

# Summer Excuses



## **Everyone Is Not on Vacation !!!**

- ◆ Only 5% of the population take their vacations at the same time !!! That means you still have 95% of the public to work with!!!
- ◆ Just look at the stores and shopping centers... they haven't closed for the summer because they say "everyone is on vacation"!
- ◆ Summertime is a great time to have a Tupperware party. Baby sitters are easy to get, and if a teenager will watch the little ones while you are having a party... offer him/her a little gift.
- ◆ This is the time of year when everyone wants to be outside and a backyard or patio party is very informal and FUN!!!

**Vacations:** When are you leaving? How long will you be gone? Where are you going?

*(Few days away or same week)* Wonderful! You'll be so excited to tell everyone about your trip when you get back, and we can still give the hostess credit, so let's keep it simple: lemonade and cookies if it's in the afternoon.....Offer choice of dates.

*(If the answer is to the beach, find out if it's near by.)* Going next week? Wonderful! Gee, that's great! Let's plan a get-together for the end of the first week; by then you'll be acquainted with your beach neighbors and EVERYONE NEEDS TUPPERWARE down there! Morning or afternoon better for you?

*(Stay at Home)* Possible Recruit....Wonderful! An you'll enjoy it. You know you owe it to yourself to relax for an hour and a half. Let's keep it simple, and have it outdoors... just iced tea and cookies... do you like to get together during the day or do you prefer the evening?

**Maybe in August:** That's great.....Did you know we only have this (bonus or special) for the next two weeks. A Tupperware party is just a coffee Klatch. Promise me you'll keep it simple.

**Just Got Back...Too Many Things to Do:** The work will always be there, but relax for an hour and a half with the girls. Now is the time for backyard parties. (Tell her the Bonus's and Specials). Let's keep it simple. Are you an early riser or do you relax more in the afternoon?

**When School Starts:** Summertime is the best time, while the children can play in the yard. Maybe a teenager next door can look after the children and I always give them a little gift. Do you like the quick morning coffee, or do you prefer the afternoon?

**All My Friends and Neighbors Are Going On Vacation:** We take a survey each year and discover that only 4% of the people go away on vacation at the same time and they are the gals that probably couldn't make it anyway, they are welcome to order. Let me show you how to have a successful party. Does morning fit into your schedule better, or do you prefer the afternoon?