

Hostess Information

Name _____

Address _____

Phone _____

Email _____

**Consultant's Hostess
Coaching Checklist**

Date of Party

Date To Be Completed

Complete

Hostess Packet Sent or Given at Party

"Thank You for Dating" Letter Sent

Guest List Received

Phone Call: "Received your guest list.
Be sure to call your guests."

Invitations Sent

"Your invites are in the mail," Letter Sent

Booster call: "Have you heard from guests?"

Call for Directions

"It was a pleasure letter" Thank you note sent

Follow-Up Call 10-14 Days After Party

Dating

The 1st step in dating is to set a goal. How many parties would you like to hold each week?

How much would you like to sell each month?

These goals should work well together. For example, if you would like to sell \$3,000+, you will need to hold at least 2 parties a week, totaling 8 parties held in the 4 week period.

According to the 80/20 rule, you'll need 10 actual dating(s) with this example. With good party planning, follow up and a guest list from your host, 80% of your parties will hold.

Your next step is to highlight the dates and times you would like to hold parties.

You may choose to use dating cards. These are colorful index cards. Put the day, date & time on front of the cards. Hold punch the sides & secure them with a Tupperware key chain. These cards are easy to carry with you at all times. You may also use stars on the closer dates or the dates you would like to date 1st. The host choosing a "star" card will earn an extra gift. When the host chooses a date, she would write her name, address, phone and e-mail address on back of the card. This will file nicely in your lead box.

Now that you're organized (BTW, this should not take longer than 30 – 40 minutes to set up monthly) let's talk about where you get dating(s) at and away from parties.

We will provide your Distributor with a list of 82 Ways To Get Dating(s) to e-mail to you.

AT THE PARTY

At your party, you may choose to use dating games such as:

Smidget Game (Your Distributor will teach this one to you)

Mystery Dating Bags – 6 paper lunch bags with a large game gift or small piece of Tupperware inside. Fold bag over, Hole Punch & hang a dating card w/ Quick Shake keychain through the hole, on the bag with a curly ribbon. The guest would choose her date for the mystery surprise inside.

Host Surprise Box – Shoe Box. Soap Opera Wrap It. Put a small piece of Tupperware (e.g. RnS Med Shallow, RnS Soup Mug, CW Soup Mug, Spice Wedge, Oval 1) in the box with gift tissue on top. Tie it with pretty wire ribbon. 3+ Dating(s) allow the host to completely open & get gift inside, or dramatize it by allowing the hostess to untie ribbon w/ 1 dating; take cover off with 2; Lift tissue and get the gift with 3+ dating(s). Put your own personality into these dating games.

Hostess 3+ Envelope – Put index card with gift written on it inside colorful greeting card envelope. Seal the envelope. On the outside, write a BIG 3+ on it, hole punch the corner of the envelope & hang a Tupperware keychain decorated with curly ribbon through the hole. Pin the envelope on the host or you can make it into a necklace using curly ribbon on both sides & hang it around her neck. The hostess will wear this brooch or necklace throughout the party letting her guest know when she has 3+ dating(s), she gets to open her envelope & claim her prize!

There are MANY “At The Party” Dating Games, Conversation Starters and Dating Bids. This are just a few.

To sum up Dating “At The Party”, you may choose to use the “5 Step Dating Pattern”

1. Ask 2 “yes” Questions. Smile & Nod (e.g. Did you enjoy the Taste of Tupperware Experience? Are you ready for me to help you with your order?) This gets the guest into the “yes” mode.
2. Invite the Guest to have a party. You may choose the Direct Approach (It would be my pleasure to help you earn LOTS of FREE Tupperware by having a few friends over to see what’s new in Tupperware) or the Question Approach (IF you were to have a Taste of Tupperware experience, would you choose a weeknight or a weekend?)
3. LISTEN to the Response
4. Be Understanding (Feel, Felt, Found)
5. CLOSE. Again, you can use the Direct Approach (Let’s go ahead and choose your party date and give the guest the dating cards for a date selection) or the Question Approach (What would keep you from choosing your party date tonight?) This approach is used with the maybe(s) and the himhawers and only used to find the objection and to be able to overcome it.

