

# Dating Word Choices

- When is the last time you got together with your friends?
- Have you seen Tupperware lately? We have changed!
- Have you heard of the taste of Tupperware?
- Did you know you could get that Free, or Half off as a Hostess?
- I am starting a new business and looking for help with a practice party!
- Which night is better for you, Tues or Thursday?
- You can earn over \$60 free with an average party!
- I would love to show you what's new at a private showing in your home!
- \*\*Tupperware is giving away over \$50,000 in Free Host gifts for the month of Jan! How much of that would you like to earn!
- I have been challenged to date 6 parties into the next 3 weeks by my manager!
- I have been challenged to date 3 parties with people I have never met before!
- Have you had your party yet this year?
- When is the last time someone made dinner for YOU?
- I would love to help you earn that \_\_\_\_\_ Free with a few orders and a few friends over.
- HI \_\_\_\_\_ I am calling because I know I owe you a Tupperware Party! Which night is better, the 17<sup>th</sup> or the 18<sup>th</sup>!

Tips: Make about 20 or so calls at a time. Expect 9 no's out of every 10. Be excited. Use a mirror by the phone. Have your favorite piece of Tupperware by the phone. Have fun with it! Laugh off the no's. Change up who you are calling. If you are cold calling don't leave a message.

Who to Call: Friends, Coworkers, Family, Neighbors, Church friends, people from your children's school, sports clubs, etc. Everyone breathing. Outside orders, Past Hosts, inactive consultants.

## Ways to find datings anywhere

- Get business cards today if you don't have them.
- Put them in bills, tape them anywhere, tack them to every bulletin board, all hosts and customers that ask for them. Put them in bathroom stalls. Don't laugh it works.
- Make Business card magnets out of them, and give them to hosts, and to those with large orders.
- Wear a nametag.....get one today if you don't have one. Wear it all the time!
- Use Tupperware for everything. Kids lunches, gifts for teachers, family and friends for gifts....they are advertising for you as well. Pay people that help you in Tupperware.
- Have your spouse take a catalog into work.
- Have your family carrying books for you and letting people know that you sell Tupperware.
- Use Tupperware key chains....let them hang out of your pocket, your bag, etc.
- Put a catalog in your car window, someone will notice.
- Get busy in your community...go find craft fairs you can get booths at, work a mall shift, talk fund-raising, chamber of commerce.
- Talk to your neighbors. Don't be a closet Tupperware lady. Let everyone know you sell and keep them updated. How would you feel if someone else pulled in to do a party next door?
- Believe there are party holders out there, as there are, everywhere. You are just uncovering them, one by one.
- Create a referral program, when someone refers a friend for a party; offer \$10 off their next order when the party holds. Put a sign on your table.
- Recruit someone and do their Grand Opening party.
- Aim for at least 5 new contacts a day to let people know about your business. You are your own best advertisement.