

## **Dating Scripts to help you on the phone** **And Dating Rules/ABC**

**On the Phone Dating:** Prime time is usually after 6:00

Set a weekly schedule up to call at least twice a week for 30-60 minutes.  
To make money, you do the part of the job you hate the most, and you do it so many times that your book is so full and you will never have to do it again!!

**After the party call.** Thank some of your guests for their orders, and just say *"Hi Sue, just wanted to thank you again for attending the party last night and for placing your order, I appreciate it". Have you given any more thought about hosting your own show to earn free T.W.?? I just wanted to help my host reach the bonus level. Do you know of someone you can recommend?* If they do date a demo, you get \$10 free T.W. at their show!

Thanks again!!!

*Hi this is Sandy with T.W. and I'm just doing update calls, did I catch you at a good time? Great! We are giving over \$100 in T.W. away free to our hosts this month, some over \$800, and I wanted you to get in on some of our best deals. Do I have your permission to tell you more?*

*Thank you, first you get any item out of the book for 1/2 off just with 5 orders PLUS a bowl set valued over \$20!!! Sound good so far? The best part is your friends get a buy one get one FREE special, which will really give you a ton of host credit. We like to make our customers just as happy as our hostesses.*

*HI ---, THIS IS BETTE WITH TUPPERWARE; HAVE YOU GOT A MINUTE?*

*I JUST WANTED TO GIVE YOU A QUICK CALL AND LET YOU KNOW ABOUT SOME SUPER OFFERS FOR May.*

*WE HAVE OUR MOST POPULAR SETS ON SALE. I KNOW HOW MUCH EVERYONE LOVES SALES AND I THOUGHT YOU MIGHT LIKE TO HAVE A FEW FRIENDS IN AND LET EVERYONE GET IN ON THESE SPECIAL OFFERS.*

*I HAVE A FEW DAYS I'D REALLY LIKE TO FILL IN MAY AND I THOUGHT YOU MIGHT LIKE TO BE A HOST.*

*OUR HOSTS ALWAYS GET LOTS OF FREE TUPPERWARE AND OPTIONS FOR 50% OFF AS WELL. WE ARE IN A DATING COMPETITION TONIGHT AND AT THE END OF THE EVENING YOUR NAME WILL GO IN A DRAWING FOR ONE OF THE HOST SPECIAL SETS... THAT WAY WITH A QUALIFYING PARTY YOU CAN PURCHASE THE OTHER ONE AND NOT HAVE TO MAKE A CHOICE.*

*SO HOW DOES IT SOUND, IS A WEEK NIGHT GOOD FOR YOU OR WOULD YOU RATHER HAVE A WEEKEND PARTY?*

*SHORT PAUSE....., I HAVE \_\_\_\_\_ OPEN!*

If you get a... **I'm not sure...** just ask a question like....*have you ever hosted a party? then you know what great gifts you get!*

Or if they say they haven't hosted, then just say.... Our hosts get so much free Tupperware, it's a great way to start collecting pieces for your kitchen and it makes super gifts if you have any weddings coming up this summer.

Or if they say they don't know who would come... I'd help you make a list of who to invite when I bring you your party packet. Lots of people order even if they cannot attend and that way you still have a great party.

### Dating

First, let's establish the top 3 reasons people date a party:

- 1- They had fun
- 2- They want lots of Tupperware
- 3- They want to help the host

Your mission at every party is to **date more parties**

Believe you can date & you will!

Give dating bids throughout the party & ALWAYS let everyone know what the host gets right in the beginning.

You have everyone's full attention when you start so that's when you talk about hosts gifts.

Date parties in close. They are excited! When you date too far away the party usually cancels because it becomes one more thing for them to do in today's busy lifestyle.

When sitting down with guests one on one always ask *"Were you able to purchase everything you wanted tonight?"* When the answer is no, then say *"I would love for you to have a party & get the rest of the Tupperware you want free - in thinking of your friends & family would a weeknight or weekend be better for you?"*

Your mission when not at a party is still to **date more parties** - this is your business - why would you close? When businesses are closed they are not making money. Set aside time everyday to make at least talk to 5 people.

Be prepared when you call. Call back past hosts & customers. Always make sure you get a name, phone & e-mail of guests at parties.

This way, you have people to call!!  
When out & about - ASK everyone you meet. Bank tellers, manicurists, hairdressers, cashiers, waitresses, EVERYONE! Just ask who you know that sells TW. If they say no one, then smile & say - well, now you know me! Have a catalog, pen & paper handy.

Dating objections are temporary reasons for not scheduling a party. Objections are a natural human reaction to avoid making a commitment. We were raised to say "no".

**Ask - is it no forever or no for now.** Keep a notebook with you to keep a log of names, phone numbers & dates to call back.

Happy Dating!!

A dating is not a dating until it is in your book. **NEVER** give a host credit for a party without having a date.