



TupperChatters.com™

# DATING

Tupperware®

TupperChatters™ Ideas

## Dating

You don't know what you can do until you try! If it's to be it's up to me! People may doubt what you say, but they will always remember what you do. There's no challenge that cannot be met!

Having a full date book is the backbone to a booming Tupperware business. So how do you get from a business that's not going anywhere or just starting out to one that's on a roll with a date book full of datings? This publication will share tried and true strategies to dating successfully, using the Host Gifts to boost dating effectiveness, multiple datings, dating approaches and word choices and much more. You'll be ready to let the good times roll as your business builds momentum through successful datings. Maintain a full date book by using survey forms at the Party, planting seeds, and word choices to use when dating.

"Have you been in a situation where you have no parties booked? "How do you stay alive in your Tupperware business? Well, you're not alone and the good news is there is a solution. DATING! Keep your business alive with in home parties!"

"Who are you going to ask? EVERYONE!" "Where are you going to date? EVERYWHERE!"

### *Who, What, Where, When and Why*

*WHO: Who should you consider a potential host?*

EVERYONE! Whether you are at a Tupperware party, at work, in line at a grocery store, at the post office or at a sporting event, everyone you meet is someone you'll want to ask about earning FREE Tupperware. Don't make the mistake of discriminating – young, old, male or female everyone deserves the opportunity to earn our product for free! Remember that the more you ask, the more YES replies you'll get. A living, breathing person is a potential host.

*WHAT: What is considered a dating?*

Yes the typical dating is an in-home party at the hosts home; BUT, don't make this the only dating you offer. BE FLEXIBLE and you'll find more dating opportunities. How about a lunch hour party at an office; a get together with moms at the park or McDonalds? Do you spend time at sporting events with other parents? Take a few products and make it a party! Offer Bridal and Baby showers as well as Fundraisers. When you have a Tupperware consultant, a couple people and some products it's a party!

*WHERE: Where do you find datings?*

Of course the best place to get additional datings is at a Tupperware party. The setting is perfect; the guests are already seeing the current host earning lots of great products for Free and at half price. This is the perfect time to affirm with your host how easy it is to host a show and let her tell her guests what is on her wish list. You'll also find datings wherever you go! Think of the potential datings you can get when you go to the doctor or dentist office, the library, grocery store, etc. Anywhere you meet people is an opportunity to talk about the Tupperware party!

*WHEN: When is a good time for a dating (party)?*

As a consultant/manager you'll have to decide the times that are open for you to hold datings. Always carry your date book/planner because you never know when you'll be approached about a dating. Be sure you have your date book marked with the days/times that don't work for you. Remember you want to rule your date book and not having your date book rule you! It is also best to date in close! This isn't always possible, but the closer in you can date the parties, the more parties you'll have! Having a party dated for October 18th is great, but if you date that same party how, just think how many more you can have by the time that date arrives!

*WHY: Why do you want to have datings?*

Because datings are the best way to make money in this business. Yes you can have e-parties, book parties, internet sales, mall sales, etc., but IN HOME PARTIES are the bread and butter of the business. Your earning potential is HUGE. An average party will give you \$100-125 in 2 hours. A \$1000 party can earn you \$250 in those same 2 hours!!

### *The Little Things You Do That Date Parties*

- Thank you note for dating.
- Party planning in person.

- Offer a small gift to the host for datings before party.
- Contacting and caring before the Party.
- Putting the Host at ease by arriving early to the Party.
- Greeting guests as they arrive.
- Giving bonus gift to anyone who brings a friend.
- On time drawing or door prize for attendees.
- Show appreciation to Host and guests during demo.
- Explain how party planning is easy and beneficial.
- Include informative information during the demo - saves time, space, taste and waste.
- Encouraging guest to participate in the demo & ask questions.
- Asking EVERY guest to date a party.
- Show the advantages of dating a party with host gifts and sales specials.
- Provide courteous service on replacement parts and defects.
- Give enough 'Goodies'
- HIGHLIGHT the HOST and shower her with praise and presents!
- Get on the phone the next day if the party was a "dating disaster"!
- THINK POSITIVE! Keep repeating "I am a good dater, I am a good dater!"
- Always leave them wanting more!
- Make your demo "sparkle" and add a little humor.
- Plant seeds during party planning
- Use dating messages during the demo.
- Offer Party Themes to encourage dating
- Call former hosts to re-date.
- Make 5 dating contacts each day.
- Finding the real need by using LEAP.
- Wear your Tupperware name tag.
- Arriving 30 minutes early to set-up your display.
- Creating a happy and enthusiastic mood at the demo.
- Thanking the guests for coming.
- Game prizes and fun during the demonstration.
- Sharing a recipe.
- Ask for referrals.
- Believe in the hosting opportunity for everyone!
- Completing a party from arrival to finish in two hours.
- Delivering products and Host gifts promptly and efficiently.
- Have "FUN" parties
- Treat everyone equal.
- Using a dating or party survey during the demo.
- Knowledgeable Demonstrations
- Follow-up with thank you notes to guests and Hosts
- Make customer update calls to past customers.
- BRIBERY WORKS!!
- MAKE DATING YOUR TOP PRIORITY!

Remember a Prospective host may DATE a demonstration for any of the following reasons:

- |                    |                              |  |
|--------------------|------------------------------|--|
| 1. Earn Host Gifts | 2. Help a friend earn a gift | 3. Earn FREE Tupperware                  |
| 4. Socialize       | 5. They like the consultant  | 6. They liked the demonstration and tips |

### Dating Attitude

Get excited...Tupperware has SO much to offer the hostess! DATING IS AN ATTITUDE! Think about what you are offering when you are asking someone to date a TW party.

You are bringing the "store" to them - no parking hassles, no wall to wall people to deal with no grouchy clerks (well, most of the time anyway) they don't have to dress up they can unzip their pants, & breath & take off their shoes & get comfy if they want to.

They learn great ideas & tips to make their lives easier & simpler

They get to see their friends & family (when was the last time you called a bunch of friends & asked them over for cake & they came)? A TW party is a great excuse to get together or get out of the house!

You will even come & cook for them, show them how to cook a quick and simple & they get to eat it too!

Everyone gets a gift for coming & the host gets all sorts of free gifts & goodies! And the list goes on -- but you get the idea. Given the advantages, don't you think people are just dumb for not having a party? Isn't it crazy that someone would want to turn that opportunity down? As soon as you adjust your thinking about dating & realize that you are offering a wonderful & unique opportunity -- you will have won half the battle.

Dating success is an attitude. The secret to having a positive attitude about dating demonstrations is to truly believe in the benefit of hosting a demonstration. That is why we ask each new consultant to host a demonstration to begin her business. When you think about hosting a demonstration, focus on the dollar value of what a host receives.

First, she should receive some special party prizes for hosting; the magnets and key chains are perfect for this. Then she receives a thank you gift item Next she receives a host gift based on sales and datings. When a host has an average demo of \$175, she is eligible for a Host Gift Special. Lastly, she may select the host only offer for half price.

It's something they cannot get simply from placing an order from the catalog. Make sure that your guests have fun, and they will want to come back again to learn more; they become your future datings then ! It's a shopping experience that is truly worthwhile.

When you think about dating a demonstration this way, you will realize that you are doing something FOR a Host, not TO her, by inviting her to host a demonstration. And most importantly, through this process you will build relationships with

your customers that will help you develop the loyal clientele that will give you years of success.

### *Wow your customers into dating!*

#### 1. Build Rapport

- Learn and Use guest names during your presentation
- Thank everyone for attending and taking time out of their busy schedules
- Publicly thank Host for opening her home and share the benefits she'll earn by being a Host.

#### 2. Create Excitement

- Add excitement and fun to every party
- Involve your guests and make the party interactive
- Explain features and benefits of products and provide plenty of ideas, but not all—leave them wanting to learn more.
- Interact with customers throughout the party—pass the products around and answer questions.
- Highlight Host program and Host Gift Specials throughout your presentation.

#### 3. Determine Customers' Needs'

- Discover customers' interests, needs and lifestyles through party planning with your host.
- Create a theme party that speaks to customers' needs
- Match individual needs with benefits of the product, dating a party or becoming a Tupperware Consultant

#### 4. Provide Exceptional Customer Service

- Answer questions as they arise
- Help customers make purchasing decisions—best done one on one
- Make ordering easy by providing customers with a catalog, flyer, order form and a pen
- Thoroughly explain the delivery procedures and expected date of delivery.

By following these four steps, you are demonstrating that a Tupperware party is a fun, enjoyable experience and that you are a good person to do business with. So, as dating messages are sprinkled throughout your demonstration, people will be more receptive to these messages and inviting you into their homes. Most important...**BE FUN, HAVE FUN, CREATE FUN!** Enthusiasm will date more parties than any amount of product knowledge! Be the kind of person who lights up a room by entering it... not by leaving it!

