



I BELIEVE I CAN STEP UP TO DIRECTOR

Enroll in the DIQ Program

Go to “My Sales” and click on the menu dropdown for Sales Force and click on Program Enrollment. Check “DIQ” box and select your start date. You do not need to re-enroll if you miss your goal.

To be eligible to start the DIQ Program, during a Tupperware sales month:

- 1 or more standard personal parties each month (\$500 or more in personal sales)
- 5 or more standard unit parties (\$2,500 or more in unit sales)
- 6 or more active* personal recruits.
- 15 or more Dream Team standard parties/month (\$7,500 or more in Dream Team sales)



- 1 Welcome 1 new Consultant to Manager unit each week
- 2 HOLD 2 personal parties each week
- 1 PROMOTES 1 new Manager each week

To Achieve Director Title:

- 1 or more standard personal parties each month
- 60 or more standard parties (\$30,000 or more in cumulative Dream Team sales) in 3 consecutive months or less.
- 2 or more members of your Dream Team with qualified Manager sales in your last qualifying month, excluding any downline Managers who have completed one month of qualifying sales in the DIQ Program. Their first month ONLY of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs.
- Sign and return Director Agreement the month you are titled as a new Director.

To Maintain and Be Paid as a Director – in a Tupperware sales month:

- 1 or more standard personal parties (\$500 or more in personal sales)
- 20 or more standard team parties (\$10,000 or more team retail sales)

Note: Directors are allowed 3 qualification “misses” in a calendar year. On the 4th miss in a calendar year, they are repositioned to the level they performed at during the sales month of the 4th miss.

Earnings — Commissions

- 25% on personal retail sales.

Earnings — Personal Sales Volume Bonus (PSVB)

- 3 standard parties (\$1,500 in personal sales) = \$50 total
 - Plus, for each additional standard party over 3 parties (\$1,500) = \$50 more
- 8 standard parties (\$4,000 in personal sales) you enter the Party Pro level and your bonus = \$400 total
 - Plus, for each additional standard party over 8 parties (\$4,000) = \$50 more

Earnings — Profit Plus Bonus (paid on CV)

Based on Total Team Sales **Team Retail Sales of: %**

\$20,000 & above = 8%

\$15,000 – \$19,999 = 7%

\$10,000 – \$14,999 = 6%

example: Team Retail Sales = \$10,000 x .75 = \$7,500
\$7,500 x .06 = \$450 Profit Plus

Earnings — New Director Step Up Bonus

First-time new Directors who have never held Director title are eligible to receive a \$1,000 New Director Bonus.

What’s Your Drive? Program

- Directors with \$10,000 or more during a sales month can qualify for a \$250 bonus.
- Directors with \$12,500 or more can qualify to drive a company car. For more details, visit your Sales Force website and go to For You > What’s Your Drive? Car Program or see the Career Guide.

NOTES: The Tupperware sales month runs from the first Saturday after the month-end close, through the last Friday of the calendar month.

**To be considered “active” Consultants must have \$600 or more in sales during a rolling six-month period. Commissionable volume (CV) is 75% of team’s total retail sales.*