

# What Would You Expect For Two Nights a Week?

... And those two nights are actually two  
3 hour time slots ...

2 PARTIES X \$400 = \$800

\$800 X 4 WEEKS/MONTH = \$3,200

25% COMMISSION = \$800

PLUS 10% PERSONAL  
SALES VOLUME BONUS = \$320

**TOTAL INCOME FOR THE MONTH**

**\$1,120**



Calling “old” leads:

Hello \_\_\_\_\_, this is \_\_\_\_\_  
with Tupperware. I realize it has been quite some  
time since we last spoke. Let me ask you, has anyone  
else been keeping you updated with Tupperware?

\*\* no

My focus for 2009 is to provide better customer  
service and that is the reason for my call today.

And then proceed with Full Service Call

If they say yes they now have a consultant . . . . .  
Say something like this:

I am so glad you are being kept up to date on all the  
exciting programs with Tupperware right now. If  
you haven't spoken with your consultant in the last  
couple of weeks, may I encourage you to call her  
right away and ask for the new “Spring 2009”  
catalog. It is awesome and the host program is better  
than ever.

Again, thank you for being a valued customer



# Using your Telephone



The Phone is ***YOUR Friend***!!!! One of the most cost effective ways to follow up and stay connected with your clients.

**Full Service Calls** The purpose for your call is to check to see how you can help your customers this season.

"Hi, \_\_\_\_\_, I am calling today because one of my focuses this season is to provide better customer service. Do you have a couple minutes for me to ask you a few quick questions? I know, \_\_\_\_\_, that I have mentioned this in the past, but I always like to ask if anything has changed where you might be interested in a little information about how you could have a business alongside your family and all the activities you are involved in. So, \_\_\_\_\_, if you could have a business you can do alongside your family, would you be interested in knowing more about it?"

If they say no, then share about your current hostess program by painting a picture why everyone will want to know about your products. Let them know how excited you are to introduce your products to others. "I am really excited about our product line this season. Is there a time in the next couple weeks where I could come over and show you and your friends our current line? Would you like to know about our wonderful hostess program?"

If they say no, then just ask, "Can I offer you my personal shopping service where I set up an appointment with you so that you can see what is new and receive our current catalog?"

At the end of the call, ask if they would like you to call them back in the future with new product information. And, don't forget to ask for referrals to others who would be interested in hearing about your business opportunity and products. "Do you know anyone who might not know a consultant with Tupperware or how to get in touch with me if they wanted?"

**The purpose of all of your calls is to share. Whether they accept or decline you have done your job and shared. Make it a goal to *share* with 5 people each day.**

**5 People a day = 25 people a week = 100 people a month = 1200 people a year. If only 10% dated a party that is 120 parties—that is 2 per week. What is 3 % said yes to the business opportunity? That is 36 recruits in a year!! (The more you call, the better you get and the numbers go UP.) Record the information from the call on your file card and then put it in your Tickler File System for follow up!**

No matter which way you are working your business ~ sharing each day when you are out taking care of other things, doing craft fairs and shows, handling service calls and the best way ~ doing the Taste of Tupperware Party.

The Tickler System puts it all together. As you collect names and phone numbers you can check on line (dex on line) to see if you can get their address, and put them into your system for follow up!! It is so important to have a sharing and giving attitude and our goal is to offer the most outstanding client service we can! After we do this ~ the wonderful results on a consistent basis will come back to us. It is OUR job to follow up, not the clients.

Be their consultant for life! Stand out as the exception not the ordinary. You calendar will always be full of parties and you private showings and clients service calls will lead you to even greater success. Building your team comes from "sharing".

You can make a difference!!!! Try this: Each day pick out 2 or 3 clients/hosts. This is the call whether they are home or you leave a message! "Hi Susan, this is Syl your Tupperware Connection. I'm calling today to say "thank you" for being a valued client and someone I enjoy serving. Have a fantastic day." **You aren't calling them to buy or date a party, you are calling to say Thank You!!!**

The goal should be to be their "consultant" for life! You will be by offering outstanding service, follow-up and client appreciation! People today are hungry for good service and they deserve it, let's go make some calls today.

## Tickler File



## Putting it all together!

# BASKET PARTY



Fill an attractive basket with beautiful Tupperware, catalogs, order forms, pens, game goodies and you're all set for a BASKET PARTY! There are several options and ideas you may want to try:

1. Take a basket filled with 6-7 pieces of Tupperware to beauty salons, nail salons, doctor and dentist offices and other businesses. Offer a BASKET PARTY. You can set up your basket and show the new items in less than one-half hour. When you do these in the beginning of the week, the host has the balance of the week to build sales and even qualify for host gift specials and bonuses.
2. Add a new BASKET PARTY to the special demonstrations you now offer. When someone says they are too busy, explain if they are busy then probably their friends are too. Tell them that you will send out party invitations, but will attach a note explaining that it is only a one-half hour BASKET PARTY - "a new concept for busy people."

