

Polish Your “Pitch”

Whether it's for dating or the opportunity, there are 3 elements at the heart of every pitch.

- You best understanding of what your prospect needs
- The in-a-nutshell version of what you're offering her (him)
- Why what you're offering fulfills her need better than her alternatives

Ask yourself, “What problem(s) will what I'm offering solve?”

“How will what I'm offering make life easier or better for my prospect?”

“Why is my solution better than anyone else's?”

Dating Bids

Show and demonstrate a current Host Gift Special.

"Stack the Hostess" with all possible host gifts for an average party right now--best to use a Host Gift Special--always has a greater value than just using the "free Tupperware" amount.

Have a sheet in your party folders that shows all of your different party themes/types that you offer. --go over a few of them throughout the party.

Use Tupperware's Menu of Parties Tool Book to show awesome pictures of different theme parties.

Send subliminal messages. Use stickers on your catalogs, party folders, etc.... “Earn some free when you party with me!” “Everything in this catalog has 3 prices: full-price, half-price and free!”

Use the word “you” a lot--when YOU date YOUR party, at YOUR party, YOU will get..... Help them see themselves getting all of the free stuff, etc...

Gift bags or envelopes with dates on them--best gift for your closest date that you want to fill. (Closer the date, bigger the gift...) They receive the gift the night of their party.

Smidget/key chain game. (paper inside that says: free tax, free shipping, free gift, party....)

Put your “hostess packets” in gift bags & put around the room. (Would you rather take home an envelope or a party bag?) Top the bags with tissue that sticks out--make it look fun! Put little cards on outside of them that say “Free shopping spree” or “\$___ free Tupperware!” **Looking at the bags yourself will remind you to talk about dating during your demo! Point to the bags and say, “Who loves getting free stuff?” or “Who

loves to throw a party?" --"Everything you need to host your own party comes in this party bag--including how you can earn a shopping spree on me."

Demo expensive things and say how the best way to get those is half-price when you host a party.

Really pampering your host will attract datings...

Cater to busy guests--offer Stop N Shops (like open house, come-and-go type of party), 5 7 9 party (5 guests, 7 products, 9 minutes), over lunch hour party, right after work party, a party where they can enjoy the weather too (by the pool party)

Recruiting Bids

Play the "Ask me questions about my job" game. I always do this at the end of the party. Easily fits in to an Auction or Let's Make a Deal party--because you're already giving out "TupperBucks". I also do at other parties & just give out the TupperBucks for that game alone.... (Top 2-3 people with most money get small gift.)

In introductory questions, have them answer what they would do with an extra \$100 a week or \$1000 a month.

Tell a brief "Tuppermonial". If you haven't experienced many "wows", talk about some of my story...

Send subliminal messages. Use stickers on your catalogs, party folders, etc.... "I love what I do! You can too!" "Get paid for having fun!" "Full-time pay, part-time hours!" "Have you ever thought of doing what I'm doing?"

Have a picture (or prop) on your demonstration/product table of something(s) (or representing something) you've earned with Tupperware. It is bound to get people's attention and you can refer to it during your demo.

Naturally work business "perks" into your demo... When talking about how a certain product of ours will save them time, segue that into how as a TW consultant, you are in total control of your time--you work when you want, flexibility....etc...

Use the word "you" as much as possible (not I). YOU set your own hours, YOU work when YOU want, YOU decide when to advance, YOU decide how much money YOU want to make..... Help them to SEE themselves doing this.