

Modular Mate Marketing 101

*Building your business
with legos for ladies!*

MODULAR MATES

Your Key to Kitchen Organization

Modular Mates is the Tupperware Product line that revolutionized food storage and kitchen organization all by itself! You can store all of your dry goods for long lasting freshness and design a storage system to give you 25% more cabinet space!

Modular Mates come in all sizes and shapes! A size for a box of baking soda or a jumbo size for your bulk storage needs! You can't go wrong with Modular Mates!

Superior Storage Solutions Make a Smart Investment for Every Home!
Need to know which [Modular Mates® container](#) is right for you?

- ?? Make an investment in your family's future with the unbeatable quality and durability of Modular Mates® Containers.
- ?? Virtually airtight seals keep freshness in, household pests out—so you spend less time running back and forth to the grocery store and save more money on foods you use frequently.
- ?? Modular containers stack together to maximize valuable storage space in a kitchen pantry or cabinet—sensational for everyday staples like chips, cereal, rice, beans, pasta and more.
- ?? In January Modular Mates are on sale for 40% off! It's a great way to get your kitchen or office organized for the New Year!!

WHY MODULAR MATES?



Does this Look familiar?

If it does then you need to customize your kitchen with modular mates!

WITH MODULAR MATES YOUR KITCHEN CAN LOOK LIKE THIS! And you'll never miss a thing on your shopping list!

Call me to set up your Custom Kitchen Planning Consultation!



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BEGIN YOUR PARTY

THANK YOUR HOSTESS FOR HOSTING A TUPPERWARE PARTY!

“I want to thank our hostess (use her name) for welcoming us into her home today. Before the party I gave (hostess’ name) some challenges to meet for today and she has some free spice shakers coming...”

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1. A full and complete guest list
2. Your guest list returned on time
3. For every \$100 in *PRE PAID ORDERS* prior to your party
4. For every A DATING IN WAITING--A friend that decides to host a Tupperware party before I get to the party
5. 7 or more adult guests in attendance
6. If you listen to the information about the Tupperware career opportunity.
7. If you or someone you refer decides to try the Tupperware opportunity for 30 days
8. Close your party at your party--(all orders in and paid for)

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THE DEMO

- Create the need by vocalizing and painting a picture of common kitchen food storage challenge

THEN...

- Feed the need for the product by offering a solution to their storage and food spoilage challenges

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- Why Modular Mates over other food storage systems?

SAVINGS:

time

space

waste

taste

money

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- Time—you can see what you need to replenish when making your shopping list
- Space—increase your storage space by 30%
- Waste—no insect invasions, no more spaghetti showers—rice should only rain down at weddings!
- Taste—food stays fresher longer
- Money—spend less—no need to replace stale or infested food

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During the demonstration:

- Show them what container they need
- Feed the need by sharing the benefits
- Let guests share what they use the container for if they have it (ask me why)
- Tell them how to get products at a discount or free!

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Baking Set

Rectangular 1	2-3 lbs. powder sugar
Rectangular 2	5 lbs. flour
Square 1	5 lbs. granulated sugar
Square 2	2 lbs. brown sugar
Oval 1	1 lb. baking soda
Oval 2	24 oz. Cornstarch

Set price \$48.90 at 40% Off prices!

OR \$1.50 when you host a \$500 party

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Grains and Cereal Set

Super Oval 1	dry peas/beans
Super Oval 2	2 lbs. dried noodles
Super Oval 3	4.5 lbs. rice
Super Oval 4	standard cold cereal
Super Oval 5	large box of cereal

Regular Set price \$69.00 \$44.70 at 40% off price

OR Host a party and take this set at half price \$34.50,
OR \$1.50 when you host a \$450 party.

