

The image features a repeating pattern of stylized, magenta-colored Tupperware kitchen items, including various shapes of spoons and spatulas, against a white background. A horizontal black band runs across the middle of the image, serving as a backdrop for the brand name. The word "Tupperware" is written in a large, white, sans-serif font, with a registered trademark symbol (®) positioned at the top right of the final 'e'.

Tupperware®

Believe

THAT **YOU WILL SUCCEED**
AND YOU WILL



Where do you want to **BE**

ask yourself if what you're doing
today is getting you closer to
where you want to be tomorrow



What would you want to **BECOME**

Ask yourself if what you're doing
today is getting you closer to what
you want to become tomorrow?





Some of our
greatest leaders
started out just
like **YOU**



BELIEVE IN
YOURSELF



Don't party alone

start building
your own unit



MANAGERS THROUGH EXECUTIVE MANAGERS

UNIT STRUCTURE

YOU



LEVEL 1



LEVEL 2



LEVEL 3



EARNINGS

PROFIT PLUS

Manager = 2%
Star Manager = 3%
Executive Manager = 4%

Commissionable volume
 3 levels deep



VANGUARD BONUS ON RETAIL SALES

For each additional +\$2,400 add \$25

\$19,200	\$210
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\$16,800	\$185
----------	-------

\$14,400	\$160
----------	-------

\$12,600	\$140
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\$ 10,800	\$120
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\$ 9,000	\$105
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\$ 7,200	\$ 90
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\$ 6,000	\$ 80
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\$ 4,800	\$ 70
----------	-------

\$ 3,600	\$ 60
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\$ 3,000	\$ 50
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Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



First Steps to **ACHIEVING MANAGER TITLE**

- 1 or more standard personal parties **EACH MONTH** (\$600 *personal sales*)
- 5 or more standard unit parties each month (\$3,000 or more in *unit retail sales 3 levels deep*)
- 3 or more active personally-recruited **LEVEL 1** unit members



Personal Active Consultants are Consultants you personally recruited and who are in an “active” status.



EARNINGS

PROFIT PLUS

Manager = 2%

Based on commissionable
volume 3 levels deep.

Commissionable Volume (CV) is 75% of
unit's total retail sales

For example:

unit retail sales = \$3,000 x .75 = \$2,250
\$2,250 x .02 = \$45.00 Profit Plus Bonus



VANGUARD BONUS ON RETAIL SALES

For each additional +\$2,400 add \$25



\$19,200	\$210
----------	-------



\$16,800	\$185
\$14,400	\$160
\$12,600	\$140



\$10,000	\$120
\$ 9,000	\$105
\$ 7,200	\$ 90
\$ 6,000	\$ 80



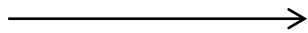
\$ 4,800	\$ 70
\$ 3,600	\$ 60
\$ 3,000	\$ 50

Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



MANAGER

Example 1:



MARCH

1 standard personal
Party & 5 or more standard
Unit parties and 3 personal
active recruits.

Achieved Title

*You achieved title qualification
this month. Your title will be
effective April.*

APRIL

Meet or exceed
Manager qualifications

*This is your first month
to be paid as a Manager.*



TO MAINTAIN & BE PAID AS

MANAGER

In a sales month, meet or exceed the following requirements:

- 1 or more standard personal parties each month (*\$600 personal sales*)
- 5 or more standard unit parties each month (*\$3,000 or more in unit retail sales 3 levels deep*)
- Have 3 or more Active Consultants at level 1*

*Active Consultants at level 1 can be your personal recruits — or if compression has happened — a level 4 would compress to level 3, a level 3 would compress to a 2, a level 2 would compress to a level 1.



