

## Dating conversations that work...

Did you realize that 80% of the sales are made on the fifth contact? Follow up with the people that you meet at your parties, at the mall and in your everyday life will make the difference in your Tupperware career!

### Some ideas for making dating calls are:

- Set aside time that is good for you and uninterrupted
- Place what you want to say on 3X5 index cards and place near the phone!
- Call the people with whom you feel most comfortable first.
- Be ENTHUSIASTIC about what you have to offer

### The four steps to a dating conversation are:

#### 1. Introduce yourself

##### (Ask for time)

“Hi (name of lead). This is (your name). We met at Lucy’s party last month. Do you have a moment?”

#### 2. Purpose of call

“(Customer name), when we spoke about a party for you at that time you had said that sometime in the future might be better for you...and that’s why I’m calling!”

#### 3. What’s in it for her

“You are going to be so glad that you waited until now because we have the most incredible shopping spree to offer our hosts.”

#### 4. What’s in it for her friends

“And we have a great sale going on for your friends too—even a special that they can take advantage of just for attending...”

#### 5. What she can expect

“And at all my shows this month I’m sharing the easiest recipe that tastes and smells delicious—we can even make it at your party!”

### *If she says yes...*

#### Offer a choice of dates

“Which would be better for you and your friends—a Tuesday or a Thursday?” Then offer the CLOSEST ONE!!! Let her book you up a week or two and you have a party within 2-3 weeks.

### *If she says NO...*

ASK—“is that no for now or no forever?” Knowing the answer to this question will tell you whether to follow up at a future date or thank her for her business and ask her to think of you whenever she needs Tupperware.

**NOTHING VENTURED...NOTHING GAINED!**