

MAILBOX DROP OFFS

Neighbourhoods to Approach

- A neighbourhood that has nice homes (not overly large homes, just nice homes).
- Pick an entire street to canvas.
- Pick a neighbourhood that has mailboxes.

What to Prepare

- An information page stapled to a current sales flyer...

Hello Neighbours,

My name is Kelley Lightfoot and I am a Tupperware Representative. I'm leaving with you today my sales flyer, and this letter. Many people look for a Tupperware Representative, but don't know where to look, so here I am

- If you are in need of any service, don't hesitate to call/email.
- If you wish to purchase any product from the catalogue or sales flyer, just give me a call/email.
- If you wish to receive my monthly sales specials by email, give me a call/email.
- If you wish to supplement your income, or make a full time salary working 6 hours a week, feel free to ask me for more information.
- If you wish to get your Tupperware for FREE, give me a call to set a party date. A basic Tupperware Party would give you your choice of about \$140 in FREE product plus 2 half-price items or sets. An above average party would give you your choice of about \$280 in FREE product plus 3 half-price items or sets.

BONUS

Date a Party into July or the first week of August and receive a \$100 SURPRISE GIFT from Tupperware as a Thank You!!!

Thank you for your time.

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What to Do

- After you have picked a neighbourhood, go door to door and drop off your information in their mailbox.
- Write down the street on a piece of paper that you canvassed to.
- That's it.

The Follow Up

- After about 3 or 4 days, give your homes that you canvassed a call... Go to this link below to look up their name and phone numbers so that you can call them about the information you dropped off to them. Here is the link...

<http://www.411.ca/>

Click on the link. Click on Reverse Look Up. Scroll down to the section "Reverse Address Search" and enter the Street number, Street name, City, and Province that you dropped off your July Sales Flyer to. Click Search. Then the screen will tell you the name of the person who you dropped off the flyer to and also their telephone number. Here is a sample telephone script that you can use when you give them a call...

Warm Call Telephone Script

Hi _____, this is _____ from Tupperware. How are you? Did you get a chance to look at the July Sales Flyer that I dropped off to you in your mailbox? GREAT! I'm calling as many people as possible to tell them of some exciting things that are happening in Tupperware right now for July. Do you have a minute?

Great, Tupperware has got some awesome specials for July. _____, that means that in this month you would receive \$222.00 in Tupperware for Free by being one of my hosts and also receive two half price items or sets. And if you have an above average party, you would receive \$352.00 in Tupperware for Free by being one of my hosts. ISN'T THAT AWESOME!!!!

July is a great month to be a host. You're getting more free product than you would in other months, and your guests are getting great summer specials. Do you like free stuff? Great!

Close

My goal in July is to hold ____ parties. I already have ____ . Would you be my ____ ? I have Tuesday, the ____ and Wednesday the ____ available, which of these would be good for you?

Alternate Close

My goal in July is to hold ____ parties. I already have ____ . Would you be my ____? Would the beginning of the week or end of the week be better for you? (Wait for response) Close with choice of days.

(If yes, set up a time to party plan with them)

(If no, ask if they would be interested in being on your monthly sales specials email list. If yes get their email address)

Thank them for their time and business.