### **Dating Basics**

#### *HOW TO GET DATINGS AS A NEW CONSULTANT*

You've just signed your kit order form and filled it out with the names of 6 friends, family members and neighbors. Your biggest fear: "What if no one at those parties wants to host another Tupperware party?! Before I've even begun my own business, I'm already out of business!" Here are some tips to get you started and keep you going...

Continue to talk up your business to your family and friends. Don't be embarrassed to ask them to help you get off to a successful start. Remember, they want to support you. Even though it may feel like you are asking them to do you a favor, remember how excellent our hostess award program is and that they are going to benefit greatly from having a show too! Keep putting the word out and asking if they'd like to host a party and get a lot of products for inviting a few friends over. Remind them that you'll do all the cooking--you'll even take your dirty dishes home! Who could refuse such an offer from a friend!

Spread the word about what you're doing. Have a response when people ask you "what's new?" that includes the fact that you've started your own home based business as a Tupperware. Have a power statement--a few sentences that describe what you do that makes it sound interesting and appealing. It's sure to pique their interest to want to know more.

Host a show in your own home and invite your friends. Invite all of those people that are just acquaintances, your neighbors that you wave to each day, your baby-sitter's mom, your hairdresser, and friends from church, parents of your kid's friends, all of the people who couldn't come to your first party. Make it a mystery hostess party. This means that you do a drawing of the guests in attendance and that lucky person receives all of the hostess bonus points, half price items, discounted purchases, becomes a member of our hostess club and earns a 10% discount for a year--just for coming! If they know there is a chance they can get all of this they will be very motivated to attend. Even if they don't win the drawing, they will still be more informed about the hostess program and more likely to seriously consider it as an option. Offer a gift to anyone who brings a friend to increase attendance. Not only will this get you better attendance, but it will also increase to opportunity to obtain a booking outside of your own circle of friends. In the meantime you also get all of the sales, which helps you make your Super starter goals! Plus, you'll be advertising your business to many, many people, which could mean future business!

Be visible with your business. Bring catalogs to stamp when you're waiting at baseball practice. Have catalogs with you at all times. Tuck one in the outside pocket of your purse where people can see it. Keep several in your car, gym bag, on the stroller when you take the baby out for a walk. You never know who you'll run into and where the conversation will lead.

-Always follow up on a lead. If someone tells you they'd like to look at a catalog sometime or maybe they'd host a party, step out of your comfort zone and ask them to! They wouldn't have said something if they didn't mean it!

They expect you to follow up and if you don't you've just lost that business!

## *Dating Bids*

### *Dating at the Party*

The goal of every party should be a least three datings. That's why you'll want to mention the dating opportunity to guests at least three times throughout the party. Generally, people who attend parties are among the best dating prospects because they: 1) see firsthand how much fun and informative parties can be, 2) see and hear about the benefits of dating, and 3) see something they'd like to receive as gift for hosting a party.

Dating at the party starts with your introduction, continues with dating messages tied to products and is reinforced as you thank your Host, demonstrate the Host Gifts, close the party and help with individual orders. The most important step, however, is asking. As long as you've explained all the excellent benefits of hosting a party, the answer should be a resounding "YES!"

Assumption: Customers attend Tupperware Demonstrations for information, service, and fun. If we give them what the WANT, they'll be receptive to going to another Demo and or Hosting a Demo of their own

After Host Gift -- This is \_\_\_\_\_ gift and when you have your party in the next few weeks -- you can choose a gift, too!

After Games -- Did you enjoy the games? We'll have more of these when you have your party. And more of these neat prizes, too!

During demo-- Today we're having an \_\_\_\_\_ Theme party because this is what \_\_\_\_\_ chose. When you have your party, you can select from my special party themes.

After Sales Special -- When you have your friends and relatives over in \_\_\_\_\_, they can save on this, too.

After Thank you-- This is the gift \_\_\_\_\_ wants and when you have your party you may choose a beautiful Thank You (a host exclusive)

### *DATING AWAY FROM PARTIES*

Be Proud out Loud and Be Prepared. Never go out without Party Planning Packet's and your nametag on. You never know whom you might meet! Make sure you have Tupperware key chains on your keys, people want what they can't have, and we all know they LOVE our key chains that we ONLY give to hostesses!

Use the bad weather to your advantage. If you are stuck home, then there is a good chance that most other people are too! GET ON THE PHONE and call anyone you've ever come in contact with that you have a phone number for. Explain that you are IN A CONTEST to date just ONE MORE PARTY, would they be willing to help?

Hold a party in your own home. Re-recruit yourself. Get your six parties up by party planning yourself! Have you asked EVERY SINGLE person on that suggestion list on the party-planning packet? If not, give them a call today!

DON'T ASSUME! Have you asked every friend, relative, hair dresser, nail technician, etc. that you come in contact with to date a party? If not, call them now and APOLOGIZE to them for not offering the awesome specials for January. Tell them due to your over sight, that you have an extra gift for them!

When you do date a party. Challenge your hostess to buddy up with someone! Why wait until after their party? If they have someone that wanted to date a party anyway, why don't you have that person have a double hostess party with the original hostess? Better yet, see if that friend wants to hold their party first!

Pick a theme! Call everyone you know and let them know that you are "trying out a brand new demo" and would they "do you the honor of being one of your first six Stack Cooking hostesses, Chocoholic hostess, etc." Be Creative and have fun! Remember, Valentine's Day is just around the corner and you can offer lots of alternative theme parties including couple's parties.

Have you let all your past hostesses and customers know that there is a brand new catalog out? Challenge them to be one of the first to show the new Catalog!

Have a Hostess Appreciation Party. Invite EVERY SINGLE HOSTESS from last year to a special celebration in their honor at your house. Your past hostesses are your warmest leads, once they see all the great things they can get, they are going to want to have a party of their own! Be sure to ask for a referral from everyone there whether they date or not. You should be doing this with every dating phone call you make!

Find a local craft show. There are always community events going on that are looking for vendors. Showcase the new items and the Hostess bonuses and be excited. Your enthusiasm will be contagious! Use a door prize slip for a drawing, so

that you can call the people you "forgot" to ask in person. But always make the calls within a day or two. Leads grow cold quickly!

Keep in mind that once you try some or all of these things you WILL get results. And then you will be getting all your datings AT parties! Party Planning is one of the most essential parts of this business. When you do it right, you will have your datings waiting, and your outside orders that will make your parties more successful than they have ever been! We work for the BEST party plan in the world...make sure everyone you come in contact with knows this!!!!

### *Dating with Host Gifts*

Host Gift Specials are a benefit to you. Always display the current Host Gift to create excitement for others to Host a party. The Host gifts are exclusive, so it creates a desire to Host a party. It also gives you a prop to give dating and recruiting messages.

One of the main reasons Hosts date is to receive a Host Gift, so you'll want to be sure to carry and demonstrate Host Gift samples at each party. Be sure to mention that your Host will receive it just by hosting this party. It's very important to make sure the Host meets the requirements in order to receive the exclusive Host gift. Why? Because the purpose of the Host having two datings in addition to the specified party sale amount is to: Ensure future business and Increase sales and profit Set a consistent expectation of how to receive Host Gift Specials.

## **Dating and Phone Scripts**

### *Date Parties on the Phone!*

Make sure you are aware of everything that Tupperware has to offer right now. Make a flyer that you can refer to while making your phone calls that lists everything they can qualify for. It really adds up! Then, take these flyers and put them in local supermarkets, etc with a heading that says LIMITED TIME OFFER. Be ready before you begin. Have your list of names and phone numbers. Make a goal and do your best to meet it. Tell the person about your goal. Plan a reward for yourself when you reach your goal.

### *Phone Scripts*

When making telephone calls to re-contact our past guests and hosts or cold calling, the first 10 words are so important. The person on the other end of the telephone is making up their minds if they are going to listen to what you have to say.

### *Warm Calling: (former Hostesses or party guests that you have met personally)*

Hi, this is \_\_\_ with Tupperware! I wanted to share with you the new things in Tupperware.

Hi, this is \_\_\_ with Tupperware! I'm calling back all my favorite hosts to give them an opportunity to see all the new Tupperware available now.

Hi, this is \_\_\_ with Tupperware! I've been thinking about you and wanted to catch you up on the neat new things happening in Tupperware.

Hi, this is \_\_\_ with Tupperware, guess what? We got the neatest new \_\_\_\_\_ I'm dying to show you.

This is \_\_\_ with Tupperware and I would like to drop by and show you some of our newest products.

