



“Steps to Success”

Top Ten Qualities of a Successful Consultant

1. Attends meetings

– we find consultants who attend meetings regularly are the most successful. They do not “pick and choose” which meetings they attend because every meeting is essential and they realize the meetings are just as important as the parties.

2. Has contact with their upline weekly

–Successful consultants inform their upline of parties up, contacts, suggestions, accomplishments, or support needs. This allows the upline to know your business is important to you. Your upline is there for you. Allow them to assist you and support you consistently.

3. Consistently holds a personal business 2-3 Parties a week

When consultants are holding a consistent personal business they are likely to sell up to \$3200 or even more. Making over \$1000 a month in cash. They realize holding a consistent business is much easier than having to continually “create a new business”, by getting back on the phone or door knocking. Holding parties weekly, whatever amount they choose, successful consultants do this consistently and if they don’t date from their parties they know they are “Not through until I date 2” and they find the datings.

4. Informs everyone they are the “Tupperware Consultant” in their area

Successful consultants know they are “representing” Tupperware. They wear their name badge, always have business cards & flyers handy. They carry a notebook with a clicker pen to obtain names and numbers. They connect with local businesses, park district, chamber of commerce, and post flyers regularly in grocery stores, restaurants, and health clubs.

5. Great customer follow up and excellent customer service

Takes care of warranty items promptly and professionally. Sends flyers to customers regularly. Calls or emails customers when special requests have been made for products.

6. Presents a professional appearance and demeanor

Successful consultants appear sophisticated, well groomed, have good personal hygiene. Hair, make up, nails kept very clean and put together. Overall demeanor should be of a professional that you respect or admire.

7. Has excellent product knowledge

Successful consultants will attend training parties. They will study their product line, watch the DVD and read through new consultant materials in their business kit and from their upline. They are also knowledgeable of online product information sheets, and once again, attend meetings for trainings on products regularly.

8. Recruiting is a part of my job as a Tupperware Consultant

Successful consultants understand that not only does recruiting increase your royalties and pocket book. They know that this is a part of being a good consultant. Successful consultants offer the opportunity at every party, event, social gathering, and continually “prospect” new consultants. They are passionate about what the opportunity has done for them and they offer it whenever, wherever and to whomever.

9. Takes on challenges

Bring it on! Whenever their upline offers a challenge, a datathon, or a salesforce incentive driven by Tupperware they are immediately a part of it. They will post notes in their date-book of ending dates of challenges and report back to their upline

10. Sets Goals and Follows through

Successful consultants constantly set goals when that goal is achieved they set new goals Remember, “goals are dreams with a ending.”

Many of life’s failures are those who did not realize how close they were to success when they gave up.

-- Thomas Edison

