

The Dating Secrets of Success!

Dating away from parties

1. Have a system in place to allow for consistent lead generation. You need new people!
—How often do you "prospect"?
2. Don't ask people to buy...Offer them the opportunity to get FREE and 1/2 price Tupperware. If there is absolutely no way they can host an in home demo, offer a sales activity. If that is not an option, then take an order!
3. Create a sense of urgency as to why they need to have their demo NOW. Sell the current host offers. Explain the deadlines. Show the awesome customer offers. Explain the deadlines. Make sure they thoroughly understand "What's in it for them".

Party Planning

1. Talk about inviting 25+ people. Make sure your host understands that they must invite that many in order to have 6-8 in attendance. BIG ATTENDANCE means BIG SALES & DATING!
2. Goal set with your host. Make sure she understands how the Host Dollar program works. Have her set her sights on a particular item to earn with host dollars and make sure she has something she is REALLY EXCITED about to choose at half price. Then challenge her to get several \$100 worth of outside orders BEFORE the party. Hosts that have \$200-\$300 in outside orders before the party stay excited and never cancel!
3. Communicate often with your host. Ask her the best time to call and write it in your date-book. Get a work phone number if possible. Make sure that you have numerous contacts with your hostess regarding how many people she has invited, how her outside orders are coming along, what products people have asked about, her recipe/ingredients and directions to her home. Re-enthuse her about the her Half price items and what she is working towards for FREE!

Dating at parties

1. Success breeds success. Make sure that you talk about AND SHOW the host gifts and that EVERYONE understands what the host is receiving. When a host is raking in the gifts, it is sooo easy to get the datings. Guests realize that it is so worthwhile to host a party.
2. What picture do the guests see? Do you have it together? Do you look successful? Would they want you in their home? Have you kept it simple? Stress how easy it is—the host picked up a few ingredients—the guests prepared the refreshments! Sell YOURSELF!
3. Play a dating game. Pick the one that works best for you—and STICK TO IT! Dating games FORCE you to ask everyone, and they help you separate the Yeses from the Maybe's!!