Hi \_\_\_\_, this is \_\_\_ with Tupperware! I wanted to tell you about all the new things we have now, some you can win, others you can order, so let's get some friends together so I can show you.

"Hi \_\_\_\_, this is \_\_\_ from Tupperware. I am working on my business this evening and it has been awhile since I have seen you! There are many new products and hostess gifts and I would love to share some of the excitement with you! Do you have the time to talk for a few minutes? (concentrate on dating gifts and hostess gifts so she will date.)

Hello \_\_\_ this is \_\_\_ with Tupperware. I'm so excited about all the new things Tupperware has just released. I'm going to be in your neighborhood tomorrow and want to drop by to show you what's new.

Hi, \_\_\_\_, this is \_\_\_\_\_. We have lots of holiday gifts, new catalogs, great host gifts.... Just wondering how soon we can get together to show you and your friends what's new.

Hi \_\_\_\_, this is \_\_\_ from Tupperware. Listen, I was wondering if you could help me. I'm in a contest to get as many parties up as I can this month. There are some BRAND new products just released. You and your friends can be the first to see them, and you can qualify for a ton of free gifts? Is a weekday or week end better for you?

Hi, \_\_\_ this is \_\_\_ with Tupperware, do you have a couple minutes to answer 3 quick questions?

yes-proceed onward!!!

no-ask if there is a better time to call back

"The first question is-Do you use Tupperware in your home?"

yes- say "great" or "do u have a favorite piece?"

no-say "I'm sorry to hear that" or "REALLY?!?!?"

"The 2nd question is - Do you currently have a Tupperware consultant?"

yes-ask if her consultant has supplied her with the most recent catalog. yes-say "thank you" and end the survey

no-depending on how you feel about the conversation, offer a catalog with your information so that if she can't contact her consultant, you could help her out OR just suggest that she contact her consultant

"And the final question is would you now, or in the future, ever consider having a Tupperware get-together?"

yes- YAHOO!!! try to get a date set on the phone now and deliver a party packet.

no-if conversation has been good, ask why not, and then ask if she would like you to send her a current catalog.

IF SHE PAUSES\_JUMP IN and say "Whoa, you thought about that too long!! Can I tell you what you would receive if you had a party now?" go from there...

GOOD LUCK AND REMEMBER TO SMILE! Also, you are trying to build rapport here, for future business. Ask her when she might consider hosting a party and ask if it would be all right to contact her then. "In the meantime, \_\_\_\_\_, I'll get that catalog out to you and if you see anything in there you'd like to have right away, please give me a call, my number's on the back of the catalog. Thanks for your time!

"Hi, \_\_\_\_\_, I met you at \_\_\_\_\_ Tupperware party. I'm getting in touch with everyone who likes (whatever, micro-cooking, modular mates, fast, easy ideas) and letting them know what's new in Tupperware (Highlight any sales specials or new products that are applicable). I hope you'll think of inviting a few close friends in for a get-together because the best Tupperware is free Tupperware."

Hi \_\_\_\_\_, this is \_\_\_\_\_ with Tupperware. You ordered some \_\_\_\_\_ from \_\_\_\_\_ Tupperware party last month. I'm just calling to see how you're enjoying your new \_\_\_\_\_. Do you have any questions on how to use it? Give her a recipe or tip that goes along with what she purchased. Invite her to host a party for more tips and recipes like that one. Make sure you let her know about all the great things hosts receive. "\_\_\_\_\_ received \_\_\_\_\_ of product for \_\_\_\_\_" is a good way to start.

"Hi, \_\_\_\_\_. This is \_\_\_\_\_, your Tupperware Consultant. How are you? (response) Are you still enjoying your \_\_\_\_\_? (response) Great! I just wanted to let you know that Tupperware is now offering great gifts you can earn free for hosting a party. I know how you love this line. How about hosting a party, and I'll show you how to use your \_\_\_\_\_? I have \_\_\_\_\_ of next week free."

*Cold Calling: (people you have not met personally)*

"Hi \_\_\_\_\_, this is \_\_\_\_\_ from Tupperware. I am not selling anything this evening but I am servicing people in your area. Do you have a few minutes to talk?" (If she says yes, continue the call, in not, ask if you may call back at a more convenient time). Continue with the following questions: use some or all as the conversation warrants. Are you familiar with Tupperware Products? If yes, have you seen our new product line called \_\_\_\_\_? Have you attended a party recently or seen a current catalog? Are you aware of our lifetime warranty against cracking, chipping, peeling, or breaking? Do you have any items that need replacing? Have you ever been a Tupperware Hostess? We offer a great selection of FREE gifts and products. Right now we are offering \_\_\_\_\_. In closing the call, either offer to mail her a catalog (get her mailing address) or set a date for a party. If she dates a party, set a time to party plan in person, if possible.

Hi, I'm \_\_\_\_\_ with Tupperware. Have you seen our newest catalog? I'm a new consultant in your area and I'm calling to tell you about all the exciting new products we have available now.

Good morning, this is \_\_\_\_\_ with Tupperware. Have you seen all of our new items? I would love to show them to you.

Hi, this is \_\_\_\_\_ with Tupperware. I have been asked to call people in your area today. Tupperware has just released some new products and would like to have customer's opinions on them. All you have to do is have 3 or 4 people, besides yourself, around your kitchen table. You will receive an \_\_\_\_\_ gift just for allowing me to come into your home and show you and your friends the new releases. I will bring gifts for everyone and bake a quick recipe in your microwave so all you will need to-do is make the coffee and invite your friends. This will only take 45 minutes to an hour of your time and I will be finished. I will be in your area on \_\_\_\_\_ and \_\_\_\_\_. Which would be better for you? \* Thank you for allowing me to come into your home and introduce you to our new products. If you are going to have more than 3 or 4 people, please let me know, because I have to get permission form Tupperware. I am looking forward to getting together on \_\_\_\_\_ at \_\_\_\_\_. That's it - short and sweet!

Hi, \_\_\_\_\_. This is \_\_\_\_\_ From Tupperware and let me tell you why I'm Calling. Tupperware has asked me to ask some of my favorite Hosts & Best Customers to participate in the market research or our Microwave Cookware. All you need to do is have 3 – 6 friends over for about 30 minutes to sample the food and fill out a survey. When you say, "Yes" and I come over, you get a FREE piece of Tupperware. All your guests will also receive a gift for sampling the food and for filling out the survey. Orders may also be placed for any Tupperware needs especially Holiday Gifts...Of course, the best part is . . . . I bring the food. I'm Free \_\_\_\_\_ and \_\_\_\_\_. What do you think?

Hi, \_\_\_\_\_, this is \_\_\_\_\_ from Tupperware! I am SO excited, Tupperware has such great promotions going on right now, that I'm calling every single person I know! Just for an average demonstration, you can receive \_\_\_\_\_. What do you say we get a few friends together? What is better for you, a weekend or a week date? I have \_\_\_\_\_ available or \_\_\_\_\_.

Hi \_\_\_\_, This is \_\_\_\_ from Tupperware, I just had to call you! I would love to show you one of our top selling items, FridgeSmart! I would love to come over and show you how this product can make one of our biggest dilemmas, produce getting mushy, a thing of the past! What do you say we pencil you in for a date so you can be the first of your friends to own it?

### *MISC Calling Scripts*

#### *Mall Leads*

Our records show you recently stopped at our showcase in the ( ) mall. Has anyone been in touch with you since your visit with us? I was just calling to update you on some of our new products, may I do this? Since it will soon be fresh produce season, have you heard of our product that can help keep your produce lasting longer? Our FridgeSmart containers, can prolong the life of many fruits and vegetables.

Are you the chef in the kitchen, or is your husband? We have perfected one of the most important tools of the kitchen. An Chef Series Knife Set. Complete, I'd love to show your friends the benefits of these products while giving you significant savings on the entire set. Thinking of your friends would a day time or night time be most convenient for them??

#### *Birthday Week Datings*

I am calling today because it is going to be Tupperware's birthday and we want to give you the gifts, could you get excited about earning a \_\_\_\_\_, or how about hundreds of dollars of Tupperware. You have the option of bringing \_\_\_\_ friends to your party, sit back, relax and get a chance to win prizes galore plus earn hostess gifts for yourself, how does \_\_\_\_ sound for you and your friends???

#### *Anniversary Party*

Call up your past Hostesses and schedule them for an Anniversary Party.

"Hi \_\_\_\_\_, Happy Anniversary" They will have no idea what you are talking about, and then you can tell them that you are offering a special gift to all of your past hostesses that date in the same month they did last year.

