

Dating away from parties

Take care of your date book...fill 'er up!!

Scheduling the time

It is so important to make the time to date away from parties.

It is an essential part of a successful business. If you have an empty datebook, You should make dating time when you would normally be out doing a home party.

For example, if you would like to be holding two parties each week,

And your datebook is empty, you should spend two nights per week (2 1/2 hours each night) on the telephone until your lineup is a 2-2-2. Hire a reliable baby sitter or ask your spouse to watch the kids. You need the time to work without interruptions.

ATTITUDE

Think positive and make dating calls a habit. Again, it is an essential part of a successful business! Your book will fill up with persistence on your part.

Work in a group or with a buddy for support. If you have a fear of the telephone, Talk with someone who dated regularly. Chances are, they were nervous at first too, and can offer suggestions that could help you.

Just get started...and keep going!

WHO TO CALL

Prepare your calling list before you start. It may take a day or two to compile a list of potential daters. Use old order forms. They are "warm" leads since they have either attended on of your parties or purchased Tupperware from you before. If you are fairly new in the business, check with your manager for lists or names.

"Big Mac" calls are contacts made the morning after a party to guests who placed outside orders, left the party early, or someone you did not have the chance to personally invite to date.

They are great leads for dating since they will remember you.

SET A GOAL

Decide how much time you will spend dating each day or how many contacts

You will make. It is important to set a goal so that you have something to work toward.

Start out by making 5 contacts each day (it only takes a few minutes),

And build from there as you become more confident.

ORGANIZE YOUR WORK AREA

Every job requires preparation to use time and resources effectively.

Have a datebook, pen, deks space for writing, calculator, parts catalog,

A current catalog, monthly flier, host flier and party planning supplies.

Turn off the television and/or radio. A good working environment produces results.