

Recruiting Conversation: The 3 Step Approach

Name: _____

Telephone _____

Address _____

E-mail: _____

Connect

Build Rapport/Compliment: Pay a sincere compliment. Create a comfortable working climate. Get to know the prospect: Ask questions. Listen 90% / Talk 10%

Questions might include:

“Tell me a little about yourself”

“Do you work outside of your home? What kind of hours?”

“Tell me about your family”

“Have you ever sold anything before?”

Thinking of your schedule, if you decided to try Tupperware, how much time would you have to spend on your new business?

Share the Tupperware Opportunity

Personalize the opportunity based on what you have learned about the prospect.

Include the following information:

1. How much time is involved: They decide. *“Based on what you told me, you would have time to hold 2 parties per week”*
2. How much money can they make: *“We average \$100—\$150 income per party, so on 2 parties per week, you would make an average of \$200 per week before bonuses”*
3. How do they get started: *“Our kit is valued over \$470. Your cost is only \$109.99 plus tax. You purchase your kit now and we can get your business started right away. The best way to start your business is to have a party with me. It will provide valuable training and I will help you line up your first parties with your friends who attend.”*

Close

Let me ask you, of all the things we have talked about, what appeals to you the most?

“Based on everything you’ve shared with me, I think you’d be great in our business. Let’s get you started.”

IF THE PROSPECT SAYS YES, CONTINUE:

“Great, most people set their Grand Opening within 7-10 days. Would you prefer this week or next?” SET A DATE FOR HER GRAND OPENING PARTY. “Do you have a piece of paper and pencil? You can get started on these 3 things:

1. *“Create a contact list. Make a list of everyone you know. These will be the people you invite to your party.”*
2. *“Date your first few weeks of business. Call everyone on the list and tell them you are getting started in Tupperware. Be excited! Tell them you are lining up your first few weeks of business and if they would have a party for you they will receive free Tupperware. IF THEY CAN NOT DATE A PARTY, INVITE THEM TO YOUR PARTY. You’ll want to attend the next training we offer which is _____. Can you make it that night?”*

“We can open your account right now if you like. Or, I’ll stop by (day and time) so we can plan your party.”

Challenge her to date 3 parties before you get there. Offer her an incentive gift, like a goodie for each of her 3 hosts.

IF THE PROSPECT SAYS NO OR “I need to think about it” offer them a party.

Always make the prospect feel comfortable at the close regardless of their response. End the conversation on a positive note (*I hope you take this as a compliment. I think you would be a great asset to our team. If you are ever looking for more, please call me.*)