



Dear New Tupperware Consultant,

Welcome to your own Tupperware business! We're excited and happy to have you with us. You can expect us to do everything possible to help you meet your goals and achieve your dreams – starting with this New Consultant Welcome Pack. Everything you need to get your business off to a successful start today is right here at your fingertips.

Now is the time for you to be your own boss, create your own work schedule and make as much money as you want! This is a great opportunity to do business in a company of friends, with one of the most respected product lines in the market. Remember, you are in business for yourself, but not by yourself. Whether you want to be in control of your time, buy a new car, pay off a credit card, or save for that dream vacation, Tupperware can help you do it all – starting today! You'll get as much out of your Tupperware business as you put into it, so make the commitment right now to grab hold of the Tupperware Opportunity so you may fully enjoy the benefits that it offers. At times, those benefits will be material, at other times, emotional. But at all times, they'll have the power to be life-changing for you and your family. Wishing you great success,

Kanwar S. Bhutani
President, Tupperware U.S. & Canada



On my Way to Success

Jump start your way to success in 72 hours by following these **six** simple steps:

Following these simple steps will help you start making money, earning awards, and having fun right away with your new business! Read through these materials and make notes where you have questions, then contact your Director. She can help you with any questions, comments or concerns you may have.

1 2 3 4 5 6

Steps to Success

- Read the opening material in your ***New Consultant Welcome Pack***.
- Complete the activities outlined on the **Partnering for Success** checklist. These activities are key to seeing results in your business early!
- Your **Contact List** should contain everyone you know.
- Write in important engagements, appointments and any other plans you have for the month on the **calendar** provided on the **Partnering for Success** checklist. Use this calendar when dating parties.
- Practice the “words to say” with your Director, friends, family, neighbors, and associates. These phrases will help you schedule parties and build your team. Be sure to record notes from each call. If you have any questions, contact your Director.

Datings*

Datings* are the foundation of your Tupperware business. They are important because they:

- Are a major source of income
- Keep you active and able to buy products at a discount
- Help you build Host and customer relationships
- Give you opportunities to build your team, thus increasing your income

How do I get datings?

In order to get datings, you must build relationships with your Hosts and customers. First, create a contact list of everyone that you can think of — friends, family, neighbors, associates, etc. Next, start calling.

Now is the time to fall in love with your phone!

Make your first calls to those people you are most comfortable with. These are the people who are most likely to help you get your business off to a successful start — they want you to succeed.

If there are people on your list that you associate with only via e-mail, send them a message explaining your new career decision. You can also mail a personal letter. Why not make a personal visit? Visiting can be highly rewarding and a great way to build relationships. When visiting, be sure you have a catalog handy with the host wraps found in this Welcome Pack. The host wraps are designed to help you launch your business and offer a special thank you to the host who dates one of your first 6 parties. The opportunity to actually see and touch a piece of Tupperware product will frequently lead to a party dating. Bring along an order form and a piece of product too. The opportunity to actually see and touch a piece of Tupperware product will frequently lead to party datings.

*“Dating” is a Tupperware term for scheduling a party. You might say “I dated 3 parties today!” or “I got 3 datings at my party last night!”



Datings are everywhere

Here are some ways you can generate interest in Tupperware anywhere and everywhere you go.

- In restaurants, keep a catalog on the table or offer one to the waitress or cashier. Tell her you are a Tupperware Consultant and tell her what's on special right now. Offer her the opportunity to host a *Blooming Tea* party.
- Put a Tupperware® product in the back window of your car (not on hot days, please) or on the seat beside you. Whenever someone rides with you, you'll have the opportunity to "talk Tupperware."
- When you are working a Tupperware Access Point (TAP), ask all your customers if they would like to host a *Blooming Tea* party. Follow up with all the leads you get; you already know they're interested.
- Wear your nametag everywhere you go. You'll be surprised how many people will pay attention to it. As soon as someone's eyes rest on your nametag, say: "Yes, I have my own Tupperware business! Have you seen our most recent catalog?"
- Carry your loose change in a small Tupperware container instead of your wallet. It's a great conversation starter.
- Carry your keys on a Tupperware key chain and attach another key chain to your purse.
- After each party, call every invited guest that did not attend.
- Every time you are out and about, talk with at least five people about Tupperware. Tell them about the different *Blooming Tea* party experiences and offer them a Catalog. Ask for their phone number or address so that you can follow up with more information on the latest in Tupperware, and present them with a small thank-you gift for taking the time to listen.

Words to Say – Datings

A lot of times we scramble for the right words to say. Here are some ideas for letting your friends know all about your new business.

