

Successful Tupperware

fundraisers

Where can you find Fundraiser opportunities? Everywhere!

- Talking to party attendees
- Talking to your kids, family, friends and neighbors
- Your local daycare centers
- Your local schools
- Wherever people play sports (local clubs or sport leagues)
- Your place of worship
- Women's Clubs
- Check local newspapers and supermarket bulletin boards for groups sponsoring or announcing events
- Look for phone numbers while driving by daycare centers, pre-schools and schools or by school-sponsored car-wash events.

More Tupperware Fundraisers = More

- **New Parties!**
Always use a Tupperware Fundraiser as an opportunity to date home parties.
- **Recruits!**
Don't forget to offer the business Opportunity to everyone you meet during your Fundraiser.
- **Sales!**
Increase your party sales with Tupperware Fundraiser sales.

Tips for Your Successful Fundraiser

Planning

When planning a Tupperware Fundraiser program, always check with the organization to determine if and when there will be any other similar fundraising programs. If possible, plan to hold your Fundraiser program first. When planning your Fundraiser, determine the reason for the program and the amount you and your customer wish to generate with the Fundraiser program.

Preparation

- Use Tupperware Fundraiser templates including Introduction Letter, Goal Letter, Participant Letter, Goal Worksheet and Thank You Letter. Templates and sample letters are available online under "Beyond the Party."
- Prepare an announcement letter to be posted on the organization's information boards. Include important information and instructions about how to complete the forms and checks.
- Offer incentives for the best participation or top sales. Use Tupperware® Tiny Treasures™ items or other prizes like gift certificates for pizza or ice cream parties.

Implementation

- Run a Fundraiser for about two weeks and plan to end it on a Thursday. This will give you Friday to contact people and collect orders from anyone who might have forgotten. If necessary, you can always extend your deadline an additional week.
- Photocopy the order form. Keep a copy for your records and include a copy with each order.
- To make delivery easy, write the family name on each bag.
- Include a thank-you note and business card with each order. If you wish, you can also add a Tiny Treasures™ item as a gift to prompt people to call you back with questions, giving you the opportunity to generate dating and recruit leads.
- To secure future Fundraising opportunities with this organization once the program is closed, follow up quickly with the check, thank-you letter and your business card.
- Mark your calendar to call the organization four months before their next planned Tupperware Fundraiser to ensure it will take place.

Tools and Support from Tupperware

- The Fundraiser Catalog is available as a sales aid in English and Spanish for U.S. and in English and French for Canada.
- An online version of latest Fundraiser Catalog is also available at the following locations:
 - U.S. Consultants, Manager, Directors and Legacy Executive Directors through My.Tupperware under “Catalogs, Flyers, *tupperwaretoday* magazine”
 - U.S. For Consumers at “Shop Online Catalog”
 - Canada Sales Force website under “Brochures, *tupperwaretoday* magazine”
 - Canada Consumers at Tupperware.ca under “Browse Catalogue and Brochures”
- The Fundraiser Catalog features popular Tupperware products as well as some exclusive items only available through the Fundraiser program.
- Templates and samples of Introduction Letter, Goal Letter, Participant Letter, Goal Worksheet and Thank You Letter are available online under “Beyond the Party.”
- Customer Service line for Sales Force is available:
 - U.S. English: 1-888-921-7395
 - U.S. Spanish: 1-888-833-5732
 - Canada English: 1-866-376-7513
 - Canada French: 1-866-913-2972
- You can order Fundraiser incentives through Prizes Unlimited, a division of GiftCo. Inc., at a 15% savings off the list price. Through this arrangement with our business partner, you can choose from two different prize brochures with exciting gift options. For more details, check My.Tupperware under “Beyond the Party.”
- Please send your suggestions and comments related to Tupperware Fundraiser program to **Fundraising@Tupperware.com**