#### *"LEAP" and "Feel-Felt-Found"*

\_\_\_\_\_, are you ready for me to help you with your order? Did you enjoy seeing the new Tupperware? Which Host Gift did you like the best? I'd love to invite you to have a get-together so you can get that. (Listen). I know how you feel. Others/I have felt the same way. (Ask clarifying Questions, if necessary) What I've found is that people who (repeat the concern) really like (alternative). (Explain the Alternative/Solution). Thinking about people you would invite to a (alternative), would a day time or night time be better? (pause) Great! I have next (day) or (day) open. Which would be better for you? (pause) Great! (Offer times) (Fully Party Plan).

#### *Fundraising Customers*

If you've done any fundraisers, call the customers and first Thank them for helping to make the fundraiser successful. Then tell them, in appreciation that you would like to offer them the chance now to get some Tupperware for themselves for FREE!

#### *IOU's*

Call anyone that owes you a party and tell them now is the time for them to "pay up"! Remind them that you've already rewarded the hostess for the dating and that you would like to collect on their IOU!

### *Dating Scripts*

#### *Party Planning for a Successful Dating*

Great! You dated a party, so now, have your Host help you reach your goals with a challenge. Other ideas include to motivate the Host to have a successful party include but are not limited to: One dating in waiting, 7-10 guests in attendance. Return guest list within 48 hours, \$100 in outside orders, etc. "Party planning ensures they'll hold their party, therefore, reducing cancellations."

"\_\_\_\_\_, I'm so excited about this time we've set aside together. We'll customize this party to make you feel confident in getting your friends to attend. As we select the date for your party, I'd like to ask that you honor your commitment to me. This is my full-time job, and I'm working into management, so every party is important to me. If, tomorrow, you realize that you've scheduled your party at a bad time, just give me a call, and we'll move the date. Otherwise, I'll consider you a confirmed date. I know we're going to have a great time!"

"\_\_\_\_\_, I have so many fun and informational parties that will get your friends excited about attending your Tupperware

party. Would they like to learn about Plan-Ahead Meals with Rock 'N Serve™? Or, would your friends like to hear about an alternative to fast-food meals? I'd love to teach them how to prepare a meal in 20-25 minutes with the TupperWave™ Stack Cooker. We could demo the Spin 'N Save, Chef Series™ Knives, and the FridgeSmart™ line to teach your guests how to eat healthier and trim off extra pounds. Which theme do you think your friends would enjoy?"

### *Openings for Datings*

"Thanks for coming and welcome to \_\_\_\_\_ Tupperware party. My name's \_\_\_\_\_, and I'm your Tupperware Consultant. I'm here tonight for three reasons..."

"First, I want you to have fun learning all about Tupperware products. Whether you've been to a Tupperware party before or this is your first, I want you to relax and have a good time. You'll see products that'll save you time and money. I'm sure you're going to love them, just like I do, so I strongly urge you to consider holding your own Tupperware party. Then YOU can earn the great Host gifts.

"Which brings me to my second reason for being here tonight. And that's to help my Host, \_\_\_\_\_, receive free Tupperware products. \_\_\_\_\_, thanks for inviting me into your home (present gift to Host). I'd love the opportunity to come to your home, meet your friends, and have fun and give you free Tupperware, too.

"And my third - and favorite reason - I love to share Tupperware with everyone I meet. Tupperware has changed my life. Just by what you see me doing here tonight, I have fun, flexibility and a great income. If you think this is something you may want to try, watch what I do, see how easy it is, and at the end of the evening, I'll be glad to tell you more.

"I'm here tonight for three reasons. First, I want to show you the best products in the house wares industry and give you the opportunity to select products for your home. Second, I'm here to honor \_\_\_\_\_ and help her get the \_\_\_\_\_ Host gift set. I will be offering each of you the opportunity to host a party and receive gifts as well. And third, I'm here to share with you all the wonderful benefits of my career and, if you're interested, offer you the same opportunity. I have full or part-time positions available."

### *Datings While Demonstrating Sets*

"If you have a desire to purchase all of this tonight, but feel it's more than you want to spend, I'd love to tell you how you can earn them for free - just see me after the party."

"Can you see how the Stack Cooker lets you prepare a healthy meal for your family in 25 minutes? Think about a date that you would like me to come and cook dinner for your friends and help you earn this wonderful product."

### *Datings When Thanking Host*

"I want to thank you for attending \_\_\_\_\_ party tonight. Let's give her a round of applause for inviting us into her home. Thanks so much, \_\_\_\_\_, for being my Host!"

### *The Close for Datings*

Many times consultants do a great job demonstrating the product but fail to ask individually for datings. The "Close" is perhaps the most important part of any party. Customers EXPECT to be asked to date and some feel slighted if they are NOT asked. Our Hosts have such wonderful gifts available to them, not one guest should be overlooked! Let THEM decide!! Invite everyone to be a host!! \*\* Practice and memorize your closes so that you feel comfortable saying them when the time arises. You are simply "helping" the guests decide on the perfect date for their demo!

"If I could show you how easy it would be to qualify for both the \_\_\_\_\_ and the \_\_\_\_\_, you would want them both right away wouldn't you?"

"If I could show you how we can have a quick get-together for you and your busy friend's w/minimum effort, would you be my host?"

"If I could show you how to have a successful party even though you are new to the area and don't know many people would you be interested?"

"If I could show you how to have a successful party in a very small area around your kitchen table, would you be a host for me?"

"If I could show you how to receive our beautiful new Host Gift Special absolutely FREE, would you be interested?"

"If I could show you how to receive \$85+ in FREE Tupperware products, would you set a date for your party in the next 2 weeks?"

"If I could show you how to have a party when it wouldn't inconvenience your husband, perhaps a morning party or on an evening when he bowls, plays softball, etc, would you be interested?"



"I would love to have you as one of my hosts, what do you think?"

"When would you like to receive your FREE Tupperware?"

"I had so much fun w/you tonight, I just have to have you as one of my hosts! When would you like to plan your party, next week or the week after?"

### *Morning After Calls ("Big MAC" Calls)*

To increase party sales, the next morning make your "Morning After Calls" to everyone in attendance and to those who didn't make it to the party. Call guests you were not able to talk to at the party and the ones who were not able to attend the party within 24 hours of the party to be effective. This shows that you are interested in them and their needs. Thank them for attending and helping the hostess to qualify for her gifts. Ask them ?'s about the party and other things. Did they have a good time and learn anything new? Is there anything else to add to their order? Did they have any questions or suggestions? How about having their own party to get Hostess gifts for themselves and invite their other friends who weren't there. For more info please contact me. The personal touch makes a difference.

"Hi, \_\_\_\_\_, this is \_\_\_\_\_, your Tupperware Consultant from last night's party. Do you have a minute? (response) We missed you at the party last night, and I just wanted to thank you for your FridgeSmart™ order. Are you familiar with its venting system? (explain) Sharon, have you attended a Tupperware party lately? (response) Well, part of the service I offer to all my customers is the opportunity for them to receive free Tupperware® products by hosting a party. I can easily help you earn more FridgeSmart™ to complement your items. How does that sound? (response) I have Monday or Thursday of next week open."

"Hi, this is \_\_\_\_\_ from Tupperware. I met you at \_\_\_\_\_ party last night. I was looking over the door prize drawing coupons from the party and noticed you marked that you'd be interested in (product). I'd love to show you and your friends (party option/Tupperware solution). (Sell the benefits/gifts of the products you're introducing and/or the party you're proposing).

"Let me ask you -- do most of your friends work or are they at home during the day? So, if you were going to have a party, probably evenings would be best for you, right? I have next Thursday or Friday evening open - which would be best for you?"

"Hi \_\_\_\_\_, this is \_\_\_\_\_ with Tupperware, the consultant a \_\_\_\_\_ party last night, we missed you. (pause) \_\_\_\_\_ is working for a special gift (name the gift), she needs just one more dating and \_\_\_\_\_ thought you'd help her out."

-If her response is "Oh, I don't know."

-Your response is "I send out the previews and make it as easy as possible for you and you have no delivery after the party. I have \_\_\_\_\_ or \_\_\_\_\_ open, which would be best for you? -KEEPQUIET!-

-If she picks a date, say "great she will really appreciate it. I would like to party plan you, would you be home between \_\_\_\_\_ ? Great! If you have a list of 25 names, addresses & phone numbers on the list when I get there, I'll have a special gift for you. See you then.

-If her response is "NO"--Your response is..."We do have lots of nice gifts you can get."

-If her response is "NO"--Your response is..."If you ever need any service, I would be glad to help you out and Thank You again for your order. Have a nice day."

### *When Helping Someone Commit to Having a Party*

"It seems like now might not be the best time to plan your own party. When would you like me to call you back?" (Make a note of it and call them back!)