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Snack Center

- | | |
|--------|---|
| Oval 1 | Raisins or Peanuts |
| Oval 2 | Chex Mix, Frittios, or Combos |
| Oval 2 | Trial Mix |
| Oval 3 | Snack Crackers: Triscits, Sociables, or Wheat Thins |
| Oval 4 | Kebler Town House Crackers,
Oreo Cookies |

Reg. Set price \$48 \$24.90 at 40% off price

OR Host a party and take this set at half reg. price \$24.00

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Dorm Snack Center

Rectangular 2	12 Popcorn envelopes or Puppy Chow
Square 2	Granola Bars/Power Bars
Square 2	Oatmeal packets/hot chocolate envelopes
Oval 2	Trail Mix
Oval 2	Chex Mix

Reg. Set price \$63.50 \$40.50 at 40% off price

OR FREE with \$450 party

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DATING BIDS

Make and “ask” of yourself:

Dating bid--smidgets

How will you get your Modular Mates?

- Purchase
- For free and at a 50% discount by hosting a party

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Party Plan New Hostesses

(aka: Partnering with new hostess)

- Spice Shaker or other Challenges
- Set a sales goal
- Guest list
- Outside orders
- Outside datings
- Recruit interview

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Building January party line-up

If you follow the following line-up and average \$600 in sales per party with a Modular Mate Demo you will make \$2,300:

- 2 parties up January 4-10
- 2 parties up January 11-17
- 3 parties up January 18-24
- 4 parties up January 25-31
- **REMEMBER:** A guest list by December 20th is a guaranteed party!

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The power of the “January 10”

Promote to Manager or Re-promote yourself in January!

What 10 parties in January can do for your business:

- \$6,000+ in personal sales
- \$2,100+ in personal income
- Date 14 parties+ into February (7+ parties with 2 datings each)
- Recruit 3 new qualified consultants on your team (3 hostesses recruited in January)
- REMEMBER: A guest list by December 20th is a guaranteed party!

January Consumer Flyer Offers (December 27 ~ February 13)

BUY BULK & SAVE !! Get organized with Modular Mates New Clear Look !!!



Wow!!!

You can see the contents easier...
&

**All Modular Mates are
40% off**

Dec 27-Feb 13

<u>Product</u>	<u>Price</u>	<u>Seal color</u>	
		<u>Brilliant Blue</u>	<u>Passion</u>
Modular Mates™ Round 1	\$ 3.90 (Retail \$ 6.50)	#89362	#89366
Modular Mates™ Round 2	\$ 4.20 (Retail \$ 7.00)	#89363	#89367
Modular Mates™ Round 3	\$ 4.50 (Retail \$ 7.50)	#89364	#89368
Modular Mates™ Round 4	\$ 4.80 (Retail \$ 8.00)	#89365	#89369
Modular Mates™ Oval 1	\$ 5.10 (Retail \$ 8.50)	#89338	#89310
Modular Mates™ Oval 2	\$ 5.70 (Retail \$ 9.50)	#89339	#89311
Modular Mates™ Oval 3	\$ 6.60 (Retail \$11.00)	#89340	#89312
Modular Mates™ Oval 4	\$ 7.50 (Retail \$12.50)	#89341	#89313
Modular Mates™ Oval 5	\$ 8.70 (Retail \$14.50)	#89342	#89314
Modular Mates™ Super Oval 1	\$ 5.70 (Retail \$ 9.50)	#89344	#89316
Modular Mates™ Super Oval 2	\$ 7.80 (Retail \$13.00)	#89345	#89317
Modular Mates™ Super Oval 3	\$ 9.00 (Retail \$15.00)	#89346	#89318
Modular Mates™ Super Oval 4	\$10.50 (Retail \$17.50)	#89347	#89319
Modular Mates™ Super Oval 5	\$11.70 (Retail \$19.50)	#89348	#89320
Modular Mates™ Square 1	\$ 8.40 (Retail \$14.00)	#89334	#89306
Modular Mates™ Square 2	\$ 9.00 (Retail \$15.00)	#89335	#89307
Modular Mates™ Square 3	\$10.50 (Retail \$17.50)	#89336	#89308
Modular Mates™ Square 4	\$12.00 (Retail \$20.00)	#89337	#89309
Modular Mates™ Rectangular 1	\$ 9.60 (Retail \$16.00)	#89330	#89302
Modular Mates™ Rectangular 2	\$11.10 (Retail \$18.50)	#89331	#89303
Modular Mates™ Rectangular 3	\$14.40 (Retail \$24.00)	#89332	#89304
Modular Mates™ Rectangular 4	\$16.80 (Retail \$28.00)	#89333	#89305
Spaghetti Dispenser	\$ 6.30 (Retail \$10.50)	#89350	#89322
Cereal Storer	\$ 9.60 (Retail \$16.00)	#89351	#89323
Large Access Mates™	\$20.10 (Retail \$33.50)	#89353	#89325
Modular Mates™ Oval Set	\$30.60 (Retail \$51.00)	#89343	#89315
Modular Mates™ Super Oval Pantry Set	\$44.70 (Retail \$74.50)	#89349	#89321
Modular Mates™ Super Oval Pour-All Seal	\$ 3.90 (Retail \$ 6.50)	#89355	#89327
One Touch® Reminder Canister Set	\$25.20 (Retail \$42.00)	#89354	#89326

