

Dating Is An Attitude

Think about what you are offering when you ask someone to date a Tupperware party...

1. You are bringing the store to them. They do not have to worry about where to park, wall to wall people, grouchy clerks, and dressing up - they can even take their shoes off and get comfortable if they want to!
2. You offer great time and money saving tips and recipes to make their lives easier!
3. They have the opportunity to spend some fun time with their family and friends. A Tupperware party is a great reason to get together or to get out of the house!
4. You can even provide the refreshments for the Host by offering to bake a cake or cook a meal in the Stack Cooker! Then she and her guests get to eat what you make!
5. Everyone gets a gift just for coming, they win gifts from participating in games or door prize drawings, and the Host receives LOTS of FREE gifts for hosting!

Adjust your thinking and realize what it is that you are offering to your Hosts! Don't think of it as bothering them; realize it as the wonderful and unique opportunity that it is!

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Why are some people more successful than others? It's a one-word answer. The word is NO. Some people have a really tough time accepting the fact that they are going to hear the word NO fairly often. They get discouraged and feel rejected because they look at the word NO as a negative.

Nothing could be further from the truth. The word NO simply means that nothing has changes. Think about it. You approach a neighbor and ask her to host a demonstration. She says NO. What changed? Is she still your neighbor? YES. Did your income go up or down? NO. Nothing changed. It can't be a negative; to be negative things would have had to get worse, but they didn't. Everything remained exactly the same.

On the other hand, suppose she said YES. Now there are some positive changes. She receives personal service from you (a positive) and you gain a Host (another positive), and you earn money at her demonstration (yet another positive). You can see from this example that there are no negatives in our business. There are only positives, and times when nothing changes.

When someone tells you NO, they are not rejecting you or your product. They are simply telling you that they are unable or unwilling to make any changes at the moment. Once you understand this, doing business becomes a lot more fun. So, why not look for a way to make the word NO fun?

Each time someone tells you NO, cross out one of the NO's on the following sheet. Set yourself a goal of getting all 100 NO's crossed out within the next 30 days! If you want to see your business explode with growth, take this little exercise seriously.

You'll never get better at getting NO's than you are right now. The more you do this, the tougher it will be to get those 100 NO's. You'll find that a YES will creep in there every once in a while. Don't let the occasional YES distract you of your primary goal of 100 NO's! Imagine the look on your neighbor's face when she says NO and you respond, "Thanks, I've only got a few more NO's to go and I'm finished for the month!" Don't take this exercise lightly because it works! Get those NO's now while it is still easy for you to do so. Don't wait until it becomes difficult for people to tell you NO! That time will come soon enough!