



Demo Outline Cards

Always do a Host Huddle prior to party start.

Meet, Greet Guests and begin to F.O.R.M relationships. Share that you are there for 3 reasons – Fun, Helping Host get the most, and my favorite to share opportunity!

RELAX – HAVE FUN!

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Introduce Yourself

- ✓ Thank guests for coming !
- ✓ Thank host
- ✓ Present conversation starter/dating gift
- ✓ Present Party Planning Challenge Gifts
- ✓ Explain Customer Care Card (give auction \$ to first who fill out top part)

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Introduce Auction/Ticket concept

Pass out auction \$ or tickets for pre-party challenges

- \$1000 Arrive on time
- \$1000 RSVP to host
- \$1000 Bring a pen
- \$1000 Bring brochure
- \$1000 Bring your purse
- \$1000 rounding up for change
- \$1000 “liking” my fb page
- \$3000 Bring an order
- \$5000 Bring a friend
- \$10,000 Date a party of your own

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“Know Your Host” Game

- 1) What is her favorite color?
- 2) What is her birth month?
- 3) She was born in the state of _____
- 4) If I gave her \$1000, would she “save it”, “pay bills”, “spend it”
- 5) What is her favorite restaurant food?
- 6) Where is her DREAM vacation spot
- 7) What is her favorite dessert?
- 8) Get creative...make some up!
- 9) Explain Host Credits. Demo the host gift. Which gift would she prefer? A, B or the shopping spree?
Average host earns over \$100 in FREE product!

Who could get excited about that?!

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Produce Quiz

- ✓ Cherries come in red yellow and what other color? **BLACK**
- ✓ This fruit is a member of the rose family. **APPLE**
- ✓ How many seeds does the average strawberry have? **200**
- ✓ Watermelons, honeydews and cantaloupes are examples of what type of fruit? **MELON**
- ✓ This berry is also called a huckleberry. **BLUEBERRY**
- ✓ What is the most nutritious fruit or vegetable on the market?
SWEET POTATO (high folic acid content)
- ✓ True or False? Pumpkins are a squash. **TRUE**
- ✓ What is the worlds #1 vegetable? **POTATO**
- ✓ What is the most popular fruit in the US. **BANANAS**
- ✓ Lettuce is made up of more than 90 percent of what? **WATER**
- ✓ True or False? Baby carrots are tiny carrots grown in the ground.
FALSE They are actually full grown carrots that have been shaped into baby carrots using a special machine.
- ✓ True or False? Bag salads do not need to be washed. **FALSE** It's the leading source of salmonella!



Cabinet quiz

Name 25 items in kitchen. Customers get a point for items they have in kitchen. See who has the most. Then read same list

This time they get a point for each item they have in their kitchen AND that is in Tupperware. Customer with worst % wins.

Award \$1000 auction dollars, since she needs to buy a lot!

Flour	Sugar	Brown Sugar
Salt	Conf. Sugar	Spaghetti
Cornmeal	Baking Soda	Baking Powder
Lasagne	Dried Beans	Breadcrumbs
Pancake Mix	Oatmeal	Grits
Coffee	Tea Bags	Powd Drink Mix
Coffee Filters	Hot Choc Mix	Cookies
Saltines	Potato Chips	Graham Crackers
	Seasoning Pkts	



Microwave Quiz

1. Cooking food in the microwave is healthier than cooking the conventional way. **TRUE**-cooking time is shorter, retains more nutrients. Requires less added fat.
2. It's possible for harmful microwaves to escape when you open your oven door. **FALSE**. Works like the light inside your refrigerator, which turns on and off when you open the door.
3. Never place metal in microwave. **FALSE**—its OK to use light weight aluminum foil in the microwave to shield or protect food from overcooking. Keep foil away from metal sides, make sure it is smooth and that you have 4 times the food as foil.
4. The shape of a microwave pan is important. **TRUE**. A round pan is best. You can arrange food in a ring which allows microwaves to penetrate the food from both sides. Rounded corners are best too.
5. Microwaves don't cook meats very well. **FALSE** Meats turn out juicy and tender. Allow for standing time. Add browning ingredient-kitchen bouquet/paprika
6. All microwave ovens boil water in the same amount of time. **FALSE** If the oven is 600 watts, 80z of water will boil in 3 min. 1000 watts will only take 1 min 45 sec
7. There is no easy way to determine how long to cook something in the microwave. **FALSE** 6 min per lb/Seafood 3 min per lb



