

## **Dating Word Choices**

### **Past Hosts, Good Customers, & Family/Personal Friends:**

Hi, (name)! This is (your name)! I am so excited about what's happening in Tupperware and I wanted to give you a quick call to let you be one of the first to hear about it! I have a goal of dating ( ) parties to be held by ( ). (name), could you be excited about getting ( ) for just \$\_\_\_?!?! I would love to get together with you and your friends to show you all that's new in Tupperware and to give you the opportunity to earn lots of FREE products for yourself! (name), thinking of your friends, would a daytime or evening demonstration be better for you? I have (date) and (date) available...

### **Customers Who Only Place Orders:**

Hi, (name)! This is (your name) with Tupperware. I'm calling today for two reasons: the first is to thank you for being such a good customer! How are you enjoying the ( ) you recently ordered? Great! The second reason I'm calling is to let you know about the fabulous offers Tupperware has to available at this time. (name), could you get excited about getting ( ) for attending a demonstration? I'm planning a special customer appreciation day at my home on (date & time) and I'd be honored if you'd attend! That way you could take advantage of the ( ) that I just spoke about! Can I count on you to be there?

### **Mall Leads:**

Hi, (name)! This is (your name) with Tupperware! I want to thank you for stopping by and visiting us at the (Mall, Fair, Show, etc). You indicated on the survey form that you filled out that you are interested in ( ). We just happen to have a special going on (related product)! When you purchase ( ), you will receive ( )! Tupperware is also offering fabulous specials on several other items, and it would be my pleasure to share these with you and a few of your friends. All that would be necessary would be for you to invite a few friends over, I'll bring the cake, and you provide the beverage! The demonstration will last just 30 minutes, and you will earn FREE products based on the sales. How does that sound? I have (date) and (date) available...

### **Fundraiser Participants:**

Hi, (name)! This is (your name) with Tupperware! I wanted to call you and thank you for participating in the (group name) fundraiser by placing your order. How do you like the (product) you purchased? Great! (name), I also wanted to call and let you know about the fabulous offers that Tupperware has available for customers and hosts. May I ask how long has it been since you've seen Tupperware? I would be honored to come and share with you and your friends the very latest and best selling products we have in our full-line catalog! Thinking of your friends, would a daytime or an evening be better? I have (date) and (date) available...

### **Party Information Sheets:**

Hi, (name), this is (your name) with Tupperware! I was the consultant at (Host's name) party on (date). I wanted to thank you for placing an order at (Host's name) party. Your order helped her earn (gift). I wanted to follow up and let you know about a few specials that Tupperware is currently offering, as well as to offer you the same opportunity I offered to everyone else at the party, and that's to get a lot of FREE products to add to your kitchen or use as gifts by hosting your own demonstration. This month I'm offering (type) or (type) demonstrations. Which one sounds more appealing to you? Thinking of

your friends, would a daytime or an evening be better? I have (date) and (date) available...

#### Double Hosts:

Hi (name), this is (your name) with Tupperware! I have been challenged to hold a special event called a Double Host Party, and I thought of you right away! What this involves is you and one of your friends host a demonstration at the same time, at the same place, but with each of you inviting your own guests! This makes it easy for you - one of you cleans the house and the other provides the refreshments. And, I have a bonus gift for both of you doing so! You each will earn your own Host Gifts and bonuses, and (name), you will receive the dating credit for your friend's party as well! We'll play some special team games (your team against hers!) and have lots of fun! How does that sound? Who do you know that would be your buddy host? Let's give her a call and see how that sounds to her! (Use 3-way calling if available) (name) and (name), thinking of you and your friends, would a daytime or evening be better? I have (date) and (date) available...

#### Multi-Host Events:

Hi (name), this is (your name) with Tupperware! I wanted to give you a call to tell you about a special event I have planned on (date). It's called a Multiple Host (Bingo, Cookie Exchange, etc). I know that holding a demonstration in your own home is not something you particularly enjoy doing, so I'm giving you the opportunity to collect outside orders and bring a friend or two with you to my (location). When you do so, you will be treated just like a regular Host and will receive all of the Host Gifts and bonuses that come with it! My goal for this event is to have (# of Hosts) to participate. Can I count on you to be there?

#### IOU's:

Hi, (name)! This is (your name) with Tupperware! I'm so sorry that the last party we had planned wasn't able to be! I hope (situation) has improved! I am so excited about the fabulous offers that Tupperware has to offer right now that I wanted to call and personally invite you to participate! (name), could you get excited about receiving ( ) for just ( )? All that I would need you to do is to personally invite a few of your friends over for a quick demonstration, and all the FREE products you qualify for will be yours to put in your kitchen or use as gifts! Thinking of your friends, would a daytime or evening be better? I have (date) and (date) available...

#### Anniversary Parties:

Hi, (name)! This is (your name) with Tupperware! I wanted to call and say Happy Anniversary! Can you believe that it has been (how long) since you hosted your last party? I would love to come and share with you and your friends the very latest in Tupperware. For allowing me to do so, I have a special anniversary gift for you and an anniversary attendance special for everyone in attendance! Thinking of you and your friends, would a daytime or evening be better? I have (date) and (date) available...

#### Trying Out a Brand New Demo:

Hi, (name), this is (your name) with Tupperware! The purpose of my call is to tell you about a brand new demonstration that I'm trying out. I'm looking for a Host who will do me the honor of letting me try it out on you and your friends to see if it's something that would do well in my business! For doing so, I will be able to offer you (extra gift)! Can I count on you to help me out? I have (date) and (date) available...

Answering Machines:

I personally do not leave a message on answering machines. If someone else answers the phone and the person I am calling is not available, I ask when a good time would be for me to reach her. Make a note of the time to call back, and do so!

Cold Calls:

Hi, this is (your name) with Tupperware! I have been asked to call people in your area today and conduct a very brief survey. Do you have a moment to answer a few questions?

1. How long has it been since you've seen the latest in Tupperware?
2. Are you currently working with a Consultant?
3. Would you be interested in receiving our newest catalog?
4. Do you have broken Tupperware that needs to be replaced?
5. Would you be interested in earning FREE Tupperware products by hosting a demonstration in your home?

Thank you for helping me with this survey. I will be in your area on (date) and would love to drop off the latest catalog to you. Would (time) or (time) be convenient?