I Have No Secrets

This game is designed so the guests ask you questions about the Business to earn tickets for a draw for free Tupperware.

You need:

- 10 tickets (or slips they can write their name on)
- Draw Slips
- 3 Prizes (keep it small...use larger tiny treasure items, rocker scoops, funnels or dating bowls.)

STEP 1:
Share your IStory (why you started, why you stayed, what you're looking forward to)

Now it is the guests' turn to ask you questions about the business.
I usually say something like this:
"I could talk and talk about what I love about my business, so to help me avoid going on and on we're going to play a quick game...I have 10 tickets, ask me a question about my Tupperware Business and get a ticket. Once the tickets are gone, we're done! You can ask me anything you want to know, there are no secrets, it's all public information...so who wants to know? Ask me about how to get started, how much it costs, what do you have to do, how much money do you make...I have no secrets!!"

If no one asks, you can bait them..."who wants to know about __x___, put up your hand!" then give them a ticket and answer your own question to get them going...

If they ask general questions, quickly relate it back to Tupperware. Speak from your experiences or from what you know from having met people in the business. Keep it to what you know, if you don't know the answer...tell them you'll find out for them! It's ok to not know :-)

No product questions, business related only. Just let them know to save the question and you'll answer it after for them.

Do try and cover the following while directing them back to their Party Folder documents:

- How much does it cost to get started.
- What do the get – kit, discount, confident start rewards
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- What do they have to do – as much as they like, depends on what they want
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- How much money can they make

Once the tickets are gone, move on to step 2.

STEP 2:
"Now turnabout's fair play...you got to ask me 10 questions, so I'm just going to ask you 5."

Hand out the Draw Slips. Explain that you'll draw from them and the tickets as soon as you have all the slips collected back up.

Walk them through the 5 questions, reading each out loud and filling in any points you may have missed when playing the secrets portion.

Collect up all the slips.

YOUR TURN TO PLAY!

Name _____

Host _____

Phone ( ) _____

What would you do with an extra $1400 a month?
(2 parties a week = 10hrs work = $1400/mth)

What part of my job interests you the most?
(money, flexibility, discount, great product, cars & trips, fun)

Can you see yourself doing what I do? Why or why not?

How interested are you in more information about our Tupperware Business?

1 2 3 4 5 6 7 8 9 10
No thanks. Let's chat more. I'm interested!

Who do you think would make a great Tupperware Lady?
(and you can't say me, I'm already a Tupperware Lady and I **LOVE** IT!)

STEP 3:
Do the Draw Slip draws (2) and let them pick their gift
Then do a draw from the tickets, they get the last gift.
If the group was especially awesome I might throw in a free shipping for the ticket draws.

STEP 4 *AND THIS IS THE MOST IMPORTANT*:
When each person comes to check out, grab their Draw Slip and ask:

"So __name__, tell me about your 4!?!" And let them explain why they picked this number. Ask all of the 3's and higher...because they didn't pick 1 or 2 which is basically a no. Have the conversation, that's all it is :-)