

13 WAYS TO DATE DEMOS

1. In restaurant leave a catalogue on the table or give one to the waitress or cashier. Tell her you are a Tupperware consultant. Ask her how long it's been since she's seen Tupperware. Get her name and phone number for your "preferred customer file". Know your date book...Date a Demo!
2. Put a piece of Tupperware in the back window of your car or on the seat beside you. Anytime someone rides with you, you have the opportunity to talk Tupperware. (One manager left a mall and found a note on her windshield saying, "I want to have a demo.... Give me a call".)
3. At the post office, remark to the clerk, I'll need another stamp. This is my Tupperware order and I've got to get it in the mail so these folks can get their Tupperware!" Leave a catalogue!
4. Wear your name tag everywhere you go. You'll be surprised how many people will remark about it.
5. Carry your loose change in a mini Freeze Mate instead of your wallet. This is a conversation starter in the store. Ask the sales lady, "What is the name of your Tupperware consultant?"
6. Call outside orders and say, "Since you didn't get to come to the demo, I want to be sure you now how to use your Tupperware. I would like to stop by and show you its many uses and give you a full-line catalogue."
7. Call your previous hostess every 2 months. You should keep them current on what's new and what the sales specials are. If you don't, someone else will!
8. Keep the guest logs from every party so you can call back on guests to keep them in touch and up-to-date. These are your future leads. Make sure you use guest logs at every event.
9. Call on people who did not date from a party and ask them to have a few people in for their own Tupperware Stop-N-Shop or microwave cooking class. Tell them you don't want them to miss out.
10. Service calls are excellent opportunities to talk with people about demonstrations.
11. Keep the names of people who call you for miscellaneous sales. Invite them to your home for a mystery hostess demo. It's a good way to get them involved with the party aspect of Tupperware.
12. Send monthly brochures and follow up in a day or two. Tell her you'd like to see her group!
13. Call brides-to-be (names from the paper) and ask who's having a shower. Make sure she gets a catalogue. Call the person having the shower and offer to do a Tupperware Bridal Shower!