AWAY FROM THE PARTY

Purchase a spiral bond perforated 3X5 index card book from Wal-Mart. Carry this in your purse or pocket at all times. When you’re out and about, practice starting conversations. One of the easiest lines is, “Who do you know that sells Tupperware?” The response may be something like, “I haven’t seen Tupperware in FOREVER!” or “I didn’t know Tupperware still existed!” You can then say, “I would love to show you what’s new in Tupperware. How would you like to have a few friends over and earn FREE Tupperware? How can I contact you?” while at the same time extending the cards out with a pen for your new friend to give you contact information.

FOLLOW UP, FOLLOW UP, FOLLOW UP

Spring Festivals are coming up. School Festivals. Reserve your booths for Leads. Be prepared with party packettes, and dating cards. FOLLOW UP, FOLLOW UP, FOLLOW UP

Red Hot 25 Dating Notebook. Use a steno notebook and keep it hot with 25 Hot Dating Leads. Never let it get below 25. Combine this Red Hot 25 Dating Notebook with Think 3. 3 morning connections and 3 evening connections for a total of 6 connections per day at least 3 days each week (schedule your contact days). You may have to tailor this to your schedule if you have a job outside of Tupperware. What I mean by connections is ...

The name comes out of the Notebook with a yes or a no not now, not a maybe. A maybe needs a follow up date.

Remember, you must keep 25 Hot Leads in this Notebook at all times.

Visit offices with a flat out container. "Have you seen Tupperware's latest product? It earned the Good Housekeeping Good Buy award. May I show it to you and your co-workers?" This could lead to an office party or dating someone in that office.

Hold your own open house. Display the Hostess Gift, Quick Chef, Quick Shake and Cookware. Have party planning packettes ready, dating cards and recruit information and brochures.

Have Bonus Days. Use some of the Tupperware in your stock to offer Host Bonus Days. For instance, "Have your party on Sunday, 16th and earn a Wonderlier Bowl Set with 7+ guests or 7+ outside orders with payment." Choose your own challenge, but use some of the stock you've earned to pull in quick parties.

Call A Dating(s). Join together with 3 or 4 people on your TEAM to make phone calls. Caution, you must keep the phone going. Play hot phone, etc. Gifts center table for dates within 3 weeks.

QUESTIONS

Dating Do's and Don'ts

Do count only an actual party as a dating for the hostess especially this month.
Don't count a catalog party. Let them do it but do not count for hostess credit.

Do date no more than 10-14 days out. Date sooner if you can.
Don't let someone date further. They will likely not keep date or hold the party.

Do hold to your dating guidelines that Tupperware has set for you.
Don't think you know better. They have been in business for 59 years, and set this program for us to make money.

Do get an address list within 48 hours from the party.
Don't let excuses stop you from insisting on it.

Do party plan with every hostess before you leave the party.
Don't put it off till a later time- it will likely not happen with the same urgency and emotion.

Do attend your parties dressed for success.
Don't forget you never get a second chance to make a first impression.

Do set sell and look for recruits at every party.
Don't assume people are not interested in our business or in the upper priced items.

Do make your party fun.
Don't make it last too long.

Do plug your datings from start to finish during a party. (Plant the seed.)
Don't assume it will scare them off or make them uncomfortable when you talk about the next party.

Do talk about your job and the opportunity our company has to everyone.
Don't assume someone else isn't interested in the same freedoms.

Do emphasis what the hostess is earning.
Don't think they aren't interested.

These are tips that have helped make my business a success and I have followed my own guidelines without exception and it has been very successful for me.

Dating for Success

Tupperware Circle of Success

DATE---->PLAN---->SELL---->RECRUIT!

Dating is the first in the Circle of Success formula and it holds a lot of weight in the overall success of your business.

Dating is a part of your business that can make or break the best of the best. Whether it is a book party or a physical party the next party that it generates is your next source of income from your Tupperware business.

There are three steps to successful dating:

First the CONTACT LIST

We are all as good as this list is that we keep. It is an important tool and we should always keep 20 working names and phone numbers for this list active. Your party invoices are a great place to get this info to work with.

Your outside order sheets-- get customer info here. Ask your hostess to be sure you to fill in this info completely. These are potential calls for you later or when you have a great sale. These are like a lead generation box if they are filled out. Include e-mail address and phone# on this sheet.

Your person---- Wear Buttons, and pins. Carrying books that are 1/2 way visible to a passer-by, playing with a flat out in the grocery line, speaking to that person on the plastic wrap aisle. Basically advertise yourself and speak to people about your business. If you don't speak up they'll never know you sell Tupperware. Be proud of what you do and say it with your head held high, not looking at your feet. I think the best advise I was ever given when I started out as a new consultant.