To Achieve **STAR MANAGER** TITLE

(Personally hold parties & build a unit that holds parties)

To achieve Star Manager title you need to do the following in a sales month:

- 1 or more standard personal parties each month (*\$600 personal sales*)
- 10 or more standard unit parties each month (*\$6,000 or more in unit retail sales*)
- 6 or more active personally-recruited level 1 unit members



LEVEL 1

Personal Active Consultants are Consultants you personally recruited and who are in an “active” status.



EARNINGS

PROFIT PLUS

Star Manager = 3%

Commissionable volume is 75% of
Unit's total retail sales

For example:

unit retail sales =

$\$6,000 \times .75 = \$4,500$

$\$4,500 \times .03 = \135 Profit Plus Bonus



VANGUARD BONUS ON RETAIL SALES

For each additional +\$2,400 add \$25

\$19,200	\$210
----------	-------

\$16,800	\$185
----------	-------

\$14,400	\$160
----------	-------

\$12,600	\$140
----------	-------

\$ 10,800	\$120
-----------	-------

\$ 9,000	\$105
----------	-------

\$ 7,200	\$ 90
----------	-------

\$ 6,000	\$ 80
----------	-------

\$ 4,800	\$ 70
----------	-------

\$ 3,600	\$ 60
----------	-------

\$ 3,000	\$ 50
----------	-------

Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



STAR MANAGER

Example 1:



MARCH

1 standard personal
Party & 10 or more standard
Unit parties and 6 personal
Active recruits.

Achieved Title

*You achieved title qualification
this month. Your title will be
effective April.*

APRIL

Meet or exceed
Star Manager qualifications

*This is your first month to be
paid as a Star Manager.*



TO MAINTAIN & BE PAID AS

(Personally hold parties & build a unit that holds parties)

STAR MANAGER

sales month, meet or exceed the following requirements:

- 1 or more standard personal parties each month (*\$600 personal sales*)
- 10 or more standard unit parties each month (*\$6,000 or more in unit retail sales*)
- Have 6 or more Active Consultants at level 1*

*Active Consultants at level 1 can be your personal recruits — or if compression has happened — a level 4 would compress to level 3, a level 3 would compress to a 2, a level 2 would compress to a level 1.



TO ACHIEVE **EXECUTIVE MANAGER** TITLE

(Personally hold parties & build a unit that holds parties)

To achieve Executive Manager title you need to do the following in a sales month:

- 1 or more standard personal parties each month (*\$600 personal sales*)
- 15 or more standard unit parties (*\$9,000 or more in unit retail sales*)
- 9 or more active personally-recruited level 1 unit members



LEVEL 1

Personal Active Consultants are Consultants you personally recruited and who are in an “active” status.



EARNINGS

PROFIT PLUS

Executive Manager = 4%

Based on commissionable
volume 3 levels deep.

Commissionable volume is 75%
of Unit's total retail sales

For example:

unit retail sales =

$\$9,000 \times .75 = \$6,750$

$\$6,750 \times .04 = \270



VANGUARD BONUS ON RETAIL SALES

For each additional +\$2,400 add \$25



\$19,200	\$210
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\$16,800	\$185
\$14,400	\$160
\$12,600	\$140



\$ 10,800	\$120
\$ 9,000	\$105
\$ 7,200	\$ 90
\$ 6,000	\$ 80



\$ 4,800	\$ 70
\$ 3,600	\$ 60
\$ 3,000	\$ 50

Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



EXECUTIVE MANAGER

Example 1:

MARCH

1 standard personal
Party & 10 or more standard
Unit parties and 9 personal
Active recruits

Achieved Title

*You achieved title qualification
this month. Your title will be
effective April.*

APRIL

Meet or exceed Executive
Manager qualifications

*This is your first month to be
paid as a Executive Manager.*



TO MAINTAIN & BE PAID AS

(Personally hold parties & build a unit that holds parties)

EXECUTIVE MANAGER

In a sales month, meet or exceed the following requirements:

- 1 or more standard personal parties each month (*\$600 personal sales*)
- 15 or more standard unit parties (*\$9,000 or more in unit retail sales*)
- Have 9 or more Active Consultants at level 1*

*Active Consultants at level 1 can be your personal recruits — or if compression has happened — a level 4 would compress to level 3, a level 3 would compress to a 2, a level 2 would compress to a level 1.



