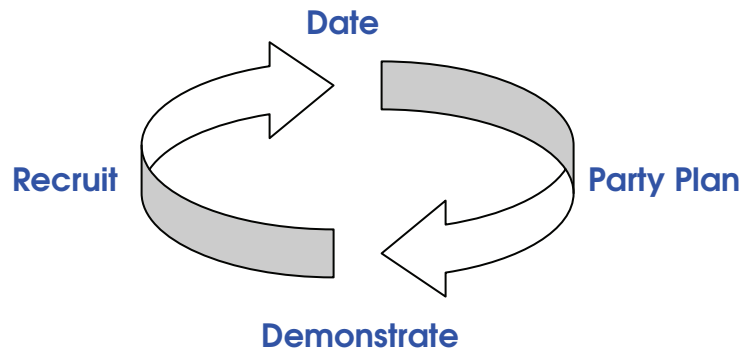


Tupperware® Success Steps (Part B)

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 13th.

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 1st 30 days!

- \$ Earn \$ _____ for the second person you personally recruit and they sell \$450 in their 1st 30 days!
- \$ Earn \$ _____ for the third person you personally recruit and they sell \$450 in their 1st 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!