

Tupperware® Products: the Smart Buy

You are a proud Tupperware sales force member. One might ask you, “Why Tupperware?” Aside from talking about the endless opportunity that Tupperware fosters – such as:

- ❖ keeping 25 percent of your commission,
- ❖ team building bonuses,
- ❖ financial freedom,
- ❖ a flexible work schedule,
- ❖ the opportunity to drive a brand new high-end vehicle for FREE, and
- ❖ receiving great gifts like jewelry, money, appliances and great trips.

You also answer with the true passion and beliefs you possess about the Tupperware® products.

And, with that in mind, when one asks, “Why is Tupperware so expensive?” it’s easy for you to highlight that Tupperware is more than plastic. Tupperware® products are an investment!

Why Invest in Tupperware?

Reasons to invest in Tupperware include:

Functionality	Performance	Satisfaction
Durability	Kitchen solutions	Limited Lifetime Warranty
Quality	Organization	Storage
Design	SAVES money	Multiple uses and multi-purpose

With Tupperware, you are guaranteed the best product in the industry. Tupperware provides the tools of opportunity to improve the quality of life and assists customers with innovative products and information to care for their families. The bottom line, Tupperware is committed to changing women’s lives and their families.

Spend some time at your next party focusing on the Tupperware investment—using our products to store bulk food and the cost savings associated with Tupperware. We all love to save money, but do we like to throw money away? Of course not! So, talk to your customers. Show them why Tupperware is an investment. Explain why they should invest today for future savings!

Show your customers how and why to invest in Tupperware – for the performance of these innovative multi-functional products. ALL Tupperware® products perform the same as the day you purchased them, and most have a limited lifetime warranty. And, Tupperware offers more than just food storage. Other products include children's educational toys, tumblers and commuter mugs, serving centers, cutlery, cookware, kitchen solutions and recipes, just to mention more investments!

Try This

Try the following activity at your next party. Using the chart (see attached), you will examine how much your party guests spend yearly on disposable storage items. When completed, you will implement the Tupperware solution that best fits her/his need(s) – all while having lots of fun. Your guests will enjoy themselves so much, and they'll be very thankful that you are there to care for them and offer the most practical solutions that will help make for a better lifestyle. What a great way to build relationships!

Tupperware Solutions and Savings Activity

Steps:

1. Take copies of the Tupperware Solutions and Savings chart to your next party (attached).
2. Handout one copy to each guest. You can allow guests to partner with someone. This provides cooperative fun!
3. Model the chart (holding it up or displaying it on an easel –you might want to laminate your chart), explain the different categories of disposable storage items – such as storage and freezer bags, storage bags, plastic wraps, etc. listed. These items were selected as they are items consumers purchase most often and were based on a family of 4 or more.
4. Ask your guests to write the quantity and size (for example, 15 count, 1 gallon) for each item she/he buys. You will want to give your guests examples of how each item is packaged (15 count, 1 gallon size) and an estimated cost of that item within your geographic area.
5. Have your guests fill in the number of packages she/he buys per month.
Note: Not every guest member will purchase every item listed, and some may have other ideas. These items may include paper plates or other disposable kitchen items. Let the discussion run its course.
6. Have your guests total her/his cost per month by multiplying columns B and C (B x C).
7. Ask them to calculate their yearly cost per item by multiplying column D by 12 (D x 12).
8. Total ALL of column E (add all totals in column E) to see the amount you spend yearly on disposable items.
9. Multiply your yearly total cost by 5 to obtain your cost over five years.
10. Compare your total against the ONE time purchase of Tupperware® products. BIG SAVINGS! And, they would be doing their part to keep our environment clean.

Seal the Deal

Now is the time to share with your guests the Tupperware solution that applies to them. Show your guests how much they will save by investing in Tupperware® brand products that last a lifetime. Anything that has a lifetime warranty is NOT expensive.

Have a great time showing your Hosts and guests the solutions that Tupperware has to offer. Also, be sure to capitalize on the savings associated with the Tupperware investment.

Attached you will find a completed example Tupperware Solutions and Savings chart, proceeding a blank chart to be used at your parties. The research conducted for the attached example chart is based on an average cost per item within the Orlando, Florida area. Averages are subject to change depending on geographic location and season. Feel free to model the Tupperware Solutions and Savings chart in a way that is comfortable for you.

