

Tips from your Directors & DIQ's

“Recruiting is the Answer”

- Cherie Riley – I take the ‘Fully Loaded Business Kit” to my parties and demonstrate from the kit the Kit. This makes it simple and easy for someone else to picture them doing what I do. These are the tools Tupperware gives them to start their own business, there is no mixed messages. I have a goal to start one new person each week placing the focus on them and what this could do for themselves and their family. I try to do a group huddle at the conclusion of each party to give more information.
- Kelley Lightfoot – I have a goal to start someone new each and every week and I also encourage my team to match my efforts by starting a new team member every week. I use the “Customer Survey” at all parties, we have a door prize draw from all surveys. My focus is to “follow up” on all prospective team members as soon as possible.
- Carrie Powers – I Ask “Each and Every Person”, I try to make sure I never let that slide, you never know who will be your next “New Team Member”. I will try to do a huddle at the end of the party with anyone who has expressed interest in starting. Keep the offer simple, i.e. ‘What would you do with an extra \$1000 per month?’
- Trish Geroux – I am going to start “Offering the Opportunity” we have instead of “Asking” them to start in Tupperware. We have a wonderful opportunity and I want to start presenting it like a great “Offer” for them instead of presenting it like something I would like them to do because that is good for me.
- Gloria Smith – “KEEP IT SIMPLE” We can flood them with confusing information that simply overwhelms them. They really only need to know some basic “BENEFITS” that may interest them. Ask them what they want from the business. They will ask the questions that are important to them as individuals. Reassure them that you will show them “HOW”.
- Karina Campbell – After the party I ask the Host if they will be attending the parties dated at their party that night. If they answer ‘YES’ suggest that they on a “TRIAL” basis do those parties to earn ‘Profit’ instead of making a purchase. If they like the profit and enjoy the business they would be able to continue on as a Consultant earning more profit and awards.
- Michelle Roberts – I am going to “Create” and follow a “System”. Make it something you do at each party rather than a hit or miss approach to recruiting. Prepare recruiting material in an envelope to pass out and leave with people. Make sure you follow up later. I want to make all that I do ‘Duplicable’ so that everyone on your team can do what I do.