"So, \_\_\_\_\_, did you have a good time tonight? (response) Great. Did you enjoy the Impressions demonstration? (response) Fantastic. I'd love to come to your home and share with you and your friends even more entertaining ideas or any of my party options. Would a week from Thursday work for you?"

### *When Someone Wants to Check With Their friends Before Setting a Date*

"It sounds like you want to have a great party, but can I be honest with you? There won't be one date that will be convenient for everyone. Let's 'pencil-in' a date that works for both of us. Check with your friends, and call me back in the next two days if we need to reschedule."

### **Overcoming Objections - LEAP**

You ask, and your prospect says, NO! Yikes! What now? Don't panic, dating objections are a temporary objection for not scheduling a party, often because the prospective Host is either skeptical, unclear about what having a party really means or I need more information. Don't take it personally and you'll be fine." There are many little things you do that date parties." "Objections don't always occur, but when they do, you need to be prepared and there's no better way than to LEAP!" LEAP will get you to the real need, help you answer with a solution, and give your potential Host all she needs to say .Yes!

"LEAP" stands for:

Listen for understanding, show empathy, make eye contact, actively listen, and show you care.

Empathize by acknowledging what was heard, show sensitivity, acknowledge what was heard, show support and concern.

Ask clarifying questions to understand, clarify your understanding, explore options, allow the prospect to help you solve the problem, and see the problem from their perspective.

Produce a solution or options, offer a solution that'll meet their needs, recommend a next step, create closure to the problem and move to a commitment.

"The more you involve the prospect, the better chance she'll be willing to accept your solution. This communication process allows the prospect the opportunity to do as much of the talking as possible. This is important so you can give a solution to her problem, not to what you think the problem is. Attached are world choices to help you overcome typical objections."

When using "LEAP" to overcome objections, be sure to: Ask open-ended questions, Show Empathy, Provide Solutions and Confirm Interest and Schedule the party!"

### *Using LEAP with Objections*

*No, I wouldn't be interested in having a party; I'm too busy!*

"\_\_\_\_\_, I know how you feel, my life is hectic too! That's why I'm finding one of my most popular parties right now is my Stop and Shop party. Unlike a traditional party, this one has a start AND end time. I'll set up my display, give out catalogs, your friends drop by during that one hour time slot, say \_\_\_\_\_, and I'll answer any questions and take the orders. No games, no demonstration, just a "showing" of the latest products! It's hassle free!

"\_\_\_\_\_, I know how you feel! I am also sure your friends and family are busy too. We can do a One-hour Demonstration with a private showing with a few friends and family. I will also give some great tips on how to save time with Tupperware.

"\_\_\_\_\_, I can appreciate that. Did you have fun at the party tonight? The average party is two hours; can you squeeze me in on Saturday morning or Sunday night?"

"\_\_\_\_\_, Would the people at your office like a nice break during the day? I could do an office party for you during your lunch hour!"

*No, I wouldn't be interested in having a party; I have too much Tupperware!*

"How old is your Tupperware? You have a closet full of clothes, right? Do you buy new clothing to replace worn and tired items? You need to update your Tupperware wardrobe! Donate your old Tupperware to organizations like churches and everyone wins!"

"\_\_\_\_\_, that was one of the reasons I asked you, we have a brand new line of products out that will make your mealtime dilemmas disappear. In fact, if you put on a pot of coffee, I'll show you how to make a Coffee cake in TWENTY MINUTES using a process called tandem cooking! This way, the friends of yours who may not have seen all the new stuff can see some, and you will see one of our best sellers in action!"

*No, I wouldn't be interested in having a party; I don't know many people.*

"\_\_\_\_\_, we could give an invitation to all of your neighbors. What a great way to Get-acquainted with your neighbors.

"\_\_\_\_\_, would you be interested in a private Custom Kitchen Planning? If you have a couple of friends you could invite them also and serve coffee. While we learn to save room in our kitchens.

"\_\_\_\_\_, I have a party dated on \_\_\_\_\_ that we could make a Double Host Party. I have some great challenges for each of you. I can call \_\_\_\_\_ tomorrow. I am sure that \_\_\_\_\_ would not mind.

*No, I wouldn't be interested in having a party; My friends have been to so many Tupperware Parties lately.*

"\_\_\_\_\_, I know how that can get, so I'm going to make you a promise. You call your friends and tell them that your Tupperware lady has promised that if they don't leave the demo with a smile on their face, a gift in their hands, and some time, space, and money saving ideas, that I will give them an extra gift!"

"\_\_\_\_\_, lets invite everyone to an Auction Party where they bring their leftover Tupper Bucks from past parties to spend.

"\_\_\_\_\_, I know a great party idea we could use. A Favorite piece of Tupperware Party. We could invite everyone to bring their favorite piece of Tupperware and make a short demo about why it is their favorite piece.

"\_\_\_\_\_, we have New Monthly/Attendance Offer/Purchase with Purchase offer that will be out on \_\_\_\_\_. Can I throw a kick-off party with you as the host?"

*No, I wouldn't be interested in having a party; My house is too small!*

"\_\_\_\_\_, I understand. Let me ask you a question. Do you have a floor? I have a fun beach or picnic party. We'll do a demonstration on the floor. Are evenings or days better for you?"

"\_\_\_\_\_, Do you have a friend or family member that would let you use her house? I can give her any item in the

catalog for 1/2 price just for helping you out!"

"\_\_\_\_, we really don't need a lot of space, but if you're not comfortable doing it at your house, why don't you ask one of your friends if they would like to team up with you to do a Double Hostess party? You'll get credit for one dating, you can bring a cake or some chips, and she'll provide the house. You both get to earn our great hostess specials, as well!"

"\_\_\_\_, do you have a job? We could do an Office Party at lunch.

*No, I wouldn't be interested in having a party; My Husband won't let me.*

"\_\_\_\_, Do you mind if I ask why your husband objects?" We could always do a private showing for you and a few friends.

"\_\_\_\_, do you have a friend that would have a Double Host Party at their home?

*No, I wouldn't be interested in having a party; I'm really not interested right now.*

This is the kind of person you really need to be honest with. Ask them if they would like you to keep in touch, and updated with catalogs.

If they say no, ask them if they know anyone else interested in earning \$50-70 or more of free Tupperware, just for getting a few friends together.

Sometimes, repeating back to them what they are missing out on re-sparks their interest! Tell them that when the party is held, they will receive a referral gift as well! And, don't laugh, but, I've also done this. "I know this may sound nuts, but have you ever thought of doing anything like this? We're looking for new consultants in the "\_\_\_\_ area, and it's a great way to make extra money!"

This really works, sometimes the reason say no to a party is that they have no money, and mistakenly think that they need some to have a party. Also, there are still some uninformed people who think we get paid in Tupperware not money!!!!

## **Friend Finding**

Friend Finding is the oldest and most successful way of finding new leads right in your own neighborhood.

What to do when you go friend finding: Make sure you have enough monthly flyers as well as full line catalogs on hand. Take a bunch of key chains and business card magnets with you. Start on a managers or consultants given block where they live and start with their neighbors. Ring their bell and simply introduce yourselves.

"Hi I'm \_\_\_\_ I live next door and I don't think I've ever mentioned to you that I am a Consultant with Tupperware. If you need any servicing with your Tupperware products please feel free to call me (give them a business card). I am leaving you with a Tupperware flyer that shows all the specials for the month and wonderful gifts that a Hostess can earn by having a few people over for a demonstration."

Then give them a survey sheet to fill out and give them a key chain for filling it out. Its a great way to meet new leads and introduce your self to your neighbors.

### *In the Neighborhood*

If you don't do anything nothing is going to happen.

Take a new piece of TW with you and some gadgets...no briefcase...go dressed real nice.

Go to a neighborhood you would like to work - and knock on the door Say Hi My name is \_\_\_\_ and I'm a new Tupperware consultant in the area...I'm out today looking to meet some new people, let them know that I'm in the area and see if I can be of service to you. Have you been to a TW party lately?

LET THEM TALK!

Try to date a party...tell them all it takes is a few friends and themselves and you will make it worth their while...if they say no, no I don't have parties, say that's O.K. could you tell me who the party person is in the neighborhood? Let them tell you! When they do say, if she dates a party would you come? Write her name down when she says yes. Now DO NOT go to the person she told you is the party person, go to a few more doors and go through the same process, now when you get to the party persons house and you knock you can say Hi I'm \_\_\_\_...etc. I heard you are the party person...laugh...build report...show her list of all the people that would come and DATE A PARTY! Let her know you are new and could really use her help and you will make it worth her while!

