

## Reverse Scoop

Everybody gets to ask a question and get a ticket or auction money

Make sure that you cover all the high points of the Tupperware Opportunity...i.e. money you can make, how much it cost to get started, the car program..

Then you ask them 5 quick questions, try to do them fairly quick. Have them write the answers down.

1. What was the best thing you heard about my job?
2. Could you see yourself doing what I do? Yes, No, Maybe
3. Why or Why not?
4. Who here would be great @ doing what I do and you can say yourself?  
If they decide to join my team would you have a practice party for them?
5. Would you be willing to give me 5 min. tonight to hear about the Tupperware Earning Opportunity and get a gift? Yes, No, Maybe

Then ask them:

Who answered Yes or Maybe to #5? They get 5 extra tickets or extra auction money.