Calling your contacts--- We can have all we want but if we don't use our tools we will never find that next extra party that we want to date. Calls are so important to fill your date book. The best advise I was given here was if I did not have 6-8 solid datings going in my date book for the next 3-4 weeks that it was time to get on the phone. If you are trying to get to a steady pace of income try a tip I tell my new consultants when they join- Date 6 in a three week period and spend 72 hours doing it. Then your phone work is out of the way if you date on those six. Plan them well and re-date on those parties.

Do Know you are worth 50.00 per/ hour Don't waste your own time--- . Treat your minutes with respect. Use time management to do these dating tips based around contacts and choose non-family time to accomplish your goal with Tupperware.

Second PICKING THE DATE

Have your calendar with you at all times. Keep your personal time needed blocked out for you.

Main objective in this area is to get the commitment.

GET THE DATE:

At the party

1. Get the date before they leave.

Most people who go home without one won't commit to one.

2. Party Plan them right away. The dating has a better percentage rate of not canceling when you generate the excitement for what they are doing.

3. Use a tool to help it hold for the date chosen. Example: a hostess Tic-Tac Toe Sheet.

Away from the party

1. Do the same but remember to always have Party Packets with you and to ask for the date.

Most datings are never gotten from the prospective hostess because the consultant does not ask for the commitment to the date.

Third WORDS TO SAY

Do talk about the next party from the start of your party.

Don't feel ashamed to bring it up your avoidance will make it seem negative when someone else brings it up.

Do put the word dating out there as many times as you can (especially at a party).

Do explain it yourself how easy a party is and how much fun it will be for the hostess.

Do have a previous hostess speak out to tell what she received and how easy it was for her.

Do "PLUG" the next party all throughout the party. Use examples such as " This 55.00 item is available to my hostess tonight for only 1/2 the price." Or "Tonight _____ can choose this is one of her FREE items although she get to choose anything she want from the big catalog that fits her credits earned picks.'

Another set of word choices is to always use your Tupperware tools to your advantage.

What special might be available to the hostess only, like the special sheet this week has and to be firm about getting those datings with an address list in 48hours.

To wrap this all up--

Contacts, date commitment, and word choices are the three important keys to Successful Dating.

So lets all keep in mind to use these tools to date our parties, but for those who will have parties this week and will date some for next week, you will want to Start from your Heart. Your Heart has to be in what you are doing and the beat of your HEART will set the rhythm of your movement in your business.

Toni will soon be introducing with me some fantastic new tools for you to use and you must use these as teasers at you next few parties to help you date into your 2006.

I Want to Be A Great Dater!

Self- Assessment

Answer Yes or No to the following:

1. I have a burning desire to date Tupperware parties.
2. I try to date at least one party everyday.
3. I have the "LOOK" of success.
4. I have a lot to offer hosts.
5. I communicate that hosting is fun.
6. I carry a "dating attitude" with me always.
7. I date with a smile, enthusiasm, and confidence.
8. I've asked every person I know to date.
9. I include dating bids during my party.
10. I create a desire for the Hostess gifts by demonstrating at least one thoroughly.
11. I date at least two parties from each party,
12. I am comfortable handling objections.
13. I "date in close"- within the next 14 days.
14. I carry a catalog, monthly flyer, and Host planning guides everywhere I go.
15. I date away from parties.
16. I ask questions during the party.
17. I observe the guest's body language and reactions at my parties.
18. I ask every guest at every party to date.
19. I know how many parties I want to hold each week.
20. I achieve my party goal every week.

Remember SUCCESS is a process! Don't be too hard on yourself if a lot of your answers are NO. With a little dating focus, you'll see the NO turn to YES!

TRAINING SHEET
Ways to find a New Lead or Party

List 3 places of business that have many people and traffic in your area.

- 1.
- 2.
- 3.

List 5 people and a ph# that you have meant to contact about a party or your business and have not done so yet.

- 1.
- 2.
- 3.
- 4.
- 5.

List 5 people you have given or sent a catalog to that you have not called back or said they would get back with you and have not.

- 1.
- 2.
- 3.
- 4.
- 5.

Think of three people from your last 5 parties that looked like a potential party, but refused you there. (If you can't remember their name list hostess so you can look up info)

- 1.
- 2.
- 3.

Think of 4 family members or friends you have not yet called to share you business with since you started.

