

FIVE QUESTIONS

After you share the Tupperware Opportunity during the party, ask the guests to number 1 – 5 in the **Ship to** section of the order form, and answer these 5 questions.

1. What were the 2 best things you heard about the Tupperware Opportunity? *(this helps you get to their hot button)*
2. With proper training and support could you see yourself doing what I do? *(just answer yes, no, or maybe – what do you think about giving it a try?)*
3. Why did you answer question #2 the way you did? *(you don't have to write a novel, just a couple of thoughts)*
4. With no obligation to you or to me, would you be interested in hearing more about the Tupperware Opportunity? *(the alternative here is on a scale of 1 – 10 with 1 being NO WAY and 10 being I'M READY TODAY, where are you and you can't say 5 or 6)*
5. Let's pretend that _____ (the host) decided to host her own Tupperware Party; would you host a party to help her get started? *(this is going to help you close the deal with your host)*