\_\_\_\_ you can do it, don't wait for your manager, just go tomorrow. Yes, you may feel funny at first but after a few and you see how nice the people are you will be fine. SOME WILL, SOME WON'T, SO WHAT, MOVE ON, WHO'S NEXT! There are people out there looking for TW they are just waiting for you to knock on their door!

\_\_\_\_, go out tomorrow, knock on those doors and be proud out loud! You never know what door Ed McMann is going to be behind!

*Where is a Lead?*

4-H Club  
 Alumni Associations  
 At a party  
 Avon Lady  
 Beauty Shop  
 Boy Scouts  
 Brides To Be  
 Bus stop benches  
 Card Shop  
 Chiropractor  
 Cold Calls  
 Convenience Store  
 Crossing guard  
 Deli's  
 Doctor's Office  
 Drive Through  
 Elementary School  
 Fabric Stores  
 Flea Market  
 Football Widow  
 Friends  
 Garden Shop  
 Girl Scouts  
 Grocery store clerks  
 Gymnastics  
 Home Shows  
 Ice Cream Shop  
 Internet  
 K-Mart  
 Lawyer's office  
 Mail Carrier  
 Mechanics waiting room  
 Modular Customer  
 Mother-In-Law  
 Music Teacher  
 New home/Model centers  
 New Neighbor  
 Old Neighbor  
 Park benches  
 Past Host  
 Photographer  
 Preschool  
 Public Restrooms  
 Restaurants  
 School Band  
 Senior activity centers  
 Showcase  
 Soccer Mom's  
 Spouse's Co-Workers  
 Student Unions  
 Tanning Salon  
 Tax Preparer  
 Temporary Staff Centers  
 Tux Shops  
 Video Store  
 Wal-Mart  
 Welcome Wagon  
 YMCA

Administration Offices  
 Antique Shop  
 ATM Machines  
 Bakeries  
 Best Friend  
 Bridal Shows  
 Bulletin Boards  
 Candy Shop  
 Casino  
 Church  
 College campus'  
 Co-Workers  
 Dance Studios  
 Dentist's Office  
 Donut Shops  
 Drug Store  
 Employee Lunchroom  
 Fast food clerks  
 Flower Shop  
 Fraternity  
 Fundraiser Customer  
 Gas station  
 Grandparents  
 Guest with large order  
 Hair Salons  
 Hospital waiting rooms  
 Insurance Agent  
 Jazzercise  
 Kid's resale shops  
 Libraries  
 Manicurist  
 Minister's Wife  
 Mom's Club  
 Movie Theater Lobbies  
 Nail Salons  
 New Homeowners  
 New Parents  
 Optometrist  
 Party Lite Lady  
 Pet Stores  
 Pizza Parlor  
 Print Shop  
 Real Estate offices  
 Retirement homes  
 School Bus Driver  
 Shoe Repair Shop  
 Sister-In-Law  
 Social Meetings  
 Spouse's Secretary  
 Swim Meet  
 TAP  
 Teacher's lounges  
 Trade Shows  
 Unemployment Agency  
 Vitamin stores  
 Wallpaper Shop  
 Work

Airport  
 Apartment building foyers  
 Auto shop  
 Bank Teller  
 Bowling Alley  
 Bridal Shops  
 Bus Driver  
 Car Dealer waiting rooms  
 Caterers offices  
 Coffee Shops  
 Computer Shop  
 Craft Fair  
 Daycare Center  
 Department Store  
 Dressing rooms  
 Dry Cleaners  
 Expos  
 Fitness Club  
 Football Game  
 Friend Finding  
 Game  
 Gift shops  
 Grocery Store  
 Gymboree centers  
 High School  
 Husband's Secretary  
 Insurance Offices  
 Jeweler  
 Laundromat  
 Mall  
 Mary Kay Lady  
 Model Homes  
 Mortgage/Financial offices  
 Museums  
 Neighbors  
 New Moms  
 Non-Profit Organization  
 Parents  
 Past Consultant  
 Pharmacies  
 Post Office  
 PTA  
 Relatives  
 School  
 School Teacher's Lounge  
 Shoe stores  
 Skating Rink  
 Sorority  
 Stamping Club  
 Tailgate Party  
 Target  
 Telemarketer  
 Travel Agent  
 Veterinarians Office  
 Waitresses  
 Weight Loss Clinic  
 Wrestling Meet

### *Ways to get Bookings*

#### What you can do Everyday:

Always keep flyers with you to hand out.  
 ASK, ASK, ASK.  
 Be friendly and enthusiastic.  
 Be prepared to answer questions about your work.  
 Call at least two potential hostesses every night.  
 Carry a notepad to jot down names and information.  
 Carry keys on a Tupperware key chain.  
 Carry loose change in a small Tupperware container.  
 Develop and practice your own responses to the most common dating objections  
 Don't be shy talking about your products or your business.  
 Dream and imagine the possibilities.  
 Get in the habit of asking everyone for referrals.  
 Hand out your business card with all transactions each day. Always ask for a business card in return.  
 Hang a sign on your car window about your business.  
 Have you and your family members wear a T-shirt or sweatshirt with your logo.  
 Look and act like a successful Tupperware Consultant!  
 Magnetize your business card.  
 Make a goal to give out a certain number of cards per day.  
 Practice explaining the benefits of hosting a Tupperware party.  
 Read sales, self improvement, and positive thinking books.  
 Set goals and review them constantly. Post them where you can see them.  
 Shake your head YES whenever you say or hear NO.  
 Smile when talking on the phone. It'll show through.  
 Spend time every day working on some aspect of your business.  
 Talk about upcoming specials with everyone.  
 Talk with at least five people each day about hosting and the Tupperware opportunity.  
 Use and promote your products constantly.  
 Use bumper stickers.  
 Use postcards and/or newsletters to continue to spark interest.  
 Use Tupperware products for snacks at ball games, potlucks, pool side refreshments, etc.  
 Wear a Tupperware name badge or button wherever you go.

#### Hostesses:

Ask every Host if you may keep in touch and update her on new events and products.  
 Ask the Host ahead of time which guests might want to date a party.  
 Ask past hostesses in attendance at shows to talk about their free products.  
 At the beginning of your show, mention the hostess goal.  
 Call potential hostesses who postponed or never booked.  
 Create the Guest List with the Host to ensure lots of guests are being invited.  
 Encourage hostesses to rebook shows as soon as new brochures or campaigns start. She'll be the first to see and try our new products at her next show.  
 Encourage your hostess to book again 6-9 months from the date of her show.  
 Encourage your hostesses to refer potential hostesses to you.  
 Follow up on every cancelled party or hostess who never scheduled.  
 Have the hostess tell why she decided to host a show.  
 Hold a monthly tea or brunch for all the hostesses you've had that month.  
 Mention how much your "average" hostess gets in products.  
 Offer a bonus for hostesses who book on days and/or months you need an extra show.  
 Offer the hostess an additional gift when she re-books herself within 3 months. You may want to offer her an extra incentive for holding 3 shows within a year.  
 Offer the hostess, at the time of the party delivery, a special gift from you when she picks up a booking or two as she delivers her guests items.  
 Reward the Host for having one to two datings before the party begins.  
 Spotlight the Host at the beginning of the party.  
 Tell your hostess how much she saved by having her show.  
 Thank the Host throughout the party. Treat her like royalty with extra game gifts.  
 Treat hostesses to a special "Hostess Appreciation Party".

#### At the Party:

Describe and highlight the hostess plan during shows.  
 Display a Thank You Gift and at least one Host Gift Special at the party.  
 Do a "private showing" of the Host Gifts to the guests who arrive early.  
 Encourage guests to refer potential hostesses to you.  
 Give a great demonstration of Host Gifts creating a desire for them that they are special and unique.  
 Give each guest a dating survey at the party.  
 Greet each guest warmly when they enter the room and begin building a relationship.  
 Handout hostess flyers at the party.  
 Have fun at your parties! Above all, this is a social experience!  
 Hold up higher priced products and encourage bookings.  
 Include two to three dating messages in each party.  
 Invite every guest to host a party, It sounds obvious, but are you doing it?  
 Involve the guests in your party from the very beginning.  
 Let guests keep a catalog or sales brochure to keep on hand or pass around work.  
 Offer a small gift to those who bring a friend to the party - the more dating prospects the better!  
 Show how Tupperware products can give solutions. For example, saves time, space and waste!  
 Thank each guest for attending and ordering.  
 When you close the show, be sure to mention how much your hostess earned by having her show to each and every guest.

