

## Developing Confident Dating Skills

There are a few crucial components to being successful in Tupperware. They consist of Dating, Recruiting, Selling and the ability to be consistent in all 3 aspects.

The backbone however, is learning how to become a “strong dater”. The other 2 components cannot be maximized to their full capacity without having the parties to do them at.

The following are a few steps to help develop your skills.

- 1) 1) **CHOOSE A DATING GAME.** Select a dating approach that works for you!

ie: Minigame, Dating bags, Dice game, Bonus days etc. Practice it with your Director, Manager, family member or someone who can help you fine tune it and make it your own.

- 2) 2) **BEFORE THE PARTY.** Dating begins before your show. Challenge your hostess to have dating(s) in waiting before you arrive. (someone who can't come, but would like to host their own show) You can reward her with Free Product (items you have earned, won or purchased for very little) this is a small investment that could have great returns.
- 3) 3) **WHEN YOU ARRIVE.** The dating approach continues in the way you greet your host(ess) & interact with her family and friends. Don't be afraid to make small talk with the early birds as you set up. As guests arrive, keep your ears open to the conversations around you. Often you will hear people talking about favorite pieces, items they like, things they're looking for (ie: microwavable, freezable etc.), this will enable you to appeal to their needs during & after your demonstration.
- 4) 4) **DURING THE DEMO.** Always try to drop “dating bids” throughout the show on how they too, can earn these and many more items for ½\$ or Free at their own party. This helps to cater to each individual budget and/or need. That the purchases they make tonight will help their hostess receive free products and when they take advantage of our hostess program, it grants access to additional bonuses and exclusive product(s) for the host. Not to mention all the Freebies and exclusive gifts they themselves, will enjoy!
- 5) 5) **BE CONFIDENT!** This is so important in how you explain the game to your customers. Remember, Tupperware offers one of the best hostess programs out there and not just that but you're going to teach their friends and family how to save a ton of money by making simple changes in their own households. You want each and every person at your party to want to have their own show, so if you are unsure in explaining your game, they may become skeptical of what you're offering and choose not take part. Remind them of all the fantastic gifts they receive as a hostess and how excited you are to do a show for their friends and family.
- 6) 6) **MAKE IT EASY.** Let them know that all they really have to serve is the beverage. That you will make a (cake, salsa, beef dip etc. – whatever they choose) for their guests and show them how simple it really is. This often takes the pressure off them, especially if it's a week night.
- 7) 7) **SET A DATE.** When they're ready to book, make sure you set a date with them before they leave (even if it is only tentative until they can check their schedule at home). This will help to ensure that the party holds as it is more of a commitment when it is written down.
- 8) 8) **BE EXCITED!!!** Excitement is contagious. You're excitement is what will help you to Sell more, Recruit more and of course DATE MORE PARTIES.
- 9) 9) **CONSISTENCY IS THE KEY!!!** Make sure you always date is close. No matter what your monthly goals are make sure you have at least 1-3 extra insurance parties dated to cover any reschedules you may have.
- 10) 10) **“IF IT'S NOT BROKE, DON'T FIX IT”** If your dating game is working for you, don't change a thing. If it's not working then try something new, until you find one that suits you best and stick to it!