Let's look at

potential earnings



POTENTIAL **MANAGER** EARNINGS

(Personally hold parties & build a unit that holds parties)

You holding **ONE** standard party/week

$\$600 \times 4 \text{ weeks} = \$2,400 \times .25 = \$600$ = \$ 600.00 *Personal Profit*
Personal Sales Volume Bonus = \$ 100.00 PSVB

5 standard unit parties/month

$5 \times \$600 = \$3,000$ (*unit Sales*) + $\$2,400$ (*personal sales*) = $\$5,400$
 $\$5,400 \times .75 = \$4,050 \times .02 = \$81.00$ = \$ 81.00 *Profit Plus*

$\$5,400$ unit Sales (*V1 bonus*) (*based on retail sales 3 levels deep*) = \$ 70.00 *Vanguard Bonus*

TOTALS = **\$ 851.50** *Monthly Income*



POTENTIAL **MANAGER** EARNINGS

(Personally hold parties & build a unit that holds parties)

You holding **TWO** standard party/week

$\$600 \times 2 = \$1,000 \times 4 \text{ weeks} = \$4,800 \times .25 = \$1,200$ = \$ 1,200.00 *Personal Profit*
Personal Sales Volume Bonus = \$ 300.00 PSVB

5 standard unit parties/month

$5 \times \$600 = \$3,000$ (*unit Sales*) + $\$4,800$ (*personal sales*) = $\$7,800$
Profit Plus $\$7,800 \times .75 = \$5,850 \times .02 = \$117.00$ = \$ 117.00 *Profit Plus*

$\$6,500$ unit Sales (*V2 bonus*) (*based on retail sales 3 levels deep*) = \$ 90.00 *Vanguard Bonus*

TOTALS = **\$ 1,707.00** *Monthly Income*



POTENTIAL **STAR MANAGER** EARNINGS

(Personally hold parties & build a unit that holds parties)

You holding **ONE** standard party/week

$\$600 \times 4 \text{ weeks} = \$2,400 \times .25 = \$600$

= \$600.00 *Personal Profit*

Personal Sales Volume Bonus

= \$100.00 PSVB

10 standard unit parties/month (25% of your unit holding 1 party/week)

$10 \times \$600 = \$6,000$ (*unit Sales*) + $\$2,400$ (*personal sales*) = \$8,400

$\$8,400 \times .75 = \$6,300 \times .03 = \$189$

= \$189.00 *Profit Plus*

\$8,400 unit retail sales (*V2 bonus*) (*based on retail sales 3 levels deep*)

= \$90.00 *Vanguard Bonus*

TOTALS

= **\$979.00** *Monthly Income*

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



POTENTIAL **STAR MANAGER** EARNINGS

(Personally hold parties & build a unit that holds parties)

You holding **TWO** standard parties/week

$\$600 \times 2 = \$1,200 \times 4 \text{ weeks} = \$4,800 \times .25 = \$1,200$ = \$ 1,200.00 *Personal Profit*

Personal Sales Volume Bonus* = \$ 300.00 PSVB

10 standard unit parties/month (25% of your unit holding 1 party/week)

$10 \times \$600 = \$6,000$ (*unit Sales*) + $\$4,800$ (*personal sales*) = \$10,800

$\$10,800 \times .75 = \$8,100 \times .03 = \$243$ = \$ 243.00 *Profit Plus*

$\$10,800$ unit retail sales (*V2 bonus*) (*based on retail sales 3 levels deep*) = \$ 120.00 *Vanguard Bonus*

TOTALS = **\$1,863.00** Monthly Income

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



POTENTIAL **EXECUTIVE MANAGER** EARNINGS

(Personally hold parties & build a unit that holds parties)

