

# Tupperware Cash and Carry Program

Research shows that customers are more likely to purchase products that they have been able to use and experience, so it is an advantage to you to have the new products available at your parties. Tupperware offers you the opportunity to purchase new products at a discount, so you can display and demonstrate these products at your parties.

If you regularly purchase new Tupperware® products to display and demonstrate, you may also want to occasionally sell some of the samples you no longer need at the party to help keep a healthy cash flow into your business.

The Cash and Carry “Pool” reflects the retail value of the items you purchased as samples under a **Party** or **Non-Party Consultant Order** in the My Sales Web Application.

When you sell these samples at the party, the retail value of the items sold can be applied in two ways:

- to help a customer qualify for a purchase with purchase offer.
- to help a Host qualify for Host gifts.

## Selling Sample Products

When you sell any of your sample products at a party, you'll need to know how much to add to the Host's total party sales for Host Credit qualification. As a result, it's a good idea to keep careful track of:

- your sample sales
- how much you have in your cash and carry pool
- the retail value of each sample you sell (check the monthly flyer or catalog)

## Entering Party Orders

When you are ready to enter the orders for the party, you'll enter the cash and carry amount (which is how much you charged the customer for the sample item).

- a. For an individual customer, apply this amount on the item entry screen
- b. For a Host or customer who did not buy any other products, enter the purchase on the **Host Rewards** screen

Type the dollar amount in the **Cash & Carry Pool amount applied to this order** text box, and the system will automatically apply these funds to the party.

## How is a Cash and Carry Pool Created?

When you create a **Party** or **Non-Party Consultant Order**, the retail value of the sample items on that order will be added to your Cash and Carry Pool.

## How Do I Apply Cash and Carry?

### For Purchase with Purchase Offers

When a customer has purchased samples along with a Purchase with Purchase item; enter the value of their sample items in the **Cash and Carry Pool** field on the item entry screen in My Sales Web Application. This amount will be applied toward their Purchase with Purchase qualification. Any amount entered in this field will also be added to your Host qualification for Host Credit and will be subtracted from your **Cash and Carry Pool**.

### For Host Credit

If a customer purchases a sample, but does not purchase any other product, that sample purchase can still be applied toward the Host qualification for Host Credit. You can do so by entering the retail value of the samples sold in the **Cash and Carry Pool** field on the Host Rewards page. Any amount entered in this field will also be added to your Host qualification for Host Credit and will be subtracted from your **Cash and Carry Pool**.

**Note:** No more than \$75 in the U.S. or \$100 in Canada may be applied from the Cash and Carry Pool to any one party. Also, the **Cash and Carry Pool** applied to the party does not increase your personal retail sales because you received the personal retail sales credit when you purchased the sample items.