

DATING ANSWERS TO MOST OF THE COMMON EXCUSES

The key to gaining confidence in dating is being able to quickly overcome objections.

I'm Too Busy:

Busy people make the best hostesses, they know more people and they know how to get things done. Let me help make this real easy for you. I will be happy to send out invitations for you, and if you will purchase two cans of pie filling and two Jiffy cake mixes, I'll make dessert when I get there. This will give me an opportunity to show you and your friends how much time you can save using your Rock N Serve products.

Newly Moved In:

How exciting...let's have a get acquainted party. This is also a great way to have your friends over to see your new place.

My Friends Have All Just Been:

With new products being introduced all the time, it's always fun to come to a Tupperware party just to see what's new. You can't buy all you want at one party, most of our budgets won't allow it, also if you vary your group. Let me show you how to work up a guest list.

Not Enough Will Come:

Did you know that if you invite 2 friends, 2 relatives, and 2 neighbors and ask each one to bring a friend, you would have 12 people? We could even offer a special gift to the person bringing the most guests.

My Husband Won't Let Me:

Do you know why he would object? Then pause, listen, and use one of the following responses or say, "If it was OK with him, is this something you would like to do?"

What night does he bowl or go out with the guys?

How about a morning coffee?

Does he go hunting on the weekend?

How about having a party with a friend and have it at her house?

I'm Moving:

How exciting! To a new house? Let's plan a get together for after you are settled, that way you can entertain and show the house or apartment and also earn a nice gift.

My House Is Too Small, Not Enough Room:

We could use the kitchen and sit around a table or have your friends dress casually and sit on the floor. If it's really that small, how about a small informal group and work harder on outside orders so that you can still earn a nice gift. Or, you could have a double hostess party with a friend at her house or a Stop N Shop where the guests come and go between certain times, like 6:30 – 7:30.

Everyone Has So Much Tupperware:

You know what, it's such a great product and people know the value of it, so the more you have, the more you want. There's always something new to see and it's just fun to get together. I'm sure your friends would find something they don't already have. I'll also give you and your friends some ideas on what to do with all the Tupperware they have.

I Just Had A Home Interior (or whatever) Party:

These are two completely different items. You would be surprised how many people really need Tupperware and are very happy to be invited to a party. It sounds like you enjoy being a hostess and we need people like you. I'd really like a chance to show you and your friends some of our brand new products. Which hostess gift could you use?

I Just Had A Tupperware Party:

When? How did it go? Could I put your name on my call back list and give you a call in a few months?

I'm Afraid To Have A Party:

Some of my best parties have been with first-time hostesses. I'll show you what to do and you will be surprised at just how easy it will be. I'll work with you; I'd like it to be successful too!

Too Many Weddings, Graduations, Showers, etc:

Who is getting married? Maybe she would enjoy a Tupperware bridal shower. Is someone special graduating? Wouldn't this host gift make a nice graduation gift? I'll show you how easy it is to earn.

Other Party Plan Disgust Or Bad Experience With A Different Consultant:

Ask what happened, be concerned, but don't get involved in slandering someone or some other party plan. Then proceed: Would you give me a chance to show you how I do things? We can work together and I'll pay particular attention to the things that upset you before. (For example, if she says, "I ended up paying for several orders and it took weeks to get my money, my husband was ready to kill me." You would then assure her that we are on "payment with order" and we don't order Tupperware that isn't paid for.)

Four Reasons People Date Tupperware Parties

1. To help a friend.
2. To get a particular hostess gift or thank you gift.
3. To have a night of fun, a night out.
4. To earn free Tupperware.

Good Things To Date With

1. Ask everyone!!!
2. If they say no, you must find out WHY they are objecting to the idea of having a Tupperware party. Just settling for a no isn't really understanding them. When you find out why they are objecting then you can use your knowledge to overcome their objections. Once you have overcome the objection and you have a YES, then,
3. Do NOT say, "When" would you like to have your party? She could say August (if this is January) and it would be your fault for offering the "When".
Is daytime or evening best for you? (If she says evening, then)
What is the best night of the week for you? Pause Then, get out your datebook and open it to the first available open night she chose and offer that night. If she says it's too soon, then move back one week if that night is open. If she tries to put you off a couple of months, ask her if it is possible to do it sooner - if not schedule it for her convenience. BUT, never give credit if a date isn't set.
4. Try this, "Susie has the sales she needs to earn the gift she would like to have. If she gets one dating, would you consider being her second?" Pause...we'll only call you if we need you. Then when you call her or come back to her later at the party, say "we need you" or "isn't it great to be needed?"
5. If you don't date them now, be sure to put their name, phone number, and a date to get in touch with them in the future in you call back list.

Wisdom is the power to put our time and knowledge to proper use. We can do anything we want if we stick to it long enough.

HAPPY DATING!
(Remember - people do like to have parties)