Denise,

I am so excited! I just started my own Tupperware Business and the best part is I get to pick my first hosts to shower with FREE Tupperware! You were the first one I thought of! You are going to LOVE this...I do all the work and you get to have fun with friends while earning lots of Tupperware. I am scheduling parties on _____and _____, which would work best for you?

Jennifer,

I am so excited! I have just started my own Tupperware Business and the best part is that I get to offer you (current offer {\$304 worth of Tupperware; for only \$27 with a qualifying party during my upcoming bonus days!}) My datebook is filling up fast and I wanted to give you first chance at a date that works for you. Are weekends or weekdays better for you?



Words to Say – Datings (continued)

Talk to your Director or other Consultants for more dating ideas. In Addition, be sure to attend a party with your Director. At her party, listen carefully and take notes on the word choices that she uses to date her next party and overcome objections. You may encounter a few people who say “no”, but don’t be discouraged—every “no” leads you one step closer to a “YES.” The next page has more ideas for “words to say” that are guaranteed to get you datings, even when your prospective Host isn’t completely familiar with all the benefits of a *Blooming Tea* party experience.

The first line of each paragraph states a concern that your prospective Host may express; the next part gives you ideas for a great response.

“I’m not interested in hosting a Party.”

“I understand how you feel, Paula. Many of my Hosts felt the same way. What I’ve found is that if people feel they’ll receive something of value, they can make time to attend. That’s why I would love to show you and your friends a Blooming Tea party and how all of you can cut meal time preparation down to mere minutes. I’m sure you can think of many things you could do with an extra 2-4 hours per week. How does that sound?”

“My home is too small.”

“No problem, Sue. Do you have a friend or family member that would let you use her home? I’d love to give her a gift just for helping you out!” or “May I ask you a question, Sue? Do you have an outside patio? Perfect! We could have a Blooming Tea party outside and eat some delicious food. Are you ready for a girls’ night of fun?”

“I just don’t have the time to host a party.”

“Jane, I can appreciate that. I felt the same way when I was working full time and asked to host a party. Do you think the people at your office would like a break during the day? I could do a Blooming Tea Tupperware party for you and your co-workers during your lunch hour and make a scrumptious indulgence in a flash.”

“I don’t know enough people to invite.”

“Sally, we can have a party with any amount of people. That is why Tupperware is so great! We can accommodate anyone, anytime, anywhere. Also, if your party guests are able to obtain outside orders and bring them to your party, they will be rewarded! Is this Saturday or Sunday better for you?”



Words to Say – Datings (continued)

Recruiting

Recruiting is the second cornerstone of your business, and is the key to long-term success. Your own personal efforts in recruiting will dictate the size of your income and the durability of your business.

When you're recruiting, it's important to *ask everyone*. Give everyone a chance! Party Hosts are always great people to recruit – you already know that they love Tupperware, and they have a prime opportunity to see how easy your job is. Sometimes, a person will tell you — without even knowing it — that there is a great reason for them, personally, to join Tupperware. These are *recruiting hints*. Listen for hints like the ones on these pages, and be ready to respond in a way that will personalize the benefits of a Tupperware business for that individual. Here are some ideas to show you how!

“Lisa, I really appreciate your call, however I don’t have the money to host a party or buy any Tupperware.”

“Well Mary, it sounds to me as if the Tupperware Opportunity would be GREAT for you too! You can earn as much money as you want. I would love for you to join our team. We could have so much fun building our businesses together.”

“How much money do you make? I have been thinking about a part-time job.”

“Mary, did you know that you could earn an extra \$100 a month, a week, even a day with a Tupperware business? An average party is around \$400, meaning your commission would be \$100! I'm sure you can think of many ways to spend your extra cash. Why don't I come over and we can discuss the Tupperware opportunity?”

“How much money do you make? I have been

“I make as much as I want. And you know what, Jan? You could too! There is endless earning potential with Tupperware. Like I said, you work as much as you want, when you want-having a lot of fun! I think you would be great! Would you like to give this a chance?”

“I would love to get Tupperware products at a discount.”

“Faith you too can earn Tupperware products! Are you ready to join a family that offers great earning potential and enjoys having fun? People typically open a Tupperware business for one of three reasons; they want sampling privileges of our products; they need a little extra money for something specific and/or they see the bigger opportunity for advancement and earnings. Would you like sampling privileges of your favorite product line?”

“I wish I could do something that I love.”

“Anna, you can! Have you ever thought about doing what I do? I just know you would be great at this. I would love for you to come with me to my next Rally. You'll be able to learn all about the Tupperware Opportunity and meet great people-and have fun too! We can do this together! What do you say?”



