

Sample of a Bridal Shower Demo

Introduction

Hello everyone. My name is Kelley and I would like to thank you all for coming. Over the next hour you're going to learn more about our exceptional product.

Congratulate Bride and Present Gift

But before we go any further I would like to congratulate the bride and present her with a few gifts...

- Present gifts from me

(Bride's name), in addition to these gifts you've just received, all invited guests will be making a dollar contribution to your selection of Tupperware. Here is a card that has been signed by all contributors.

- Give card.

Also your guests this evening will be welcome to order anything for themselves as well. All sales and datings from their sales will be credited to you for your free host gift selections.

Guest Gifts

Married the longest – get gift

Married the shortest – get gift

Single the longest – get gift

Guest Introductions

At this point I'd like to start with some introductions. If we could go around the room, introduce yourself, tell us how you know the bride, tell us what you do, what your favourite Tupperware product is, and if you don't have a favourite, one that you might need. I'll go ahead and start...

\$ Questions

- Who here has more than 7 pieces of Tupperware?
- Has anyone ever inherited Tupperware – passed down to you, borrowed it and never returned it?

Games Introduction

Who's wondering what the money is for? Throughout the shower we're going to play a variety of games.

- Auction
- Tupperware
- Bonus Game
- Who knows the Bride the best
- Advice to the Bride (play now). Have Bride leave the room

Advice to the Bride Game

Ask the bride to leave the room.

Have your guests write down the number 1 thru 12 and then have them write down answers for the following phrases.

1. A good trait of character.
2. An interval of time.
3. A food.
4. Two colours.
5. Yes or No.
6. A number.
7. Another number.
8. Two animals.
9. A hobby.
10. A household task.
11. A possession, something you own.
12. A bad trait of character.

On the other side of the paper have your guests write down the number 1 thru 4 and then have them write down four things the bride should take with her on her honeymoon.

Ask the Bride back to the room and tell her that her guests have some advice for her. Then have the guests read out their answers when you ask the following questions.

1. What is the most important characteristic of getting along with your husband?
2. How long should the honeymoon last?
3. What do husbands like best to eat?
4. What colours do husbands like best?
5. Should the husband be allowed to think he is the boss?
6. How many children should be in the house?
7. How many rooms should be in the house?
8. What are the best household pets?
9. What outside interest should a husband be allowed to have?
10. What should husbands be expected to do around the house?
11. What should a husband give his wife for her birthday?
12. What characteristic in a wife is most irritating to a husband?

Now tell the bride that her guests also have some helpful hints as to what she should take with her on her honeymoon. Then have the guests read out their answers.

Give a gift to the guest who said for the bride to bring her husband. That is the prize answer. Be prepared for some ties and bring extra gifts.

Product Demo

Ask \$ questions throughout your demo.

RNS

Fridgesmarts

Modulars

Pots and Pans

Knives

Who knows the Bride the Best Game

Have the guests turn their paper over and write down the numbers 1 thru 10. The host of the bridal shower will have a list of 10 personal questions that she prepared for in advance to read to the guests and have them guess at the answers. The guests with the most correct answers will receive a gift. Be prepared for some ties and bring extra gifts.

Pass Out Folders

- Order Form (Bride's Gift \$ Value)
- Brochure
- Recruiting Info
- Bridal Shower Info
- Fund Raisers
- Customer Survey

Collect Surveys and Draw for Door Prize Winner

Do the Auction

Play the Bonus Game

Final Comments

- Hope everyone had fun.
- Welcome to look at the products on display.
- Taking orders and gift contributions in the other room.
- Gift for those who didn't win anything.
- Bonus game players to set date in my book.

BRIDAL SHOWERS WITH TUPPERWARE

Offers a product that everyone knows, a product that is an investment (lifetime warranty).

Offers a product that is environmentally friendly.

Provides a service to your guests and friends (Tupperware is not available in stores).

Products are ordered – no purchases of advance gifts, no returning unwanted gifts, no duplicates.

The host has little costs. Invitations, postage, Hallmark card, entertainment, game gifts, processing, and packaging are all covered by the consultant. The host is only responsible for decorations and munchies.

Games will be personalized to the bride.

All guests will leave with a game gift.

BRIDE'S EARNINGS

Bridal sales add up quickly. An average guest order is \$50 and their average monetary contribution is \$30. Twenty guests with sales of \$80 each equal \$1600 in sales, which gives the bride-to-be a whopping \$920 in her choice of free product!

PLUS

She would also receive the dating and bonus gifts that would be offered in the monthly brochure and three half price items or sets!

To Book Your Bridal Shower, Please Contact:

How It Works

The
Invitation

SURPRISE BRIDAL SHOWER

Dear Guest,

You are invited to attend a **Surprise** Tupperware Bridal Shower given in honour of **(Bride's Name)** on **(Month, Day, Year)** at **(Time)** p.m. It will be held at **(Address of Host)**, hosted by **(Name of Host)**.

This is how a Tupperware Bridal Shower works. Each guest is invited to bring a monetary contribution to the shower and sign the Congratulatory Card when they arrive. The Tupperware Consultant will present a fun, informative demonstration on the newest products and share special tips on how Tupperware can save the New Bride (and you) time, money, and valuable space. You will have the opportunity to indicate on the order form what amount you wish to spend on the Bride's gift (nobody will see this except you and your consultant). After the demonstration your consultant will total the gift amounts and the Bride will then have the privilege of choosing the items of Tupperware that she would like for her new home.

You will also have the opportunity to order Tupperware items for yourself if you wish. For your convenience, you may pay by cash, cheque, Visa, or MasterCard. Cheques are written out to **Kelley Lightfoot**. At the end of the demonstration, your consultant will add the total gift amounts for the Bride plus any other purchases made by guests and the Bride will earn host credits according to the total sales. Should you like to schedule a Tupperware demonstration of your own at a future date, the Bride will receive party credits as well.

To preview the Tupperware catalogue and sales brochures, click on <http://tupper1.net/Catalogue/Catalogue.htm> . Should you not be able to attend you may view this catalogue to still place an order and / or send your monetary contribution towards the Bride's gift directly to your host before the shower.

I am looking forward to seeing you at **(Bride's Name)** Surprise Bridal Shower!

Your Tupperware Consultant,

*** Please call your host, (Host's Name),
at (Phone Number) to R.S.V.P ***