- 1.
- 2.
- 3.
- 4.

Here are 20 contacts for you to make in the next 3 days. As one falls off, add another to the list. Go to customer info from parties, hostesses that backed out of a dating, spouse's work place, the repeat customer, high school friends, people in the stores you shop.

YOU MUST GET ON THE PHONES!!! Do it with a partner.

Talk Tupperware with everyone!!! Wear your buttons everywhere!! Ask for everyone's info- no matter what. Do your own open house with your neighbors and church.

Add other ideas here:

Name _____

Address _____

Phone # _____

Email _____

May I update you by email? Yes _____ Where did we meet? _____ date _____

Would you be interested in purchasing Tupperware in the future? Yes _____ No _____
Please feel free to take a catalog home with you. Check here if your are doing so _____

What interests you most (check all that apply): My Pantry need help- Modulars _____ Microwave cooking beyond defrosting & popcorn _____, Rock N Serve the “ No Think” Container.- fridge, microwave, freeze _____, FridgeSmart – Save my fruits & Vegetables _____, Other _____

Information on the awesome Tupperware Opportunity Yes _____, No _____, part time _____,full time _____

Host a Tupperware party- Friends, Family, Gifts & Free Tupperware Yes ___ No ___ maybe _____

Party in a Bag (silent party) Yes ___ NO ___ Maybe _____

An office lunch party- simple & fun Yes ___ No ___ Maybe _____

Would you like information on Tupperware fundraiser program (40% profit) Yes ___ No ___

I know a party Queen: Name _____ phone# _____

Name _____

Address _____

Phone # _____

Email _____

May I update you by email? Yes _____ Where did we meet? _____ date _____

Would you be interested in purchasing Tupperware in the future? Yes _____ No _____
Please feel free to take a catalog home with you. Check here if your are doing so _____

What interests you most (check all that apply): My Pantry need help- Modulars _____ Microwave cooking beyond defrosting & popcorn _____, Rock N Serve the “ No Think” Container.- fridge, microwave, freeze _____, FridgeSmart – Save my fruits & Vegetables _____, Other _____

Information on the awesome Tupperware Opportunity Yes _____, No _____, part time _____,full time _____

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I know a party Queen: Name _____ phone# _____

Twelve Recruiting Tips

1. One of the first mistakes everyone makes in Recruiting was trying to find that one "perfect" Recruit, that you overlook the other nine who would also been "good" in this business.
2. Different people have different qualities. We constantly try to look or listen for those qualities which make a good designer. Don't look for someone who is "Miss Perfect". Nobody is perfect, but everyone can develop the qualities they need to succeed. Encourage the fine qualities the person does have.
3. Talk recruiting to everyone, but don't try to recruit everyone. There is a difference. Try to look for women who are outgoing, ambitious, fun-loving, and who have a sense of creativity. Women who are like this are easier to Recruit and they are more likely to stay with it.
4. Never recruit with the idea of "what's in it for me". Always be willing to help people with the great opportunity. After all someone offered it to you.
5. Don't wait for someone to approach you. Nine times out of ten, they won't.
6. Don't think of recruiting only on parties, Recruits are everywhere you go. Just Listen!
7. Listen to their needs and show how our company can fill them. For instance, if someone needs extra income and wants a job, don't tell her about the cruises or other prizes. Chances are she won't believe you simply because she can't relate to it. Respond with the information she needs to know.
8. Anytime you find the qualities we look for in a recruit, tell her about them and how they would benefit her with your company. She may not even be aware of them.
9. Look for an attractive person but don't let looks deceive you. Look for someone who smiles and can get along with people, one who loves the products and believed that your company is best for her.
10. Always let them see this JOB as the business it is, as the career they can develop. Whether they want to work full-time or part-time, it is still a job to be done to the best of their ability. If you see your business as a job, so will they.
11. Take her with you on your job, let her actually see how it all works and show her your profit. If you made it look hard, it is over but if it looks easy, she will want to be a part of it.
12. Listen to the woman who loves everything, can't afford much, is looking for a job, bored, and/or wanting something to do because their children are grown or they want to stay home with their children. Please don't bypass people who have careers now- for these are the people who want to work and make something of their lives.

