

IT'S EASY TO DATE PARTIES ON THE PHONE!!!

FIRST...

1. HAVE A LIST OF NAMES AND PHONE NUMBER
2. HAVE A GOAL OF HOW MANY YOU'LL DATE!
3. PLAN YOUR REWARD!

WORDS TO SAY...

CHOOSE ONE:



- A. YOU ARE SUCH A GOOD FRIEND.
- B. YOU ARE SUCH A GOOD HOSTESS.
- C. I'VE BEEN THINKING ABOUT YOU.
- D. I ALWAYS LOVE PARTYING WITH YOU AND YOUR FRIENDS...
- E. IT'S BEEN _____ SINCE OUR LAST DEMO...
I HAD TO CALL YOU FIRST!

GO ON...

I JUST GOT BACK FROM OUR SALES MEETING AND I'M SO EXCITED (SOUND EXCITED!) I JUST COULDN'T WAIT TO TELL YOU WHAT'S HAPPENING IN TUPPERWARE!! DO YOU HAVE A FEW MINUTES?

- √ NEW CATALOG, BRAND NEW BAKING MAT, & A FABULOUS TUPPERWARE SEASONING LINE ARE OUT!!!
- √ HOSTESS GIFT SPECIALS: SHEERLY ELEGANT (ABSOUTLELY BEAUTIFUL! NEVER SEEN BEFORE!)
- √ ATTENDANCE SALES SPECIAL: MIX N STOR PLUS FOR JUST \$5.95 (RETAIL \$16). TO ALL YOUR GUEST IN ATTENANCE THAT PLACE AN ORDER!
- √ A GOODIE FOR EVERY GUEST!!!

IF THEY SAY:

CALL ME BACK
LET ME THINK ABOUT IT
I'LL GET BACK TO YOU
SEND ME A NEW BOOK...

YOU SAY.. (NAME), WE COULD DO THAT, HOWEVER I'LL TELL YOU WHAT...I HAVE A GOAL TO DATE ___ DEMONSTRATIONS OR CLASSES TODAY AND I ONLY NEED ___ MORE!! IF YOU'LL SET YOUR DATE NOW, I'LL SEND YOU THE NEW CATALOGS IN TOMORROW'S MAIL!! HOW DOES THAT SOUND? (IF SHE SAYS OKAY) YOU SAY: I HAVE _____ OR _____ AVAILABLE. WHICH IS BETTER FOR YOU? OFFER CLOSEST DATES!!!

CONGRATULATIONS!!! YOU DID IT!!! CALL YOUR MANAGER OR DISTRIBUTOR AND TELL HER/HIM!!!