

"Hi! Is (their name) home? (wait for response) Great this is (your name) from THE TUPPERWARE CORPORATION.

Insert the location you met them or where they filled out a slip.

You filled out a slip at the Fair about getting FREE Tupperware. Are you still interested? (wait for response) Great!

Do you have Tupperware?

Are you familiar with the product? (wait for response-Don't take too long responding to what they say-get on with what they are wondering about...Why you called!)

I have been **authorized** by Tupperware to do 4-5 surveys a week in your area. I just need 15 minutes of your time. I come over and demonstrate 3 products. You invite 4-5 friends, neighbors or family members over and I'll give them a free gift for filling out the survey. You get an extra nice gift for allowing me to come into your home. How does that sound? (wait for response)

Great! I have 2 slots open on Saturday and one on Tuesday night. Which day would be better?

(Get a date and time and then tell them)

I will mail you a catalog so you can collect outside orders from anyone who can't come and I'll give them a free gift too.

Remember if for any reason you can't do this, please call me because I need to make my quota (Laugh or smile so they realize you are human and could be their friend!) Here's my number.

You can always turn this into a party and get EXTRA free gifts so tell your guests that I will be giving them a catalog and order blank.

Thanks! This will be **easy**!

I'll call you the day of the survey to find out how many you have coming. I want to make sure I bring enough gifts. (Citrus peelers with ribbons)"

At the party, you could set-up 3 products, Cookware, Fridgesmart and Modular Mates. Demo the features and benefits. Explain how they could get free, half price or 75% off if they have their own Party or Survey. Plus mention how easy it is to get started in Tupperware and the benefits of the business. After your demonstration, pass out the Survey Sheets and ask the guests to fill them out. Present their free gift and ask for datings!!

These are quick and easy - typically take less than 1 hour, and allow you to date in close and see people you might not have dated otherwise!