

Auction Game Instructions

Before the party begins, I reward the guests with play Tupper money, a Tupperware Folder (which contains, a Shopper Order Form, a Full line Catalog, a monthly flyer, and a Here's the Scoop sheet) I tell them not to open the folder just yet, and then I also give them an index card. Usually they all start out with \$300.00, however, if they date a party with me before the party begins, or bring outside orders or a guest they get more Tupper money. I also offer them a pen, or ask them if they have one of their own to use, and if they use their own pen, then they get 200.00 extra Auction dollars from me. See copy of invite for other pay outs.

Then I have everyone introduce themselves. After the introduction, then I explain the Auction Game. I tell everyone that I have three bags. The first bag bidding will begin at \$500.00, the second bag at \$1000.00 and then the third will begin at \$1500.00. Ways to earn money, is that in just a few minutes they can ask me questions about my job, or Tupperware, then when I do the product demonstration, they will be able to earn money there, and at the end of the demonstration, there will be a way to earn some extra cash, if they want to.

Before I open up for questions about my job or Tupperware, I give my hostesses a small gift (such as the smidget container), then I set the Timer for 10 minutes...I tell them when the timer goes off, I will stop the demonstration and it will be time for my hostesses to receive another gift from me.

So I tell everyone that they have about 5 minutes to ask me questions about my job or Tupperware...and that this is a way for them to earn some Auction money! If they are a shy group, then whisper a question in someone's ear...that usually all it takes, and then the questions start coming! After about 5 minutes, have them fill out their name/address/phone number/email address on the one side of the index card, then have them flip the card over, and number 1 thru 7. I tell them that they had the opportunity to ask me a few questions, and now I would like the opportunity to ask them a few, and for participating in this, they will be rewarded with Auction money!

1. Would you be interested in receiving Tupperware for FREE or at a Discount?
2. Have you ever thought about being in business for yourself?
3. Lets pretend for just a moment you sold Tupperware, what would you do with an extra \$1000.00 a month?
4. Would you be willing to set up a time with me to hear more about the opportunities available in Tupperware? Yes, No, or I can be Bribe
5. What is the one thing that would prevent you from giving Tupperware a try for 30 days?
6. Who do you think would make a Great Tupperware consultant? You can say me, but you can say yourself?

7. On a Scale from 1 to 10 (No 5's on this numbering scale) 1 is NO WAY, and 10 is SIGN ME UP TODAY, where does your interest fall on giving Tupperware a try?

When they answer all 7 questions then I reward them with \$700.00 dollars! I go around collect the index card and present them with the money.

Oh, Timer has went off, and I present my hostesses with another gift...a Citrus peeler

Then I set my timer for 10 minutes.

Go into the product demonstration. I also give them money throughout the party, if they have the product, use it, offer suggestions, give ideas, etc. I do a treasure hunt through out the catalog...when they find the product that I have them find, they get money for that.

Timer goes off, and I present my hostesses with another gift...the Big Funnel..give her recipe on how to make a Hershey kiss... and set my timer again

Go thru the monthly flyer, talk about the purchase with purchase, talk about the host gift specials, etc.

Now we have come to the end of the demonstration, and I grab my Rect 1, which has all my smidgets/keychains in it. I talk about them and what they can use them for etc. Create the desire of they got have one of them! I tell them that I need their attention, for this is very important. In all of the smidgets/keychains you will notice that there is a note either inside, or attached to, and the notes will either say, \$200, \$300, or \$1000.00 party you and me within the next 2 to 3 weeks, and then I have one in the container, but only one that says Grand Prize (this is usually a pretty good size piece of Tupperware) I do the Chip n Dip Bowl as my Grand Prize, but really any piece of Tupperware will work. If you are new in the business, maybe you offer \$10.00 or \$15.00 of their order today, until you can get your Tupperware stock built up.

Of course in the container, there are more parties than there are anything else, ie if I had 20 containers, I would have 1 that said Grand Prize, and then I would have 6 or 7 that said \$200 or \$300 and then the rest would say \$1000.00 party you and me within 2 to 3 weeks. I explain to them, if they absolutely can not or will not have a party with in 2 to 3 weeks, then they may not want to take a key chain or smidget, but if they can, I would love to be able for them to earn FREE Tupperware and take advantage of ½ off items as well, but its not one of these things that we take, and because we did not get Grand Prize we put back, it is once we take, we must follow thru with what it says. When you pass the container around start with the person who is really getting into the party, or maybe someone you really connected with, because when you have 1 person take, they all will take!

While that is going around, I present my hostess with her last gift, and its currently what they can get for holding a party, (so right now it is the shell dish, both of them)

Whats in the 3 bags. Here are ideas/suggestions:

\$500.00 bag...I usually have a couple of gadget items (from the tiny treasure bag) and one classic midget

\$1000.00 bag, I usually have a couple of gadget items (from the tiny treasure bag) and a snack cup

\$1500.00 bag , a piece of Tupperware valued around 8.00 to 10.00, lately I have been doing one Flat out container.

I explain to them that I have three bags, in the 1500.00 bag there is a pretty nice piece of Tupperware, in the other two bags that is more of the gadget items available in Tupperware, but that there are two to three items in each bag and that there is a to die for item in each bag.

I start with the \$500.00 bag, then once sold move on to the other bags.

I do let them carry money over from party to party, and I announce that before the bidding begins. So on the auction money I do photo copy my business card, because they hand on to this like it's the real thing, so why not have my info too!

As always, you may have to adjust some things to fit the way you do your parties. If you cook at your parties, this is something that you could adjust to fit that kind of party too! I will say, that I get about 2 to 4 parties from each party that I do with the Auction type party.

OH, another note on my bags, I reuse them, until they start looking worn. But I get really pretty bags, different size, and then I put sticky notes on them 500.00/\$1000.00/\$1500.00 and put tissue paper in them, that way, they cant see what's in them.

I usually am done from start to finish within 1 hr after I have started. I do the auction right after the container has went around and I presented them with the money and the hostess has received her last gift from me.