

THE TUPPERWARE AUCTION

INTRODUCE YOURSELF (as their Tupperware Consultant)

“Hi everyone, my name is _____ and I am your Tupperware consultant.

THANK THE HOST AND PRESENT SPECIAL GIFTS (i.e. keychain~~magnet)

THANK THE GUESTS FOR COMING AND PRESENT AUCTION DOLLARS FOR ALL WHO BROUGHT A FRIEND THAT WAS NOT INVITED BY THE HOST.

(You decide how many auction \$\$ to give)

PRESENT EACH GUEST WITH THEIR CATALOG/FLYER/ORDER FORM/INDEX CARD AND A \$100 BILL. PRESENT THE HOST WITH A \$500 BILL (do not give out pens)

EXPLAIN AUCTION:

“We will be having a Tupperware auction tonight so each you will start with the \$100 bill I just gave you. There are many ways to earn money and the more money you have the better the chances you will have at winning what you want.....show the cute bags or wrapped items you have brought. Remember not to show what the items are, just tease the guests.

To earn more money:

- 1) When we prepare the Taste of Tupperware recipe tonight, all those that participate will receive \$500
- 2) When you are the first person to give the page number, item and price of the product we use in preparing the recipe tonight, you will receive \$100.
- 3) If you share an idea about any Tupperware product, you will receive \$100
- 4) If you date a Tupperware party, you will receive \$500
- 5) If you tell me you are going to have a Tupperware party before I ask you, receive another \$500
- 6) If you ask me questions about my job as a Tupperware consultant, I will give you \$100

(Give any other examples you want to use)

NEXT:

Ask everyone that brought a pen with them, to get it out and give them \$100 for having their pen. Also, give another \$100 to the person that loans a pen to a guest. (This way you do not have to carry pens and not getting them back!!)

NEXT:

Explain the catalog and order form, plus the monthly brochure. Explain how to complete the order form with their name/address/phone #/email address and the first 2 to finish and screams “I LOVE TUPPERWARE”, will receive \$500.

NEXT:

Proceed by explaining how your Host will qualify for several items in the catalog at 50% off.....any bonus offers for Host....and how the Host will accumulate Host Dollars to spend on our special gifts or Tupperware product. (this is a tool for dating more parties)

NEXT:

Explain a little about the recipe and then ask for the volunteers to join you in making the recipe. Remind them there are auction dollars. As you demonstrate and then ask guests to help, hand the auction dollars out. Mention during the preparation of the recipe, why you enjoy the business and/or the benefits for your recruiting bids. Keep the preparation easy, simple and fun! Ask, “who would like an additional \$500 auction money”and the first person that says YES, ask if they would like to be in charge of cleaning up kitchen.....

NEXT:

Invite the guests back to the area where you have a small display set up. Say “I have a few other items for you to see, and how many of you love specials? I have saved the best till last, so join me in here, and I will explain how you can save even more money tonight! The first 3 to find their seats will receive \$100.” Then proceed to explain any specials by saying, “These offers are available by adding to your order tonight. I will help each of you individually with you order, so take your time viewing everything available tonight.

NEXT:

You want to play the game *“Turn About is Fair Play”* and now that all the guests are back, start by saying: “We have one more fun thing to do tonight. How many of you have always wanted to know a little about what it’s like to be a Tupperware consultant? Have any of you wondered if we make money, have fun, or get promotions? This is your chance to ask me any question about my business....and every question asked is worth \$500....

Make sure a lot of our perks are asked, so sometimes we have to nudge them...
you want people to ask, how much money do we make, how our family likes us doing the business, the discount, prizes /awards, how often we do demonstrations, flexibility, advancement to management, vehicle program, and the most important question for someone to ask is, “how do I get started”!!

When someone asks that special question award additional money!

NEXT:

Ask the guests to take the index card, put their name/phone # on the card. Say, “Turn About Is Fair Play”, so now I am going to ask you 4 questions:

- 1: Of all the things you heard about my job, what is the one thing that appealed to you the most? (money, flexibility, management, vehicle?)
- 2: Next, you will answer yes, no or maybe. “Could you see yourself doing what I do?”
- 3: If you answered yes to #2, tell me why. If you answered no, tell me why not, and if you answered maybe, give me a reason!
4. You will answer yes, no or maybe. Will you allow me to share some more information about the Tupperware opportunity with you under no obligation?

Collect all the cards and do a drawing for a special gift or give a lot of bonus auction dollars!

NEXT:

(point to the area where you have set up a ‘mini office’) Offer to help with their order form and remind them about the bonus auction dollars for dating a party before you have an opportunity to ask them!

Help each guest with their order and if the guest hasn’t said anything about dating a party, make sure YOU ASK!! (review the steps for dating a party) When we have a special ‘purchase with purchase offer’, suggest adding this to the order form to help increase sales for the Host.

You may want to offer \$100 auction money for those paying for order at the party.

After you have helped all the guests, start the auction. Tell them you have items to auction tonight and they do not get to see them. Pull the first item out and start the bidding at \$100. Continue until you have auctioned off all your items. Tell them that with any auction money left, to put it in their wallet until the next demonstration with me. Anytime you see the auction money in your wallet and are short on cash, just give me a call. We always have openings in our business. Cash is always at your fingertips when you are in business for yourself, but not by yourself!

Thanks them again for coming, and supporting your Host. Set the dates for the parties that you gave auction dollars for! Remember, a dating isn’t a dating until it is in the datebook and party planned!!!

It is important to do the auction party in your style. Make it fun and exciting, and you will have repeat auction parties!!

HAPPY AUCTIONING!!