Sample note:

*This is a quick, easy way to host a Tupperware demonstration - a new concept in Tupperware parties for busy people!*



*Your Tupperware consultant will stop by the host's home for about 30 minutes to show the newest Tupperware items in her BASKET. If you can stop by for a few minutes, GREAT! If not, just call the host with your order, pay for it by the date of the party, and you may pick up your order in 7-10 days.*

## Date Parties Quick!

Get your January parties set up now and have a full line up of parties to start the year off with a bang!  
Consultants date 3, Managers date 5

1. Date someone who knows how to "power shop"!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

2. Date someone who likes to have fun!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

3. Date someone with lots of friends!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

4. Date someone with a quick wit!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

5. Date someone with a great sense of humor!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

6. Date someone who knows how to cook!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

7. Date someone who loves a sale!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

8. Date someone who isn't shy!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

9. Date someone who loves to have parties!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

10. Date someone who is organized!

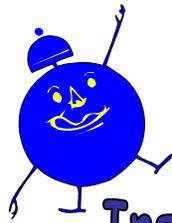
Name: \_\_\_\_\_ Date: \_\_\_\_\_

11. Date someone who loves to bake!

Name: \_\_\_\_\_ Date: \_\_\_\_\_

12. Date someone who loves to help a friend!

Name: \_\_\_\_\_ Date: \_\_\_\_\_



# Instant Parties!

## Instant Gifts, Instant Fun!

If winter weather is a factor, try instant parties to put datings back into your datebook. Use the insert below to enclose in brochures.

Let's have an instant party . . . call 3 or 4 friends (or more!) and let's get together in the next few days.

They bring something instant from the kitchen:

Instant tea, instant pudding, instant soup, etc. and I will have instant gifts for them! And, I can make an instant batch of cookies for dessert to make it easy and fast for you! Instantaneous Tupperware fun!

### Tupperware Hosts Are An Instant Success!

Come and see what's new... and take advantage of sales specials exclusive this month.



We are planning an instant party! It will be fast and fun with Gifts and Specials for you!

Date/Time \_\_\_\_\_

Host \_\_\_\_\_

Place \_\_\_\_\_

\*Please bring something instant with you ~ instant tea, coffee, pudding, soup, etc. There will be prizes and an instant demo!

This flyer is just a sample of what's new! See You There!

### Instant Dessert!

#### Chocolate Caramel Cookies

One Devil's Food Cake Mix

1 egg

$\frac{1}{4}$  cup water

3 Tbs. vegetable oil

38 Rolo candies

Chopped hazelnuts

In Mix'n Stor Pitcher Plus, combine the cake mix, eggs, water and oil; mix well. Roll rounded teaspoons of dough into balls. Press a candy into each; reshape balls.

Dip top in hazelnuts. Line a cookie sheet with the Silicone Wonder Mat.

Place cookies on mat and bake at 350 for 8-10 minutes or until tops are cracked.

Let cool 2 minutes, serve warm. Yield: 3-dozen.

## Party In a Box

This is a great way to add incremental sales to your already packed party line-up.

Attach the following letter to a Tupperware 2 Qt. Impressions Pitcher® or a Cereal Storer®, etc. Give it to the people who don't have time to have a traditional party with you. Tell them to pass it around their family, friends, neighbors & co-workers & collect orders.

Along with all the catalogs & supplies listed below, I would also include any current flyer/offers & a pen.

### PARTY IN A BOX

In this box you will find 2 Catalogs, 2 Brochures, 10 order forms & 10 Game Gifts. All you need to do is let your friends know about this "special" box & collect orders & the payment. Each person that gives you an order gets to choose a Game Gift...compliments of your Tupperware Consultant!

Once your sales reach \$250, you may choose any item out of the catalog for  $\frac{1}{2}$  price..

#### AND

For handling the orders, you get to keep this "special" box!!!!

When I pick up the orders on \_\_\_\_\_, I will also have a bunch of extra goodies to thank you for helping me achieve my Big Weeks sales goal of \$\_\_\_\_\_!!!

Your Tupperware Consultant

You will receive your orders in about 2 weeks after I collect them.

# IT'S A TUPPERWARE TELEPHONE TAG PARTY!



**Get your orders ready and call your Hostess! Here's how it works:**

1. Look through the brochure and decide what Tupperware products you want to purchase.
2. Write your order on the back of this page. Don't forget to add shipping and sales tax to the total order.
3. Call your host by the deadline listed below to place your order.
4. Selected callers will receive a prize if their number is chosen.

**JUST LIKE A REGULAR TUPPERWARE PARTY, ONLY OVER THE TELEPHONE! BUYING POWER AT YOUR CONVENIENCE!**

Host: \_\_\_\_\_

Phone: \_\_\_\_\_

Deadline: \_\_\_\_\_

**If you would like to host a party, please call your host or the Tupperware consultant listed on the back of the brochure.**

**Please pay your host BEFORE the deadline date listed above. Please make checks payable to:**

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# **WANTED!**

## **MISSING HOSTESS!**

**I HAVE MISSED DOING BUSINESS WITH YOU!  
AS THE OLD SAYING GOES, "NEW FRIENDS  
ARE LIKE SILVER, BUT OLD FRIENDS ARE  
GOLD!" SINCE YOU ARE AS VALUABLE AS GOLD  
TO ME, I HAVE A GREAT REWARD FOR YOU!  
ENCLOSED YOU WILL FIND A CURRENT  
CATALOG AND ONE COUPON FOR A  
\_\_\_\_\_ DISCOUNT ON ANY ONE ITEM  
WHICH MAY BE PURCHASED WHEN YOU  
HOST A GET TOGETHER BETWEEN THE DATES  
OF \_\_\_\_\_ & \_\_\_\_\_.  
CALL ME WITHIN 5 DAYS TO SET YOUR DATE  
AND AN EARLY BIRD GIFT WILL ALSO BE  
YOURS! MY PHONE NUMBER IS:**

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**CALL TODAY TO COLLECT YOUR REWARD AND  
TAKE YOUR NAME OFF MY "MISSING HOSTESS  
LIST".**