#### After The Party:

As products go on sale, contact customers who have ordered or shown interest in them previously.  
 Call anyone who has said "maybe" or "sometime".  
 Call every customer who places an order but doesn't attend the party.  
 Encourage frequent customers to regularly plan shows.  
 Encourage regular customers to book shows every 3 or 6 months. Book ahead. You can always call to remind her the month before.  
 Follow up phone calls to particularly interested guests. They may decide later to have a show.  
 Follow through on every booking lead.  
 Give extra service and time to good customers, they will remember you as their consultant.  
 Keep a list of special requests and let those guests know when that product is on sale.  
 Review orders from past shows. Call guests who have bought frequently or a certain type of item, etc.  
 Send thank you notes to host, for datings and to guests after the party is held.  
 Share the upcoming week or month's specials to encourage bookings.  
 Start an e-mail address book of customers who want to know what the monthly specials are, don't forget to mention the Hostess specials. If there isn't a special, create one.

#### Advertise Your Business:

Advertise in football or musical programs  
 Advertise in your alumni newsletter  
 Advertise in your church bulletin.  
 Advertise in local programs for festivals, school plays, church bazaars, etc.  
 Advertise in your local newspaper.  
 Advertise on your answering machine  
 College newspapers and bulletin boards.  
 Look on the internet for new bulletin boards to post your product.  
 Put an ad in a Home Owner Association paper.

#### Throw a Party for Datings:

Hold a Christmas Shopping Show for men (or for Mother's Day).  
 Hold an opportunity night.  
 Host a Grand Opening or Re-Fire Party  
 Host a Mystery hostess party.  
 Host a show before or during a PTA meeting  
 Host an office party or lunchtime show at the workplace of one of your friends or relatives.  
 Host an open house.  
 Host your own fund raiser show for your favorite charity.

#### Other Avenues:

Approach bake sales with a fundraiser.

Ask each of your friends-it's amazing what they will do for you if you tell them you need their help.  
 Attend and/or host other home shows (offer to party swap with the consultant). This is also a great place to get new ideas for your own business.  
 Call every person in your phonebook. If they don't book a party, they may know someone who will.  
 Call your realtor with suggestions for "new home packages" or pass your card to new neighbors.  
 Cold calling from the local phone book.  
 Contact church groups for fundraisers.  
 Contact Ladies Auxiliary groups of fire departments and/or veteran's groups.  
 Contact local Women's Club to see if they'd be interested in a free presentation.  
 Contact the local senior citizen groups. They often have functions.  
 Cross-promotions with other businesses. Florists, bridal shops, interior decorators, etc.  
 Donate products for a raffle to organizations holding functions.  
 Encourage relatives to book a show.  
 Fast food restaurants-where the mom's are! Take your kids and your catalogs and strike up conversations over lunch.  
 Former business associates. Have a get-together party!  
 Fundraiser Car Washes--stop in and tell them of your fundraiser.  
 Give products as gifts.  
 Go door to door--introduce yourself and your business.  
 Go to garage sales. Give them flyers to pass out for you. Offer a gift incentive.  
 Have a booth at a school fair.  
 Have your beautician keep your card on display at her station.  
 Include a flyer when you make your bill payments.  
 Join a club or network group.  
 Leave a lead box in businesses you go to a lot.  
 Offer a bridal registry and promote Bridal Party shows with other bridal services such as centerpieces, makeup, etc.  
 Offer a Christmas registry to every customer throughout the year. Contact their spouse or significant other in November, with their wish list.  
 Offer catalog or online parties to hostesses not willing to have a show at their home.  
 Offer to do a cooking class for a local grocery store.  
 Pass out cards to the mom's while passing out Halloween candy to the kids.  
 Put your card in fish bowls for Free lunch drawings or create your own.  
 Random mailings. Open a phone book and randomly choose.  
 Send a catalog to a co-worker that has moved.  
 Send a catalog or call another direct sales consultant for whom you've attended a party. If necessary, exchange parties and/or catalogs.  
 Set up a table at a career fair.  
 Share upcoming specials during phone calls.  
 Suggest a party near the holidays, even to hostesses who had parties in September or October. They may love to have the opportunity to shop from home for gifts.  
 Suggest hosting an online show to do Christmas shopping without leaving home.  
 Talk to your children's school about having a fundraiser.  
 Use your card as a bookmark in the library books. Leave them in the books when you return them.  
 Use your products and samples at home, office, camping, parties, etc..  
 Visit all the assisted living residences in your area and speak with their activity director.  
 Visit businesses to offer corporate gift shopping services.  
 Visit daycare centers; ask them to offer your card to parents dropping off their kids.  
 Watch the local paper for charitable groups who are having functions, see if you can set up a display or make a donation.  
 While walking or jogging, stop and talk to the neighbors or stop by the local playground to chat with the mom's.  
 Write down names of people who "owe you a favor" then follow up. Call the most familiar people first.

### Other Dating Tips

1. Get in the habit of coding your Order Forms and Call Back Lists.

A=attended

C=catalog order

D=dated

F=follow-up

G=guest

H=host

L=lead

PO=party order

OO=outside order

When you make calls this will help you identify who is who and where to start.

2. Fishbowls/Lead Boxes are still an excellent means of obtaining potential customers.

You can find some very nice, inexpensive glassware at dollar stores, and craft shops. Be sure the bowl is wide enough at the top for a business card or the questionnaire slip you provided to drop in easily.

Or create a slotted box, as that prevents other consultants or pranksters from retrieving your valuable contact information. Simply find a sturdy box and using an exacto knife or razor blade, cut a slit in the top or lid. Don't make the slit large enough for a hand to fit through, but don't make it small enough so that it is difficult to slip a business card or folded piece of paper through. Tape the lid to the box before wrapping. This will prevent someone from lifting the lid and "stealing" your customers. Wrap the box as neatly and professional looking as possible.

Create a professional looking, laminated brochure-paste to heavy cardboard and create an easel-back stand, so that it will stand nicely next to your fishbowl or box.

On this brochure display, be sure to follow your company rules (some companies forbid using their name, logo, or other company artwork). Offer a free drawing for a special gift. If possible, incorporate a picture of the gift up for raffle.

You can also create a brief questionnaire on the computer (index card sized at the largest), requesting name, address, telephone, email address, and birth date (don't forget your birthday club). You can also ask a few brief questions. But don't go overboard. If the slip is too complicated, many people will pass.

Example:

Name:

Address:

City/State/Zip:

Email Address:

Telephone Number:

Birthday:

I will be in touch soon! Good Luck!

If possible, leave a small stack of business cards next to the display and the box.

Be sure to check the Fishbowl/Lead Box weekly, and stick to whatever drawing schedule you noted on your brochure. Also, follow through with everyone who left information. Send catalogs; request they book a party, put them on your mailing list.

Basically you can place a Fishbowl/Lead Box anywhere that people may have to wait. It's also best to start with businesses or offices where you are familiar. Someone who recognizes you as a customer or patron will be far more likely to give you permission--and you MUST get permission from the business or office owner. Otherwise, they will simply discard your box, and you will have wasted valuable effort and expense.

If a business or office is hesitant, make a deal. Offer them a free gift or even treat them as a hostess, whereby they get hostess product from all sales generated from box.

Following up with calls or letters to everyone who dropped their card or information, may be difficult for some people. Following is a possible script for what can and should be said when making that follow-up call. Calling is the best means to contact these potential customers; however if they have left no telephone number or you are completely uncomfortable talking to strangers, there is a basic letter that can be used for mailings following the phone script.

IF YOU REACH THEIR ANSWERING MACHINE:

"Hi! This is \_\_\_\_\_, with \_\_\_\_\_, and I am calling for \_\_\_\_\_ about their entry in the free \_\_\_\_\_ drawing located at \_\_\_\_\_ box location \_\_\_\_\_. Please call me at \_\_\_\_\_ as I am anxious to speak with them about this. Thank you!"

(Note: If you do not receive a return call, do not give up. Try two to three more times, and if still no response, contact them via mail)

IF YOU REACH THEM:

"Hi \_\_\_\_\_, this is \_\_\_\_\_ with \_\_\_\_\_ and I am calling about your entry in the drawing at \_\_\_\_\_. Do you have time to speak with me? It will only take a few minutes.

Unfortunately, you were not the winner of the drawing. (Mention who DID win!), but I received such an overwhelming response, that I am contacting everyone who participated.

Have you ever (used, purchased) \_\_\_\_\_ your company/product before? I would love to show you all of our new products and share with you how you can still receive (the prize) or something similar for free. I could be available at your convenience. Can we set up an appointment now?

Is there any reason you wouldn't care to share your appointment with some of your friends and earn free products? (Proceed to schedule appointment)

Great! I have \_\_\_\_\_ reserved for you and your friends and I'll be there rain or shine! I'll call you on \_\_\_\_\_ to get the names and numbers for your guests. It's usually best if I give them a quick call to confirm. What time shall I call?" (Do a little more hostess coaching here, and perhaps offer an incentive for holding the class on the day and time scheduled.)