Auction questions

1. **Who invented Tupperware? (A)**
 - a. Earl Tupper b. Ben Franklin c. Albert Einstein d. Captain Kirk
2. **The first TW toy was (B)**
 - a. stencils b. Shape-O toy c. Popalot d. TupperCanoe
3. **Which of the following is not guaranteed by TW (E)**
 - a. Cracking b. chipping c..breaking d. peeling e. melting
4. **How long does it take to cook a 4-lb. chicken in TW (B)**
 - a. 45 minutes b. 28 minutes c. 1 hour d. 2.5 hours
5. **If your TW has a odor (D)**
 - a. throw it away b. soak in bleach c. use it as a dog bowl d. put damp newspaper in it & seal it overnight
6. **If your TW is stained (C)**
 - a. use bleach b. use cleanser c. use baking soda d. pitch it
7. **By having a TW party you can receive (D)**
 - a. Free TW b. half price items c. Exclusive gifts d.all of the above



Prepare Recipe/Demonstration

Include:

- ✓ Features and Benefits
- ✓ Set Selling
- ✓ Featured Buy or Buy one, get one (BOGO)
- ✓ Purchase with Purchase Offers (PWP)
- ✓ 3 prices: Full price—Half Price---FREE
- ✓ Dating Commercial: Share party theme ideas—Refer to Customer Care Card Area that has party themes.

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Ordering Time

- ✓ Pass Out Party Folders
- ✓ Remind there are many ways to help host – including dating a FUNDRAISER.
- ✓ Go over order form
- ✓ Bring to me for tax and shipping
- ✓ Then they can enjoy refreshments

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Ordering Time

- ✓ Set up “office”
- ✓ Display your SET card (good better best)
- ✓ Upsell PWP and Attendance Special
- ✓ Add orders---give auction \$ for orders
- ✓ Invite each to Join you or Date You
- ✓ Ask again for Fundraising connections
- ✓ THANK THEM
- ✓ Set appts for follow up

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Conduct Recruiting Activity

Choose one:

- ✓ Purse Game
- ✓ Everything You’ve Always Wanted to Know about your Tupperware Consultants Job, but were afraid to ask...
- ✓ Dream of a job

Ask 4 questions

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Dream of a Job

Once upon a time....a woman went into a beautiful store that had a reputation for quality merchandise. She said to the owner, "Sir, I would like to work for you, and I'll do a great job. In return I would like the following:

First: For everything I sell. I want to keep 25% as my Commission.

Second: I'll find other sharp people to sell for you, and I want to receive a Royalty Bonus of everything that they sell.

Third: I want to work my own hours so that sometimes I can work a lot, and sometimes I can take time off.

Fourth: After I have (3) new people working for you, I'd like the Opportunity to advance to Management. Then I want you to provide me with a Car Allowance or a Car to drive for business as well as pleasure. Also, I want you to pay for the insurance & licensing each year, as well as the tires.

Fifth: My Family must always come first.

Finally: When I do well, I would like recognition honor, plus extra gifts like jewelry, furniture, trips, TV's, etc., plus additional bonus money at higher levels

Can You Give Me These Things?"

The owner was in shock....he laughed at her and said, "You can't be serious. You're living in a Dream World. There isn't an opportunity like that anywhere!

Have you every thought of doing what I do? 10



Everything you've always wanted to know about your Tupperware Consultants Job, but were afraid to ask!