My.Tupperware Starter

Visit today's My.Tupperware and you'll open the door to the business building power of the Internet. Whether you're supplementing your party sales with your own online Tupperware store, exchanging emails with members of your unit, or getting the scoop on Tupperware's latest promotions, My.Tupperware is where it all begins.

Whether you're a Consultant, Manager, or Director your online experience begins at the Login page, located at my.tupperware.com/my.tupperware.ca. Here, you'll establish a personal username and password that will grant you access to the information you need to build your business through all Tupperware selling channels.

Once you've logged in, you'll have access to a multitude of free features including:

- Details about promotions for You, Your Hosts, and Your Customers
- Up-to-the-minute communications from Tupperware
- Your personal My.Tupperware e-mail account
- The "My Sales" order entry application
- M.O.R.E. Benefits and other business-building information
- News, product information, recipes, recognition, discussion boards, sales tools and much more!

My.Tupperware Plus

Are you ready to increase your earnings with your own Tupperware Web site? Then "upgrade" your business with My.Tupperware Plus! In addition to free features you'll already enjoy with My.Tupperware, a My.Tupperware Plus site empowers you with the money-earning potential of your own online store...and more!

- Activate and personalize your own Tupperware Web address and Welcome Page
- Receive commission and full sales credit from your online sales through your site and through the Online Party Tool
- Online exclusive products
- Enjoy the support of Tupperware's promotional e-mails, designed to drive new and prior customers back to your site
- Listing in the Consultant finder on Tupperware.com
- Manage your leads and track your customers' purchases
- Organize and communicate with message boards, your online calendar, and more
- Receive additional Director Pool bonuses and your own Team Page to communicate to your team (Directors only) that could pay you back for your My.Tupperware Plus subscription fee!

Your Welcome page and all additional features will be activated automatically when you sign up for My.Tupperware Plus at my.tupperware.com/my.tupperware.ca-at a low monthly cost of only \$7.95 US / \$9.95 CAD! It's easier than ever to put the power of the Internet to work for your business. Sign up today by visiting my.tupperware.com/my.tupperware.ca or calling 1-888-921-7389 US or 1-866-376-7513 CAD!



My.Tupperware Gold – Best Value!

Drive traffic to your Web site with little or no effort! My.Tupperware Gold is marketing made easy and can be utilized for only \$15.95. No more hunting for places to post advertising banners and little-to-no work needed to drive traffic to your Web site. Not available for Canadian Consultants.

- Receive a guaranteed minimum number of banner placements across 30,000 Web sites wanting to advertise your Web site
- Pre-formatted banners to choose from and rotate as often as you'd like
- Submit your Web site to hundreds of search engines with automatically scheduled submissions to ensure your site is included in index updates
- The Gold package Includes everything in Plus package

Don't miss out - every day that passes by is another day of missed traffic! Sign up for My.Tupperware Gold today!

Receive Payments Sooner With Tupperware Card!

Tupperware Card Offers Easy Way To Manage Your Business

Commission payments are paid through Tupperware Cards. Using the Tupperware Card as a tool for these payments means we are able to simplify your business and offer a payment option similar to direct deposit for all Sales Force Members, including those without a checking account. This gives everyone the opportunity to use one business account to not only pay for Tupperware orders, but also to receive commissions. And, with your Tupperware Card order payments, you'll earn reward points that can be redeemed for free business-building products and materials.

Register today for the Tupperware Card, the preferred payment method for all your Tupperware purchases.

Tupperware Check Card

With the Tupperware Check Card, you'll no longer need to transfer funds from your checking account to your credit card to make purchases. By linking directly to your existing checking account, the Tupperware Check Card enables the fastest possible payment of your Tupperware purchases. A record of your transactions will appear on your checking account statement.

Tupperware Debit Card

The Tupperware Debit Card is an excellent option for those who do not have a checking account. It also functions as an ATM debit card and is tied to a special account set up by a designated bank. Even if you do have a checking account, the Tupperware Debit Card is ideal if you wish to keep Tupperware business separate from your personal checking account. You'll have online access to your transaction history at www.tupperwarefreedom.com.

How to Sign Up

Sign up for your Tupperware Card in My Sales Web Application:

- Select "Next" on the What's Hot page.
- Select "Next" on the Update Personal Stats page.
- On the Party History page, go to the right hand navigation buttons and select "Tupperware Card Enroll" (second from the bottom) and the Tupperware Card enrollment page will appear. Your enrollment form will automatically contain your Consultant ID and the address that is on file with Tupperware.