

## Auction/Dating Party

### Preparation/Supplies

- ✓ \$100 in play money (TW Auction Money - lots)
- ✓ 12 - 15 smidgets (at least 1 per guest)
- ✓ Slips of paper marked \$200 or \$400 in half of the smidgets and \$1,000 3+ U & Me in the other half of the smidgets and 1 for Grand Prize
- ✓ Index cards

Below is what I send to my hosts prior to sending out their invitations

### AUCTION PARTY REMINDERS

*Extra Auction Money for YOU when:*

*\$200 Your guest list is at least 30 names (include those you are handing out on your list, just let me know they have invite)*

*\$300 Have 7 or more adult guests in attendance*

*\$300 Have at least 3 I have not met before*

*\$500 Have \$150 or more in paid outside orders before the party starts*

*\$500 Have a dating from a friend/relative before party starts*

*\$500 Let me tell you about our Tupperware opportunity (15 minutes)*

*FREE PRODUCT for Opportunity Kit when you join my winning team*

*Thank you again for dating your Tupperware Party with me! We will have a great time and so will your guests. If there are any specific products you or your guests want to see - PLEASE let me know. If you have ANY QUESTIONS - please call or email me and I will get back to you within 24 hours.*

*The information below will be inside the invitations that I mail out so your guests know what they can earn BEFORE the party! We will auction for Tupperware products at the end of the demonstration!*

*Your guests will earn auction dollars throughout the party but they can earn more by...*

*\$100 RSVP Host by day before party*

*\$100 Be on time for the party*

*\$300 Let me tell them about our Tupperware opportunity (15 minutes)*

*\$500 Bring a pre-paid order to the party from someone else*

*\$500 Bring an uninvited guest with them to the party*

*\$1000 Bring a guest list for use when they date their own party*

*FREE PRODUCT for Opportunity Kit when you join my winning team*

- ❖ Welcome guests, thank host(s) and introduce yourself
- ❖ Show and demonstrate the items that will be auctioned. (These can be large game gifts, small pieces of Tupperware, past dating or conversation items)
- ❖ Thank Hosts again with and present them with conversation, dating gifts, show Thank You Gift and Host Gift Specials
- ❖ Give Hosts their earned Auction money (their challenges)
- ❖ Ask if anyone has a digital watch or a second hand that could be a timer. Thank the person and give them \$100
- ❖ Question & Answer - "now I'm going to give you the opportunity to ask me anything about my job with Tupperware. (ie: how many hours, how much money, trips, cars, etc) You will have 3 minutes and will receive \$100 for each question asked. You'll want to be fast so you can earn lots of TupperBucks"
- ❖ After the question/answer session is over, tell them you are going to give them the opportunity to earn an extra \$200 when they answer 7 questions. (hand out index cards and have them put their name and phone and hosts name on the card - also number 1 - 7)
  - 1) What did you hear that you liked most about my job?
  - 2) Have you ever thought about doing what I am doing?
  - 3) If you had \$1000 this month, what would you spend the money on (other than bills...ie: carpet, car, home, nursery, etc)
  - 4) Would you be willing to set a time to hear about our TW opportunity?
    - Yes No or I can be bribed
  - 5) What, if anything, would keep you from trying TW for 30 days?
  - 6) If you would like to be added to receive my monthly e-newsletter - PRINT your email address
  - 7) If tonight's Host decided to try TW, would you be willing to host a practice party to help them get their business started?
  - 8) EXTRA CREDIT - \$100 extra for each referral (must include name and phone number)
- ❖ Collect cards and pay them their \$200 as you are collecting cards (more for referrals)
- ❖ DEMONSTRATION (focus on big dollar items/sets)
  - 1) Fridge smart
  - 2) Vent N Serve
  - 3) Modular Mates

- 4) Have signs with your PWP and Attendance offers
- ❖ After the demo, tell the guests you are going to give them another opportunity to earn more money. Demonstrate the smiget container and all of it's uses. Tell them they not only have a chance to get more money, but also to get one of these awesome containers for playing the game.
  - ❖ EXPLAIN: (word choices are VERY important) "Notice these little containers have slips of paper inside. Half of the papers say \$200 or \$400 and the other half say \$1,000 3+ You and ME and a Grand Prize. Let them know the \$1000 3+ You & Me is the best since they get to invite 3 or more friends over for a little Tupperware get together so you can earn free gifts like \_\_\_\_\_ is getting tonight. This is an optional game, so it's your choice if you want to play. But these are the game rules
  - ❖ Pass out smidgets and have them hold them til you're done passing out to players. Have your party planning packages ready as each person opens smidgets one at a time. Be sure to congratulate those with \$1000+, give them their \$1000 and a party package (kit) and say that you'll get with them before they leave to plan their 'party'. If the person gets \$200 or \$400 , tell them not to worry, you'll be happy to help them trade up to a party since that is the best offer.
  - ❖ Do the auction
  - ❖ Be sure to tell them they may bring any unused money to the next party and remind them to bring a guest and/or outside order for even more money

Be ready and take lots of party planning packages (expect 3-5 datings from every party)