You holding **ONE** standard party/week

$\$600 \times 4 \text{ weeks} = \$2,400 \times .25 = \$600$ = \$ 600.00 *Personal Profit*

Personal Sales Volume Bonus = \$ 100.00 PSVB

15 standard unit parties/month *(25% of your unit holding 1 party/week)*

$15 \times \$600 = \$9,000 \text{ (unit Sales)} + \$2,400 \text{ (personal sales)} = \$11,400$

$\$11,400 \times .75 = \$8,550 \times .04 = \$342$ = \$ 342.00 *Profit Plus*

\$11,400 unit retail sales

(V2 bonus) (based on retail sales 3 levels deep) = \$ 120.00 *Vanguard Bonus*

TOTALS = **\$1,162.00** *Monthly Income*

Executive Manager Bonus *(if qualified)* + \$ 150.00

GRAND TOTAL = **\$1,312.00**

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



POTENTIAL **EXECUTIVE MANAGER** EARNINGS

(Personally hold parties & build a unit that holds parties)

You holding **TWO** standard parties/week

$\$600 \times 2 = \$1,200 \times 4 \text{ weeks} = \$4,800 \times .25 = \$1,200$ = \$1,200.00 *Personal Profit*

Personal Sales Volume Bonus = \$ 300.00 PSVB

15 standard unit parties/month *(25% of your unit holding 1 party/week)*

$15 \times \$600 = \$9,000 \text{ (unit Sales)} + \$4,800 \text{ (personal sales)} = \$13,800$

$\$13,800 \times .75 = \$10,350 \times .04 = \$414$ = \$ 414.00 *Profit Plus*

\$11,500 unit retail sales *(V3 bonus)*
(based on retail sales 3 levels deep)

= \$ 140.00 *Vanguard Bonus*

Totals

= **\$2,064.00** *Monthly Income*

Executive Manager Bonus *(if qualified)*

= \$ 150.00

GRAND TOTAL

= **\$2,214.00**

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

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But Wait...

there's more!



FIRST TIME **STEP UP BONUS***

1st Time *Manager* Step Up Bonus **\$100**

1st Time *Star Manager* Step Up Bonus **\$150**

1st Time *Executive Manager* Step Up Bonus **\$200**

Remember to personally hold parties and build a Unit that holds parties.

*Step up bonus paid the month you achieve title.



EXECUTIVE MANAGER BONUS

When you become an Executive Manager and have \$7,500 or more in unit Retail Sales for 2 consecutive months, you qualify for a \$150 bonus you'll receive each month after that you achieve \$7,500 or more in sales.

Once you reach \$7,500 or more in 2 consecutive months, you'll receive \$150 bonus each month you achieve \$7,500 or more in unit sales

Example 1:

MARCH

1 standard personal Party & 15 or more standard Unit parties

Achieved Title

You achieved title qualification this month. Your title will be effective April.

APRIL

1 standard personal Party & 15 or more standard Unit parties

Achieved Title

You achieved title qualification this month. Your title will be effective April.

MAY

1 standard personal Party & 15 or more standard Unit parties

Achieved Title

You achieved title qualification this month. Your title will be effective April.



EXECUTIVE MANAGER BONUS

When you reach Executive Manager and have \$7,500 or more in unit Retail Sales for two consecutive months, you qualify for a \$150 bonus you'll receive each month after that you achieve \$7,500 or more in sales.

Receive \$150 bonus every month you achieve \$7,500 or more in unit sales after you qualify with \$7,500 in sales for 2 consecutive months

Example 1:

MARCH

1 standard personal Party & 15 or more standard Unit parties

Achieved Title

You achieved title qualification this month. Your title will be effective April.

APRIL

1 standard personal Party & 15 or more standard Unit parties

Achieved Title

You achieved title qualification this month. Your title will be effective April.

MAY

1 standard personal Party & 15 or more standard Unit parties

Achieved Title

You achieved title qualification this month. Your title will be effective April.