- ✓ Use tickets or auction money.
- ✓ Encourage guests to ask you questions **about your business...NOT** about products.

Play Purse Game

Ask for:

Rubber band: Flexibility

Piece of jewelry: we win diamonds

\$100 bill: profit from one party

Credit card: average family has \$9000 in cc debt. Pay it off in a yr with 6 parties/mo

Car keys: 2 car prgrms. One to drive/one to own

Quarter: 25% discount (disc on the sale price!)

Souvenir of a trip: travel opportunities

Picture of children/grands: priorities first

- ✓ Give auction money for each that you collect.
- ✓ Return, and tell how each relates to Tupperware



Follow up Questions to Recruiting Activity

- 1) What was the most exciting thing you heard about my job?
- 2) What would you do with an extra \$500-\$1000/mo?
- 3) On a scale of 1-10, one being "I'm not interested at all, and 10 being "sign me up " and you CAN'T say 5, how would you rate your interest in the Tupperware business opportunity
- 4) What, if anything, would keep you from trying Tupperware for 60-90 days?



Dating Game

- ✓ Play Dating Game (envelope, dice or smidget)
- ✓ Demonstrate Auction Gifts
- ✓ Collect their customer care card and award bonus auction money/tickets.
- ✓ Conduct Auction/do drawings.

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Closing Comments

- ✓ Thank guests for coming and present a “gift” of a special cash n carry shopping purchase just for coming to the party, and staying.
- ✓ Host does NOT receive credit for this purchase. It is done AFTER the sales are tallied, and the customers need to pay cash for the item.

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Before they leave

- ✓ Pass out Recruiting Warning Envelopes and or special gift with message inside to those you would LOVE to invite to consider TW.
- ✓ Schedule time to call them.
- ✓ Brief Party Plan session with upcoming hosts and set a followup 15 minute call to personalize their party plans.
- ✓ Make sure to include host challenge sheet! 14



Sit down with host

- ✓ Add up sales; subtract from total
- ✓ Break down into bite size pieces
- ✓ Leave a Host Rewards Order Form
- ✓ Offer the opportunity of starting her own business
- ✓ **Set close out day and time (no later than Thursday)**
- ✓ Outside orders should have checks made out to host.
- ✓ She will use debit/credit card to pay.

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Things to take to a party

- | | |
|--------------------------|-----------------------------|
| Tupperware Products | Attendance special |
| Host Bonus Sample* | Purchase with Purchase item |
| Dating gift for host | Auction or Drawing Gifts |
| Party Planning Folder | Date book/Dating Cards |
| Host Gift Sample | Challenge gifts for host |
| Auction money/tickets | Recruiting game/envelopes |
| Tablecloth/Apron | Dating game |
| Game gift for each guest | Party folders (10-15) |
| Host Rewards Order form | Fundraiser Information |
| Parts catalog | Calculator |
| Paper clips/highlighter | Change bag |
| Customer Care Cards | Recipe Copies (opt) |

*if one is offered that month

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Things to put in a Party Planning Folder

- ✓ Tic, Tac, Toe or other Challenge form
 - ✓ Who to invite besides your family/friends
 - ✓ Current Host Sheet
 - ✓ Couple Catalogs
 - ✓ Couple flyers/one page version
 - ✓ Advance Order forms
 - ✓ Opportunity Information
- ****I highly recommend using the Tupperware Party folders – they have all the planning steps there for you!

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Things to put in a Recruiting Envelope

- ✓ Confident Start Program Flyer
- ✓ Opportunity Kit Flyer
- ✓ Your Tupperware Story

Put in a bright colored envelope. Pick out TWO from every party and present. Follow up with your manager/director in 48 hours.

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Things to put in a guest folder

- ✓ Customer Care Card
- ✓ One Catalog
- ✓ One Monthly flyer or one page flyer
- ✓ Shopping Order Form
- ✓ Flyers for any added offers
- ✓ Host flyer (if applicable)
- ✓ Recruiting “Tickler”

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