hold \_\_\_\_\_ parties a week
- Recruit \_\_\_\_\_ new Consultant a month!

### Don't forget...

**Take the FRANK challenge!** Ask 10 people and email your director results within 48 hours of our class! Challenge ends: \_\_\_\_\_

**CONGRATULATIONS! YOU ARE FULLY EQUIPPED TO MOVE INTO ROYALTY!**

**Developed by:**  
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