1 Name _____ Phone # _____	2 Name _____ Phone # _____	3 Name _____ Phone # _____	4 Name _____ Phone # _____	5 Name _____ Phone # _____
6 Name _____ Phone # _____	7 Name _____ Phone # _____	8 Name _____ Phone # _____	9 Name _____ Phone # _____	10 Name _____ Phone # _____
11 Name _____ Phone # _____	12 Name _____ Phone # _____	13 Name _____ Phone # _____	14 Name _____ Phone # _____	15 Name _____ Phone # _____
16 Name _____ Phone # _____	17 Name _____ Phone # _____	18 Name _____ Phone # _____	19 Name _____ Phone # _____	20 Name _____ Phone # _____
21 Name _____ Phone # _____	22 Name _____ Phone # _____	23 Name _____ Phone # _____	24 Name _____ Phone # _____	25 Name _____ Phone # _____
26 Name _____ Phone # _____	27 Name _____ Phone # _____	28 Name _____ Phone # _____	29 Name _____ Phone # _____	30 Name _____ Phone # _____
31 Name _____ Phone # _____	32 Name _____ Phone # _____	33 Name _____ Phone # _____	34 Name _____ Phone # _____	35 Name _____ Phone # _____
36 Name _____ Phone # _____	37 Name _____ Phone # _____	38 Name _____ Phone # _____	39 Name _____ Phone # _____	40 Name _____ Phone # _____
41 Name _____ Phone # _____	42 Name _____ Phone # _____	43 Name _____ Phone # _____	44 Name _____ Phone # _____	45 Name _____ Phone # _____
46 Name _____ Phone # _____	47 Name _____ Phone # _____	48 Name _____ Phone # _____	49 Name _____ Phone # _____	50 Name _____ Phone # _____

TUPPERWARE LOTTO \$1 PER CHANCE

Pick any open # and sign your name and phone number.
when all 50 chances have been sold, one LUCKY WINNER
will win \$50 FREE TUPPERWARE

Tips for a successful “Party in a Book”!

Dear Host,

Thank you for dating your Tupperware Catalog Party with me. Your friends relatives and co-workers will appreciate the opportunity to purchase our newest Tupperware products, and you will be able to earn Host gifts or FREE Tupperware based on the Host Chart on page_____ Of the catalog. We will be closing your party on _____,all orders And payments are due at that time.

In order to make your catalog party successful, I suggest the following:

- 1. Let everyone know you are having a Tupperware Catalog Party And ask if they would like to place an order or hold a party. With each catalog shared please include 2 order forms. More orders equal more free gifts for you!***
- 2. We accept VISA. MasterCard and Discover as well as checks made payable to me. Checks must include a physical address and Two phone numbers . Cash is always accepted. Credit card information, including billing info, should be written directly onto the order form. Shipping is 10% of the product total (minimum is \$2.75), and sales tax of 7% is calculated on the taxable Total (product + shipping). For direct shipped orders, add \$4.00 to the Shipping charge.***
- 3. Return the white copy to me and keep the yellow until the order comes in, you will include it when packing your order.***
- 4. The orders will be shipped directly to you within 2 weeks of the time I receive them. I will include a gift for each person ordering. Bags will be included in the shipment for your packing convenience.***

Please don't hesitate to call me, _____, at any time. Working together we will ensure a successful party!

Dear Amy,

Thank you for scheduling your party. I have reserved **6:30pm on Thursday April 20, 2006** for you and your guests. I look forward to giving you lots of free and discounted products! To make sure your party is as successful as possible, please follow these easy steps.

Attendance

A personal invitation by phone from you, sharing your excitement about the party will go much further for getting a good response. Encourage them to save the date and let them know that an invitation with the details will follow by email or mail.

Invitation List

Please return you completed guest list (in the self addressed, stamped envelope provided) or e-mail me at sherrihead@my.tupperware.com ASAP! Always try to over invite. Typically, one-third of those invited will actually be able to attend the party. It is my pleasure to mail each guest a special invitation!

Outside Orders

Ask the guest who are unable to attend your party to place an order. All orders count toward your total party sales. Please collect full payment on all orders. We do accept Visa, MasterCard and Discover cards and personal checks should be payable to me.

Refreshments

Please do keep it simple, my "Sweet & Spicy" party really is plenty to snack on. If you do feel the need to add anything to that finger foods are best! Hosting a party should be fun and easy, so relax and don't worry about anything!

Again, thank you! I know that you will be an excellent host, and I am looking forward to your party! If you should have any questions please don't hesitate to call.

Sincerely,

Phone: 770-967-7911 or 770-654-3462