

Interview Script

Hi, _____, this is _____ with Tupperware. I just had to give you a call today... we are looking for really sharp people in the area to join our sales team, and I thought of you!

(pay a compliment) You have such a great personality...know so much about Tupperware....etc.

Have you ever thought about having your own business? *(wait for response)* if no, say:

You know, _____, I would not expect you to be interested in selling Tupperware without knowing anything about it. Would you have a few minutes that I could share some information with you – no obligation? Even if it's not something YOU might be interested in, you might know someone it would be right for, and I'd have a gift for you for referring someone too!

If yes, say:

That's awesome! Tell me a little more (What did you think? When? What interested you?)

Either way, continue:

I'm so excited to talk to you about our Tupperware business opportunity. It has so much to offer. Could I ask you a few questions first? That way, I can be sure to answer any questions you may have so you can make an informed decision.

LEARN TO ZIP IT and LISTEN!! Make notes.

Have you ever sold anything like Tupperware before? *(if yes)* Did you enjoy it? Why or why not?

Are you working now? Tell me about your job.

Tell me about your family (Married? Children?)

How do you think your family would feel about you having a Tupperware business?

If you were to consider starting your own business, how many hours a week do you think you'd want to invest?

And how much money would you like to make for that time? (what would make it worthwhile to them?)

Take a minute to pause, smile, and then continue:

You know, _____, I think you are going to be really surprised by what Tupperware has to offer. And I am so excited to share this with you today.

There are lots of reasons why someone joins Tupperware – sometimes it's for the product discount...imagine shopping all the time on sale! Even receiving products FREE or a additional discounts just because you're a consultant

For others, it's the flexibility...you get to choose when to work and how much time you want to invest. It's great to be in control of your time AND advancement opportunities.

And of course, the perks, trips to places like Disney & Hawaii, gifts, including diamond jewelry and monthly car allowances are really nice.

But for most folks, it's the money...you get to decide how much you want to make!

Which of these reasons are appealing to you?

Personalize based on the answers they gave you to the above questions.

(Example: You mentioned that if you were to start a business, you'd probably have 5 hours a week to invest...a Tupperware party usually takes about 2 hours, so with 5 hours a week, you could hold 2 parties! And with our party average of \$400, that would be \$100 profit for each! And just by holding 2 parties a week each week, with our bonus program, you'd be able to earn over \$1000 per month! How does that sound to you?)

Continue to sell the benefits based on THEIR interests and needs....ask questions to see what they're thinking. Don't talk too much. Better to say too little and add, than talk so much they're overwhelmed.

Close:

So, let me just do a quick review... you'll earn 25-35% on everything you sell (with an ave. of \$100+ per party, you can earn gifts and awards, like products, business supplies, even trips and jewelry, in addition to the money you earn, you are the BOSS and can work when you choose, you get free training and great support, you can double & triple your income by bringing others into the business, and you can get started for as little as \$39.99, try it for a month, and quit if it's not for you.

_____, based on what we've talked about today, what do you think? On a scale of 10, with one being "I could NEVER do this" and 10 being "I'm ready to start making money TODAY!", where are you...and you can't say 5!

If they are under a 5, say: I really appreciate you talking with me today. While a Tupperware business may not be right for you, is there anyone you know that you think could benefit from something like this? By the way, we have a special meeting coming up on ____; I'd love to take you as my guest. You get a free gift for coming!

If they are over a 5, say: Thank you so much for talking with me! Obviously, you are interested in what you've heard...however, there must be a few questions I haven't answered that are keeping you from making a decision. What would it take for you to be a "10" and try it for a month? I'd like to invite you to join me at our next meeting coming up on ____; it's a great way to learn a little more about Tupperware and you'll get a free gift for coming!

Of course, if they say YES, you want to get a party scheduled within the next week to get their business started and invite them to a training class, conference call or party with you within 24 hours.