

The Dating Game

After your product and Host Gift Demonstration, while the Host Benefits are still fresh in their minds, you say, "I have one last game, as I told you earlier, and it's really important to me that you understand how to play and that I don't trick you in any way. I know that any time someone has been listening to a speaker for 10, 15, or even 20 minutes, your mind begins to wander...and the human mind can only focus on one thought at a time, so you could be looking directly at me right now and not hearing a word I say. It is really important that you are "with me" while I explain this game, so I'm going to wait just a minute for you all to come back..." (while you pause, smile at each person and meet them eye-to-eye...you will see them "come back". Meanwhile, the other ladies know why you are pausing.)

"Okay, now that you are all back with me, here's how we play the game. The first thing I want you to know about the DATING GAME is that it's OPTIONAL. It is your decision whether or not you play, okay? This is a game that gets my hostess her datings to receive all of her nice gifts...and it helps me stay in the business I love, which is selling Tupperware." (recruit bid)

"The game goes like this...I have 13 slips of paper, as you can see (show them to them one at a time), 6 of my slips of paper say PRIZE. If you choose to play the game and you draw PRIZE, then you get a goody out of my goody basket here (which are popular items out of your game bag and maybe some net item choices from the distributorship). "Then I have one slip of paper that says SURPRISE. If you choose to play and you draw SURPRISE, then I have 3 surprise gifts for you to choose from that are valued from \$5 - \$7. I will let you choose whichever one you would like best to take home that's the most useful to you, but for right now they are a SURPRISE!"

"I also have 6 more slips of paper that say PARTY PLUS PRIZE. When you choose to play and you draw a slip that says PARTY PLUS PRIZE, then you get a prize and ME! But you do get me to come to your house for a get together with your friends for other money and time saving tips from Tupperware."

"Let's go over it one more time...If you choose to play and draw a PRIZE, what do you get? That's right, you get a goody out of my basket. If you choose to play and you draw SURPRISE, what do you get? That's right, you get a surprise...and I'll show you a few of those choices in a little while. If you choose to play and you draw PARTY PLUS A PRIZE, what do you get? That's right, you get a party and the nice gifts you receive for being a hostess plus a prize tonight, and _____, your hostess, gets credit for your dating!"

"If you are wondering whether you want to wait and see what other people draw, to see how your odds change, it's real important for me to tell you that you play only against yourself...and as each person plays, she draws slips of paper out until she is done playing. Then she puts them all back in, so the odds don't change by someone playing before you. But the goodies in my goody basket ARE first come, first served! So... if there's something on here that you would really like to have, then you need to be one of the first ones to play to make sure that you get it before it's gone!"

"Now...who'd like to be first?" (when you say that, raise your hand, as you want somebody to volunteer...because YES's breed YES's and NO's breed NO's. You want that first person that you ask to play the game to say yes, so the best way to know that they will is to ask for a volunteer. Many times you will get 1, 2, or 3 people whose hands all go up at the same time! That's what you are after!

Always ask everyone to date a party! Go to each person and ask them to PLAY YOUR GAME! But, again, you always want to start with someone who is going to say YES, so who should you go to? Well, remember the guests arrived, during your chit chat with your hostess, you asked her who would be most likely to date a party, who loved to give parties, or who is her best friend or sister-in-law who is coming tonight. There is another group...the group that was with you throughout the party, as well as the ones who really checked out your gifts as you passed them around during your demo of the host gifts. You will be able to read their body language if you are being observant. You're looking to find someone who would like receiving our nice gifts, or are a party giver by nature. If somebody volunteered you go to them first, then you go to this next group. If no one volunteers, go to the people you feel would most likely say YES. Again, YES's

breed YES's and NO's breed NO's, because of the peer pressure. If somebody says no in the beginning, then your percentage increases that others will say NO.

After you have offered the opportunity to play the game to all these people, then you will still offer the opportunity to the people that you think, through their body language or whatever, are going to tell you NO, because you do not want to offend anyone by asking some and not asking all. Sometimes you will actually be surprised!

As I go over to the person, I say to her, "____, ready to play my game?" "GREAT!" "Now, I really want you to draw PRIZE on your first draw, so I just want to tell you that if by chance you draw PARTY PLUS PRIZE the very first time, I'm going to give you an extra prize, because I really want you to draw PRIZE the first time. Is that all right with you??? OK, great! If you were already thinking about being a hostess, this is your chance to CLEAN ME OUT!! Good luck!" Then she draws. "Oh, great, you got PRIZE, super! You get one goody out of my basket. Would you like to draw again? (I kind of shake the container in front of her.) So she says, "Okay" and she draws again. "O.K., great...PARTY PLUS PRIZE!!" (I turn to the hostess and say "Yeah, ____, you have one dating...and now we just have to get you at least one more! Who'd like to be next?" (I go to the next person)

If someone says to me, "Now, if I draw a PARTY do I have to give a party?" I teasingly say, "Well, if you draw a PRIZE do I have to give you a prize?" If you are not comfortable with saying something like that, then you could say, "The game is optional, if you don't want to give a party, please choose not to play the game. But, yes, if you choose to play and draw PARTY, you will be agreeing to date and hold a Tupperware Party."

Continue going to each person like that. If someone is sitting there with very negative body language, and I ask them and they say, "No, I don't want to play"...that's fine; I leave it at that. I thank them for coming because we need guests at our parties, too. If someone says, "No, I don't think I want to"...but you can just tell she has to sit on her hands to keep from sticking her fingers in the game pieces, then I would teasingly shake them in front of her and say, "Are you S-u-r-e? I could tell you really like that ____ (whatever she liked)." Many times she will say, "OK" and she'll draw. That's the beauty of this game! It pulls a decision from an undecided person...and ladies date out of personal greed, instead of dating just to help their friend with a dating! They have great parties when they date for "what's in it for them".

If you have a party where no one plays, then you might say, "I'm going to leave the game out just in case you change your mind. Please remember, if you choose me as your Tupperware lady, I won't pressure your friends either." Then I would tell them that I was going to move over to the table to help them with their orders and their tax, etc. and I thank them and close the party.

If I have a party with a hostess who dated away, where she did not get to play the game when she dated her party, I start the game by letting her play first, with the understanding that she is not obligating herself to another party. This keeps from having bitter feelings arise because her guests got to play the game to date a party and she didn't. The game prizes aren't so expensive that it's worth the hostess' hard feelings, so it just covers one of the bases that keeps a negative situation from arising.

That's how the game is played, but the game is really only the beginning. It sets the Consultant up for a very comfortable way to ask for the objection. Tupperware suggests that you ask their objections, so you can offer solutions. For many Consultants, asking for an objection or why they won't date is an awkward or pressure situation. These are the exact words I want you to be prepared to say when they come over to get the tax and order total for their order, just look up at her and say, "Gee, Linda, I am really surprised that you didn't play my game...I really thought you would". With the "would" you pause, your potential hostess will TELL you the REASON she didn't want to play the game. That's what you need to know; what the objection is and if it is something that a co-host party or something easy will solve. That is the most important part about the game because many times you will go ahead and date other people who didn't play the game. When she gives you her objection, use three key words, FEEL - FELT - FOUND. "I know how you feel, others have felt that way too (or, I felt that way to), but what I've found to be true was..." and then you give an answer to her objection. She hears you and she KNOWS that you heard her and she appreciates that.