Tupperware Solutions and Savings Chart

Throw away money in Throwaways OR Invest for life in Tupperware Products

A	B	C	D	E	F	Tupperware Solutions	Tupperware Price (Spring 2007)	Multi Functional (✓ = Buy only once)
Disposable Storage Items	Quantity Size	Price	Pkgs per Month	Cost per month (BxC)	Yearly Total Cost (Dx12)	Cost over 5 years (Dx5)		
Storage Bags						Modular Mates® Super Oval Pantry Set (5 pc Set)	\$66.50	✓
						Wonderlier® 3 Piece Bowl Set	\$28.50	✓
						FridgeSmart® 3 pc Set	\$57.00	✓
Sandwich Bags						Fresh 'N Cool™ Super Set (6 pc Set)	\$40.00	✓
						Sandwich Keeper Set (2 pc Set)	\$11.00	✓
						Lunch'n Things™ Container	\$11.00	✓
Freezer Bags						Forget Me Not™ Containers (2 pc Set)	\$12.00	
						Heat 'N Serve™ Square Rounds (3 pc Set)	\$42.50	✓
Paper Bags						Meal Solutions To Go Pack (4 pc Set)	\$30.00	✓
						Wonderlier® 3 Piece Bowl Set (3 pc Set)	\$28.50	✓
Aluminum Foil						Impressions Classic Bowl Set (3 pc Set)	\$29.00	✓
						FlatOut!™ 4-Cup Containers (3 pc Set)	\$22.50	✓
Plastic Wraps						Stuffables® Mini Set (3 pc Set)	\$23.00	✓
						Clear Impressions™ Med. Bowl Set (2 pc Set)	\$24.00	✓
						Rock 'N Serve™ 5 Piece Large Set	\$83.50	✓
						FlatOut!™ 6 Piece Set	\$57.00	✓
						Fridge Stackables™ Set (3 pc Set)	\$16.00	✓
Wax Paper					Silicone Wonder™ Mat	\$32.00	✓	
Parchment Paper					Silicone Wonder™ Mat	\$32.00	✓	
Disposable Storage Containers						Modular Mates® Oval Set (5 pc Set)	\$44.50	✓
						Impressions Classic Bowl Set (3 pc Set)	\$29.00	✓
						Fresh 'N Cool™ Super Set (6 pc Set)	\$40.00	✓
						Ice Prisms™ Small Bowl Set (2 pc Set)	\$20.00	✓
Totals						\$650.00*		

*Total of one each of the Tupperware® brand products listed above.

Tupperware Solutions and Savings Chart (sample)

Throw away money in Thrownaways OR Invest for life in Tupperware Products

A	B	C	D	E	F	Tupperware Solutions	Tupperware Price (Spring 2007)	Multi Functional (✓ = Buy once)
Disposable Storage Items	Quantity Size	Pkgs per Month	Cost per month (BxC)	Yearly Total Cost (Dx12)	Cost over 5 years (Dx5)			
Storage Bags	17 count 1 gallon	4	\$11.96	\$143.52	\$717.60	Modular Mates® Super Oval Pantry Set (5 pc Set)	\$66.50	✓
						Wonderlier® 3 Piece Bowl Set	\$28.50	✓
						FridgeSmart® 3 pc Set	\$57.00	✓
Sandwich Bags	50 count	1	\$1.99	\$23.88	\$119.40	Fresh 'N Cool™ Super Set (6 pc Set)	\$40.00	✓
						Sandwich Keeper Set (2 pc Set)	\$11.00	✓
						Lunch'n Things™ Container	\$11.00	✓
Freezer Bags	15 count 1 gallon	4	\$9.96	\$119.52	\$597.60	Forget Me Not™ Containers (2 pc Set)	\$12.00	✓
						Heat 'N Serve™ Square Rounds (3 pc Set)	\$42.50	✓
Paper Bags	50 count	2	\$3.98	\$47.76	\$238.80	Meal Solutions To Go Pack (4 pc Set)	\$30.00	✓
Aluminum Foil	50 square feet	2	\$4.58	\$54.96	\$274.80	Wonderlier® 3 Piece Bowl Set (3 pc Set)	\$28.50	✓
						Impressions Classic Bowl Set (3 pc Set)	\$29.00	✓
						FlatOut!™ 4-Cup Containers (3 pc Set)	\$22.50	✓
Plastic Wraps	200 square feet	1	\$2.99	\$35.88	\$179.40	Stuffables® Mini Set (3 pc Set)	\$23.00	✓
						Clear Impressions™ Med. Bowl Set (2 pc Set)	\$24.00	✓
						Rock 'N Serve™ 5 Piece Large Set	\$83.50	✓
						FlatOut!™ 6 Piece Set	\$57.00	✓
Wax Paper	75 square feet	1	\$1.99	\$23.88	\$119.40	Fridge Stackables™ Set (3 pc Set)	\$16.00	
Parchment Paper	30 sheet	2	\$4.98	\$59.76	\$298.80	Silicone Wonder™ Mat	\$32.00	✓
						Silicone Wonder™ Mat	\$32.00	✓
Disposable Storage Containers	25 pieces sizes vary	1	\$24.99	\$299.88	\$1499.40	Modular Mates® Oval Set (5 pc Set)	\$44.50	✓
						Impressions Classic Bowl Set (3 pc Set)	\$29.00	✓
						Fresh 'N Cool™ Super Set (6 pc Set)	\$40.00	✓
Totals				\$665.52	\$3327.60	Ice Prisms™ Small Bowl Set (2 pc Set)	\$20.00	✓
						\$650.00*		

*Total of one each of the Tupperware® brand products listed above.