

Party planning with your host is key to having a successful Party, preventing re-arrangements and building your party sales.

Initial Party Planning

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| ✓ | Confirm Party date, time and address. |
| ✓ | Ask the Host about the Guests - interests, ages etc. This will help you plan your party theme. |
| ✓ | Establish the Host Gift goal. |
| ✓ | Tell the Host to invite at least 10 Guests, (phone & Brochures). |
| ✓ | Ask the Host to get orders in advance from those who can't attend. |
| ✓ | Encourage her to ask Guests, ahead of the Party, to date their own Party. |
| ✓ | Explain the payment procedures: Payment with order, cheque, cash, credit cards. |
| ✓ | Set up the delivery date. |
| ✓ | Schedule your next follow-up call. |
| ✓ | Share the Tupperware Opportunity. |
| ✓ | Immediately mail a thank-you note to the Host along with the Brochures. |



Follow-Up Calls (weekly + 2 days before + day of the Party)

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| ✓ | On your scheduled day, call to confirm: <ul style="list-style-type: none">- number of Guests- arrival time- new announcements- invite to Sales Meeting- advance orders- payment procedures- potential future hosts |
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Post Party

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| ✓ | Delivery day - call ahead |
| ✓ | Thank-you note |
| ✓ | Share the Tupperware Opportunity, again |