

THE DATING TREE!!!! Get the YES!!!



So, you want to get datings! Let's look at what makes datings happen:

1. Strong product knowledge, fun, interaction at your parties. Shower your hosts with gifts and let everyone know what's in it for them when they date!
2. Do 5-7 dating bids during your demo. Play a fun dating game and remain positive no matter what the outcome is!
3. Talk with every person after the party. Look at the products they ordered, and the ones they wanted but didn't get. You are then ready to move into the dating tree conversation. What ever you do, DO NOT SAY "do you want to have a party?" Instead, follow the tips below:

Ask your guest "So, have you ever had a Tupperware party before?" (This is the trunk of the dating tree. From the trunk of the tree, you'll see the your response will be either be a yes or a no. The leaves fill out on your tree as you learn how to overcome objections.)

If the response is "no": Say, Really? I wouldn't even ask you until I told you how easy it is! All you need to do is fill out some guest mailing labels with the names of people you'd invite. They you send them to me & I do all of the invitations for you! In the meantime, you'll have flyers & catalogs to start collecting outside orders from those friends that can't attend. A few days before the show, I'll call & remind you to contact all of your guests to remind them about the party. At the show, we can do a quick, easy recipe so you don't even have to get the food ready in advance...we'll do it at the party? Sounds easy doesn't it? (they will say "yes"). Then immediately say, so what works better for you? Weeknights or weekends?ASSUME THE YES & GO FOR IT!!!

If the response is "yes": Was it with a positive tone or a negative one?

If positive (they will be excited): Ask what products she got for Free? Ask how long ago she had the party? Remind her of the fun? Then say, "it sounds like it's time to get your friends together for a night of fun & best of all, you'll be able to get in on our AWESOME host specials right now!!!" So does Tuesday or Thursday work better for you?

If negative: This is a person that for whatever reason, did not have a good party experience. Could have been poor attendance, the consultant, the date etc Your mission is to find out what went wrong & how it could be fixed. A word of caution, if someone mentions a consultant, do not join in & bash them. Be professional. You have no idea what actually happened, so don't assume that the consultant is to blame. Instead, try to comfort them: here's an example: She says "My party wasn't any good."...say "really, what made you feel that way?". She says "there wasn't a lot of people there". Say "can I ask, do you remember how many guests you invited?" If it was a lot, ask if she remembered to call all of her guests before the party & tell her how you party plan. If the list was small, give her ideas of who to invite. When it's all said & done, say, "I'd love to have a chance to work with you and give you some Free Tupperware....what you do think? Keep positive & she will end up dating with you!!!