But Wait...

there's more!



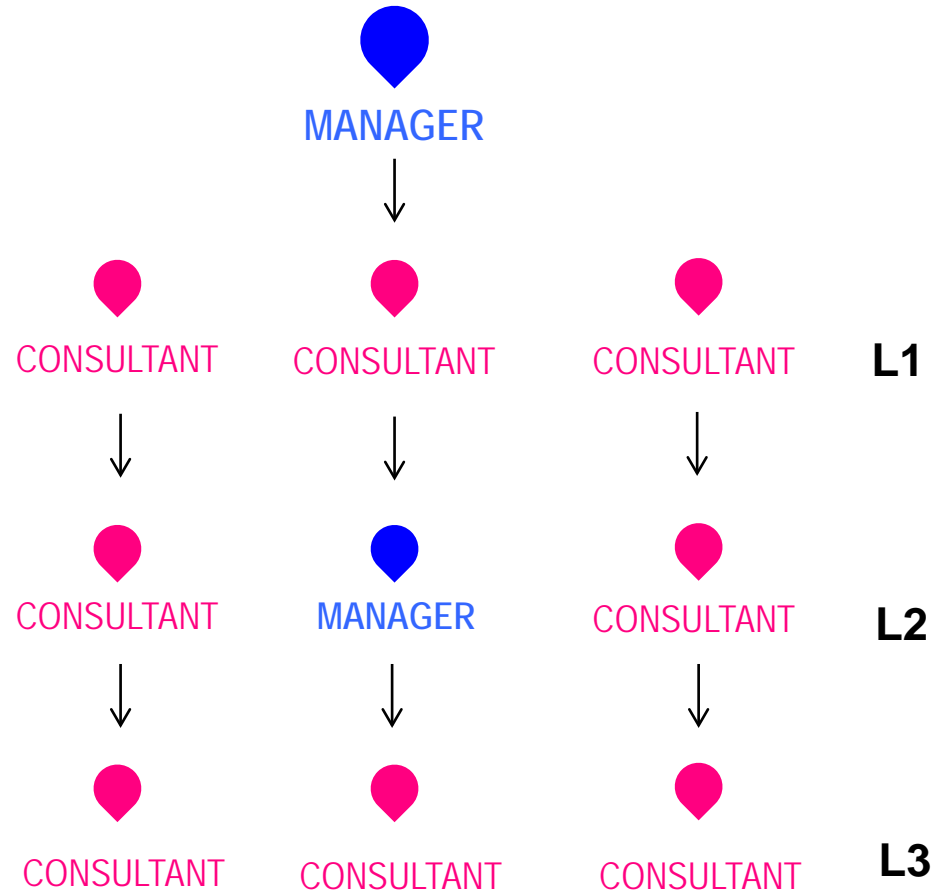
YOUR STRUCTURE

within your unit **3 levels deep** and have them still count toward your unit sales.

A **Manager** at **Level 1** and her/his personal recruits and their personal recruits are still part of your unit structure.

A **Manager** at **Level 2** and her/his personal recruits are still part of your unit structure.

If you develop a **Manager** at **Level 3** you would only count that Manager's personal sales toward your total unit sales — but not their personal recruits' sales.