IF THEY ARE NOT INTERESTED AT THIS TIME:

"Certainly, I understand. Should I call back later in the month (or at a better time)? (If they say no) Would it be ok if I mailed you some information? We have some great specials coming up you might be interested in (Or I have an informative news-letter going out soon). (At this time, if they are not interested, ask them to take your information and refer you to their friends who might be....) (Regardless of their responses, be sure to thank them for taking the time to speak with you!!!)

## Dating Survey

Name _____	Date _____
Address _____	
Home Phone _____	Work Phone _____
1. I am most impressed by the following product sets or product lines: _____	
2. I would be most interested in seeing the following types of demonstrations: Plan-Ahead Meals, Microwave Cooking, Modular Magic, Ice Cream Party, Mommy & Me, Office Party, or Stop-N-Shop Y   N   Maybe	
3. I'd like more information about receiving free gifts by hosting a party. Y   N   Maybe	
4. I'd like more information about the Tupperware earning opportunity. Y   N   Maybe	
5. I'd like to receive a free gift for each person I refer who decides to host a party or sell Tupperware® products. (Please list any referrals on the back.) Y   N   Maybe	
Thank you very much for your Time!	

## Party Survey

Name \_\_\_\_\_ Phone \_\_\_\_\_

Host Name \_\_\_\_\_ Date \_\_\_\_\_

My favorite items are: \_\_\_\_\_

I have been a Host \_\_\_\_\_ times.

I like to go to Tupperware parties to:

Buy Tupperware      Learn Ideas      Have fun and win prizes

I would like to have my own Tupperware party to earn FREE Tupperware.  
Yes    Maybe    No

What type of Party would you be interested in or would like to receive more information about?

- Microwave
- Fundraiser
- Auction/Bingo
- Kitchen Organization
- Registry
- Taste of Tupperware

Have you thought about being a Consultant?    Yes    Maybe    No

What would you buy with extra money? \_\_\_\_\_

Check the best thing you heard about being a Consultant?

- Money
- 25% Discount
- Free Training
- Free Vehicle
- Flexible Hours
- Product Sampling

I would like more information on the Tupperware opportunity:  
Yes    Maybe    No

Best time to call?    AM    PM

Thank you very much for your Time!

## Survey for Guest at the NEW Taste of Tupperware PARTY EXPERIENCE!

### THANK YOU FOR ATTENDING OUR NEW PARTY EXPERIENCE!

Please take a moment to fill out this survey and return it to me at the end of the party to be entered in a SPECIAL DRAWING. Your opinion is of great value to me!

YOUR NAME \_\_\_\_\_ PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_ HOST \_\_\_\_\_

1. When was the last time you attended a Tupperware Party?

1 year     2-5 years     5 or more years     Never

2. What recipe did we prepare today? \_\_\_\_\_

3. Did the recipe appear easy to prepare?     Yes     No     Maybe

Comments \_\_\_\_\_

4. Would you use any of these recipes in your own home?

Yes     No     Maybe

5. If No, please share why? If Yes, what did you like best about the recipes?

6. Would you purchase the Seasoning Blends for use in your recipes?

Yes     No     Maybe

If No, please share why?

7. Do you feel your friends would benefit from learning new quick & easy recipes?

Yes     No     Maybe

8. Which recipes are you most interested in?

Appetizers     Main Dishes     Desserts

9. Would you consider having a Taste of Tupperware Demo in your home?

Yes     No     Maybe

10. Would you be interested in attending another Taste of Tupperware Demo?

Yes     No     Maybe

11. Would you be interested in receiving information on how you could earn extra money, using this Taste of Tupperware concept?

Yes     No     Maybe

Thank you very much for your Time!

## Survey for Retail Customers about the NEW Taste of Tupperware PARTY EXPERIENCE!

### NEW PARTY EXPERIENCE RETAIL CUSTOMER SURVEY

YOUR NAME \_\_\_\_\_ PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_ DATE \_\_\_\_\_

Tupperware is experimenting with a NEW "Party Experience" event. This new party is designed to enlighten and enhance the senses! This event features all of the basic information of a Tupperware party, which include the social and educational aspects that our consumers have come to expect from the direct sales market. These events are designed to last only 60 minutes and may be scheduled at any location desired.

1. Would you be willing to try the New "Party Experience" and receive Free Tupperware for assisting us with our event survey?

Yes  No  Maybe

2. If you were to schedule one of these events, would you be more likely to choose

Weekday  Weekend

3. Thinking of your friends, knowing you'd only be investing 60 minutes, would you be more likely to offer this event in the

AM  PM

THANK YOU for your time! Your opinion is greatly appreciated!

## Interest Slips

## Tupperware® Interest

*Please complete and mail this coupon to:*

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Home Phone:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

I'm interested in:

- Bridal Shower, Baby Shower, or Gift Registry
- Children's Products
- Kitchen Organization/Food Storage Solutions
- Microwave/Healthy Cooking Ideas
- Hosting a Party
- Career Opportunities
- Fund Raisers or Business Gift Giving Collection
- Customer Service - Mailing List

**Thank You for Your Interest in Tupperware!**

## Tupperware® Registry Interest

*Please complete and mail this coupon to:*

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Home Phone:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

I'm interested in:

- Bridal Shower Registry
- Baby Shower Registry
- Gift Registry
- Kitchen Organization/Food Storage Solutions
- Microwave/Healthy Cooking Ideas
- Hosting a Party
- Career Opportunities
- Fund Raisers or Business Gift Giving Collection
- Customer Service - Mailing List

**Thank You for Your Interest in Tupperware!**

## Interest Slip - Half Page

## Tupperware®

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

I'm interested in:

- Bridal Shower, Baby Shower, or Gift Registry
- Children's Products
- Kitchen Organization/Food Storage Solutions
- Microwave/Healthy Cooking Ideas
- Hosting a Party
- Career Opportunities
- Fund Raisers or Business Gift Giving Collection
- Customer Service - Mailing List



### Tupperware® Career Opportunities

Need extra cash to meet your expenses?

Want to purchase your Tupperware at a 25% discount?

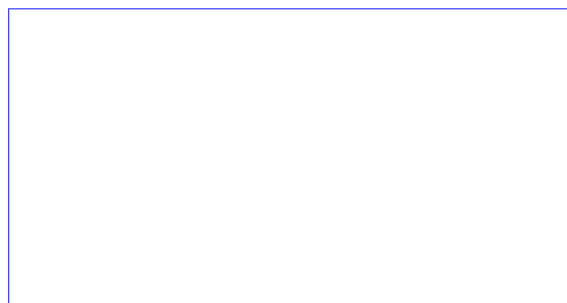
Full &amp; Part-Time Opportunities available!

25-35% Discount

5%-10% Bonus Plan

Average \$100 Profit per demonstration

Free Training, Fun Job and the Opportunity to Qualify for a Company Car!



Thank You for Your Interest in Tupperware!

## Great Dater Self-Assessment Test

This questionnaire will help you identify areas in your dating approach that you'll want to focus on as you work to strengthen your date book. Answer yes or no to the following questions:

### *Desire*

I have a burning desire to date Tupperware parties.	Yes	No
I try to date at least one party every day.	Yes	No
I have the .look of success..	Yes	No

### *Attitude*

I believe I have a lot to offer Hosts.	Yes	No
I communicate that hosting is fun!	Yes	No
I carry a .dating. attitude with me always.	Yes	No
I date with a smile, enthusiasm and confidence.	Yes	No

### *Technique*

I've asked every person I know to host a party.	Yes	No
I include two to three dating messages during the party.	Yes	No
I create a desire for the Host Gifts by demonstrating at least one.	Yes	No
I date at least two parties from each party.	Yes	No
I am comfortable handling objections.	Yes	No
I date within three weeks.	Yes	No
I carry a Catalog, Monthly Flyer and Host Planning Guide with me wherever I go.	Yes	No
I date away from parties.	Yes	No

### *Information*

I ask the Host at least three questions to learn more about the invited guests.	Yes	No
I personally greet guests before the party begins to find out more about them.	Yes	No
I ask questions during the party.	Yes	No

### *Needs*

I listen carefully to the needs of my guests.	Yes	No
I observe the guests. body language, facial expressions and reactions.	Yes	No
I tailor each dating message to the needs of the guest.	Yes	No

### *Goals*

I ask every guest at every party to date.	Yes	No
I know how many parties I want to hold each week.	Yes	No

With a little dating focus, you'll watch those no's turn to yes in no time! Based on your no. answers above, list the areas in which you would like to improve and how you will turn that no into a yes!