

TUPPERWARE FRIEND FINDING

Hi I'm _____ with Tupperware and I'm not selling anything today. I just have a few questions to ask you and I have a free gift for you and will put you in a drawing for a free piece of Tupperware. Be friendly, smile and go right into your questions if you pause they may say no. Because so many solicitors approach them and are selling something.

- 1. How long has it been since you've seen Tupperware?*
- 2. Approximately how many pieces of Tupperware do you own?*
- 3. What is your favorite piece of Tupperware? Why?*
- 4. Do you know of anyone who could use an extra \$500-\$1000 in their families monthly budget?*
- 5. Would you be interested in receiving sales flyers with what's new in Tupperware every couple months?*
- 6. If I had a Tupperware party here at the Park or if one of our neighbors schedules a party in the next couple weeks would you be interested in coming?*
If yes, Great once I have scheduled a Party I'll bring you by an invitation.
When you get that real friendly person that you think would have a party just by the conversation you've had with her, or the one that's new to the area or says she has no friends. Your response should be I have met _____ of our neighbors that haven't seen Tupperware in some time that said if I dated a party today they would love to be invited. How's that sound? I already have your guest list started!
- 7. Do you belong to a Group or Organization in need of raising money?*
- 8. Last do you have any Warranty Tupperware items I can take care of for you?*

Thank them for participating ask for their name, number and e-mail for the drawing (you can catch the address when you leave) and give them the free gift (game gadget, like citrus peeler)

Suggested Items for Neighborhood Friend finding-

- *Small Basket containing-
- *Game gadgets (all the same)
- *Recruiting Information- Kit flyer or JOWT flyer, Welcome and Activation flyers, \$1,000 Hotline Phone number cards (leave one at every house)
- *2-3 Conversation gifts
- *2-3 Host packets
- *Fundraiser Flyer
- *Catalog, flyer, specials, order forms, calculator, parts book (someone may have Warranty items or want to place an order)
- *Index cards or Lead slips to put the answers to the questions and their contact Information on for the drawing.(I always pick two winners one real winner and one who Made the comment that they never win)
- *3-5 pieces of Tupperware, FridgeSmart (with chart), Rock n Serve medium shallow, Modular Mate Super Oval (can hold some of the loose stuff), Quick Chef, FlatOut Container. The products could be New from the monthly flyer or your favorite items to share. Items your excited about.

Wear comfortable clothing and shoes, your Name Tag and even the Tupperware apron if you have one. Be pleasant and have fun with this. If you get some No's that just puts you closer to a YES!

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