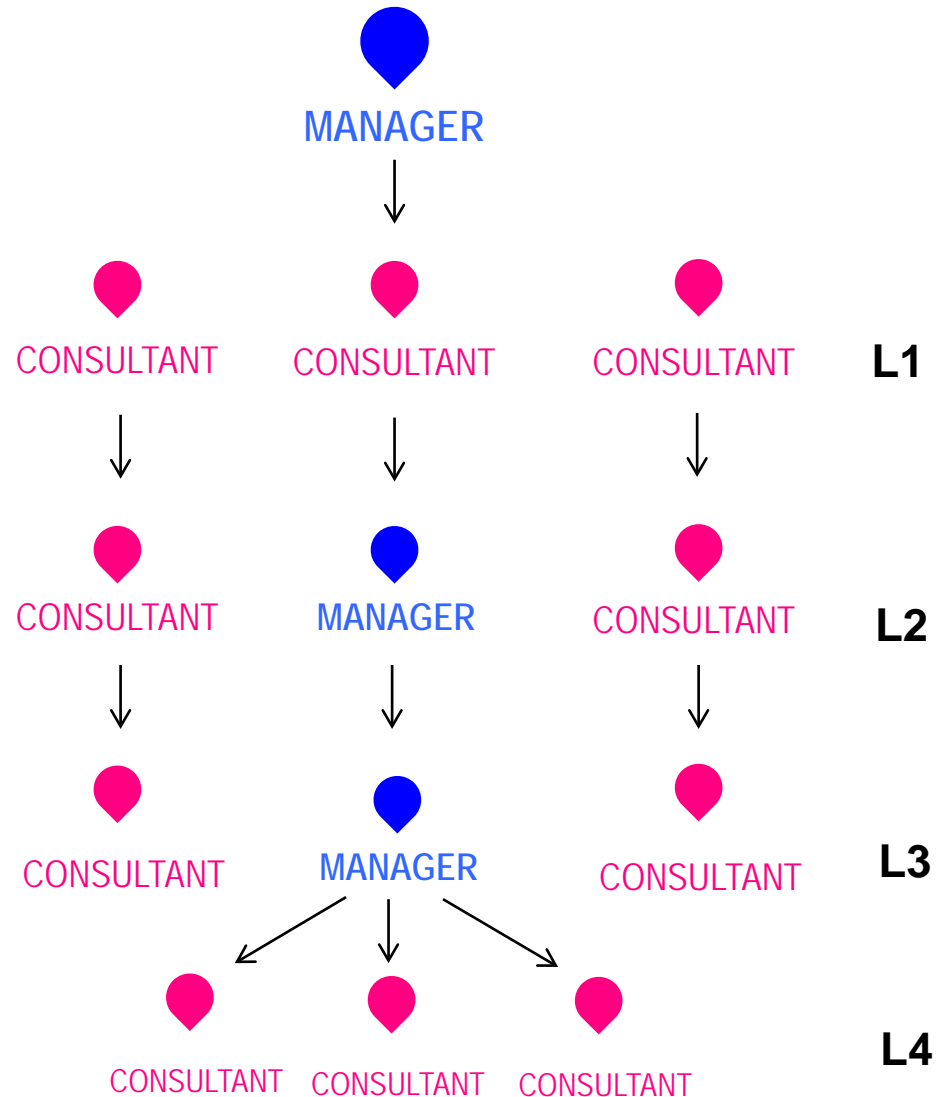
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A **Manager** at **Level 2** and her/his personal recruits are still part of your unit structure.

If you develop a **Manager** at **Level 3** you would only count that Manager's personal sales toward your total unit sales — but not their personal recruits' sales.



10 TOP REASONS TO **STEP UP**



#10 Make more NEW FRIENDS.



#9 Opportunity for **EXCLUSIVE TRAINING**



#8

Satisfaction of **HELPING** your unit grow



#7 MORE RECOGNITION for you & your unit



#6

Increase your **CONFIDENCE**



#5

HELP OTHERS achieve
their dreams



#4

OPPORTUNITY for all-expenses paid Manager trip

For Example: Trip to Hemingway Plant



#3

WORK SMARTER not harder by teaching
your unit to hold parties and recruit



#2 BE A PART of your company's leadership team



#1 Earn **MORE** money & exclusive awards!



Photos in this presentation can be replaced with other photos.

<https://tupperware.smugmug.com/browse>

<https://tupperware.smugmug.com/Sales-Force-Portraits>

THINK BIG.
START SMALL.
BEGIN NOW.

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Tupperware®