

## Your Grand Opening Date \_\_\_\_\_ Time \_\_\_\_\_

As with any business, the best way to get off to a quick start is by having a Grand Opening within the next 5-7 days. A Tupperware Grand Opening is a demonstration hosted by you and conducted by a Manager or another trained Consultant. By hosting a Grand Opening, you will:

- Have an opportunity to gain sales and product knowledge from an experienced salesperson;
- Be able to schedule your first Tupperware demonstrations within the next two weeks;
- Save time by announcing your new business to many people at once;
- Add additional products to your kit at little or no cost.

With your Contact List and your Grand Opening date set, you're ready for business! When talking with potential customers, you'll do one or more of the following based on what you feel their potential interest might be:

### 1. Invite them to schedule their own Tupperware demonstration.

*"Hi, Rose. Do you have a couple of minutes to talk? I'm so excited and I wanted you to be one of the first to know—I've started a Tupperware Business! That's right! I'm lining up my first demonstrations and would be honored to have you as a Host. There are some wonderful new products and gifts available that I know you and your friends would enjoy! Would Tuesday or Thursday of next week be best for you?"*

### 2. Invite them to the Grand Opening of your business.

*"You won't believe what I did today, Yvette—I started a Tupperware business! I'm hosting my Grand Opening for my business Wednesday at 7:30 at my house. I'd love for you to come!"*

### 3. Offer them the Tupperware Opportunity

*"Hello, Judi! Do you have a few minutes to talk? Well, guess what? I've just started a Tupperware Business, and as I was thinking about all the reasons I decide to do this, I thought of you. With all of your contacts at work, you'd be so successful as a Consultant. You'd make great money and receive a discount on products yourself. How does that sound?"*

### 4. Show and sell them Tupperware products

*"Hi, Katy! Guess what? I've just started a Tupperware business! Since I'm new, I would really appreciate it if I could stop by to practice showing one or two of our hottest sellers. Of course, I also have our latest catalog—there are some new products I know would be perfect for you. Could I stop by for about 20 minutes tomorrow or Wednesday? Feel free to have a couple of friends over too!"*

### 5. Collect referrals.

The following can be used at the end of almost any conversation.:  
*"Leslie, thank you for your time. Who else do you know who might appreciate seeing what's new in Tupperware?"*

During these initial contacts, you'll encounter people who are not open to what you have to offer—at least not at first! Don't let a "no" or "not interested" discourage you. One of the skills you'll develop as a Consultant is dealing with objections in a positive and potentially rewarding manner. You'll continue to learn more as you attend training demonstrations and your new consultant classes.

## Your Training Demonstrations Dates \_\_\_\_\_

Watching a Tupperware Director in action is the easiest and best way to learn how to conduct your own parties. Successful Consultants attend two or more training demonstrations to build their skills. When you're observing a demonstration:

- Stay in the background—ask your Director beforehand what she/he would like you to do.
- Make notes on the flow of the demonstration—what does the Manager do before, during and after the demonstration?
- Pay careful attention to how the Director demonstrates the features and benefits of the Tupperware products. Write down word choices you'd like to use.

- Note how many general dating and recruiting bids the Director makes.
- Make sure you understand how the order form is to be completed
- "Shadow" the Director as she/he makes personal dating and recruiting bids. How does she/he handle objections?
- Select two people in attendance you feel would make the best Tupperware Consultants and share their names with your manager along with the reasons why you chose them.
- Make note of any questions as they occur to you and follow up with your Director after the demonstration.

## Your New Consultant Class Date \_\_\_\_\_ Time \_\_\_\_\_

You'll want to attend your NCC as soon as possible to learn more about the basic skills necessary to build a successful business. This 2-hour

class will leave you excited and ready to get started. Remember, in Tupperware, you're in business for yourself, but you're not by yourself!