

Party - Dating Basics

WHO: Who should you consider a potential host? EVERYONE! Whether you are at a Tupperware party, at work, in line at a grocery store, at the post office or at a sporting event, everyone you meet is someone you'll want to ask about earning FREE Tupperware. Don't make the mistake of discriminating – young, old, male or female everyone deserves the opportunity to earn our product for free! Remember that the more you ask, the more YES replies you'll get. A living, breathing person is a potential host.

WHAT: What is considered a dating? Yes the typical dating is an in-home party at the hosts home; BUT, don't make this the only dating you offer. BE FLEXIBLE and you'll find more dating opportunities. How about a lunch hour party at an office; a get together with moms at the park or McDonalds? Do you spend time at sporting events with other parents? Take a few products and make it a party! Offer Bridal and Baby showers as well as Fundraisers. When you have a Tupperware consultant, a couple people and some products it's a party!

WHERE: Where do you find datings? Of course the best place to get additional datings is at a Tupperware party. The setting is perfect; the guests are already seeing the current host earning lots of great products for Free and at half price. This is the perfect time to affirm with your host how easy it is to host a show and let her tell her guests what is on her wish list.

You'll also find datings wherever you go! Think of the potential datings you can get when you go to the doctor or dentist office, the library, grocery store, etc. Anywhere you meet people is an opportunity to talk about the Tupperware party!

WHEN: When is a good time for a dating (party)? As a consultant/manager you'll have to decide the times that are open for you to hold datings. Always carry your datebook/planner because you never know when you'll be approached about a dating. Be sure you have your datebook marked with the days/times that don't work for you. Remember you want to rule your datebook and not having your datebook rule you! It is also best to date in close! This isn't always possible, but the closer in you can date the parties, the more parties you'll have! Having a party dated for October 18th is great, but if you date that same party how, just think how many more you can have by the time that date arrives!

WHY: Why do you want to have datings? Because datings are the best way to make money in this business. Yes you can have e-parties, book parties, internet sales, mall sales, etc., but IN HOME PARTIES are the bread and butter of the business. Your earning potential is HUGE. An average party will give you \$100-125 in 2 hours. A \$1000 party can earn you \$250 in those same 2 hours!!

Dating is easy – just pick one or two or all of these ways to increase your dating potential:

- Wear your Tupperware name tag. It draws attention to you!
- Ask everyone at every demo to date – if you use a dating game, use it consistently and add a few personal touches to it.
- Call former hosts to re-date – they’ll appreciate that you thought of them.
- Make customer update calls to past customers – let them know about the new products and host gift specials.
- Make 5 dating contacts each day. Yes you will get No’s, but you will also get yeses.
- Ask for referrals – a guest may know someone who couldn’t attend that wants to host a show.
- Practice overcoming objections
- BRIBERY WORKS!!
- Believe in the hosting opportunity for everyone! A large percent of this business is the excitement you show as you are demonstrating! It’s contagious.
- Make your demo “sparkle” and be “fun”. Add a little humor.
- Attitude – treat everyone equal when it comes to dating – EVERYONE deserves a chance to earn some great products.

Remember a Prospective host may DATE a demonstration for any of the following reasons:

1. Earn Host Gifts
2. Help a friend earn a gift
3. Earn FREE Tupperware
4. Socialize
5. They like the consultant
6. They liked the demonstration and tips
- 7.