

GREAT DATER SELF-ASSESSMENT

This questionnaire will help you identify areas in your dating approach that you'll want to focus on as you work to strengthen your datebook. Answer "yes" or "no" to the following questions:

DESIRE

- | | | |
|--|-----|----|
| * I have a burning desire to date Tupperware parties | Yes | No |
| * I try to date at least one party every day. | Yes | No |
| * I have the "look of success" | Yes | No |

ATTITUDE

- | | | |
|---|-----|----|
| * I believe I have a lot to offer Hosts. | Yes | No |
| * I communicate that hosting is fun! | Yes | No |
| * I carry a "dating" attitude with me always. | Yes | No |
| * I date with a smile, enthusiasm and confidence. | Yes | No |

TECHNIQUE

- | | | |
|---|-----|----|
| * I've asked every person I know to host a party. | Yes | No |
| * I include two to three dating messages during the party. | Yes | No |
| * I create a desire for the Host Gifts by demonstrating at least one. | Yes | No |
| * I date at least two parties from each party. | Yes | No |
| * I am comfortable handling objections. | Yes | No |
| * I date within three weeks. | Yes | No |
| * I carry a Catalog, Monthly Flyer and Host Planning Guide with me wherever I go. | Yes | No |
| * I date away from parties. | Yes | No |

INFORMATION

- | | | |
|---|-----|----|
| * I ask the Host at least three questions to learn more about the invited guests. | Yes | No |
| * I personally greet guests before the party begins to find out more about them. | Yes | No |
| * I ask questions during the party. | Yes | No |

NEEDS

- | | | |
|--|-----|----|
| * I listen carefully to the needs of my guests. | Yes | No |
| * I observe the guests' body language, facial expressions and reactions. | Yes | No |
| * I tailor each dating message to the needs of the guest. | Yes | No |

GOALS

- | | | |
|---|-----|----|
| * I ask every guest at every party to date. | Yes | No |
| * I know how many parties I want to hold each week. | Yes | No |