January Consumer Flyer Offers (December 27 ~ February 13)



←←
**PURCHASE
 WITH
 PURCHASE
 OFFERS**
 →→



**\$50 Purchase with Purchase
 Super Cereal Storer**

Set of 2 20-cup containers
 \$38 value **Save 50%**

Only \$19.00 with each \$50 purchase
 #881824 B-Blue #881825 Passion

**\$100 Purchase with Purchase
 One Touch® Topper Canister**

Set of 4

\$36 value **Save 60%**

Only \$14.40 with each \$100 purchase
 #881826 B-Blue #881827 Passion



Buy 1 get 1 FREE!

Modular Measure Mate™

9-3/4 cup w/8oz measuring cap
 \$30 value

Only \$15.00

#89417 B-Blue #89418 Passion



Buy 1 get 1 FREE!!

Tea Storage Canisters

with Spoons

\$40 value

\$20.00

Item #81927



Buy 1 get 1 FREE!

Oval Accessory Organizer

\$24 value

Only \$12.00

#81926 Fuchsia

HOST REWARDS AT \$450/2

December 27 ~ February 13

	<u>Value</u>
Conversation Starter M/M Round 1	\$ 6.50
Date/Hold Gift M/M Round 2 w/ Stor-N-Shake Seal	\$ 8.00
Thank You Offer (\$125 party minimum) "Signature Series 2" container	\$ 20.00

Use 68 earned Host Credits to select the Exclusive
Signature Series Line and M/M Rounds Collection \$134.00

Total product value when selecting Exclusive Host Specials at \$450/2 FREE **\$168.50**

Host Rewards at \$550 and 2+ datings

Hosts can Purchase an additional 68 Host Credit for only \$15.00
For a total value of up to \$251.50 for only \$15.00

Host Rewards at \$1000 and 2+ datings

Hosts can Purchase 300 Host Credits for only \$75.00
For a total value of up to \$668.50 for only \$90.00 !!

Early Bird Option!

December 27, 2008–January 16, 2009
Hosts only need \$750 in party sales and 2+ datings held to qualify
to purchase 300 Host Credits for \$75.00 !!

Plus Hosts choose up to 3 products at 50% off depending on party sales !!

Bonus Rewards

- _____ Hold your gathering on the original day
- _____ Return your completed guest list (25+ names, addresses & phone numbers) within 48 hours (by phone, fax, e-mail or mail)
- _____ \$200+ in paid outside orders
- _____ 10+ Adult buying guests in attendance
- _____ \$500+ in party sales
- _____ For each new dating from your party
- _____ For closing your party the day it is held
- _____ Bonus: Use your gathering as your GRAND OPENING



And Join MY WINNING TEAM !!