

Cold Calling Scripts for your Tupperware Business

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Example Scripts:

1 (Beginner)

Hello my name is _____ and I live here in our neighborhood. I am calling you today because I am introducing myself to some of my neighbors and hoping to get to know a few of you better. I am looking for an opportunity to maybe have you help me in meeting some new people in our area. I am a Tupperware (Consultant, Manager, Etc.) and I am working on some great community events! I have some exciting sales specials, fundraiser opportunities, and ways to get Free Tupperware. May I tell you how?

2 (Moderate)

Hello my name is _____ and I live here in our community. I am calling you today because I am introducing myself to my neighbors and hoping to get to know a few of you. I am a Tupperware (Consultant, Manager, Etc.) and I am looking for an opportunity to maybe have you help me in meeting some new people in our area, as well as get product certified. Just by helping me you can get a free gift and maybe even some free Tupperware Host Credits to buy Tupperware with! Can I tell you how?

3 (Advanced)

Hello my name is _____ and I live here in our community. I am calling you today because I am introducing myself to my neighbors and hoping to get to know a few of you better. I am looking for an opportunity to maybe help you save money in this tough economy, leave a better foot print on our environment, get organized, or help you get more "ME" time by making whole meals in less than 30 min. I am a Tupperware (Consultant, Manager, Etc.) and I am on a mission, I would like to also let you know just by hosting a simple get together you can make precious memories with your friends and family while YOU can get the opportunity to get free Tupperware! Plus I will also give you a free thank you gift on top of it all!, So... may I go over these wonderful fun opportunities with you?

4 (General)

Hello my name is _____ and I live here in our community. I am calling you today to see if you will help me with a mission to get to know more people in our area, and help change lives. I am a Tupperware (Consultant, Manager, Etc.) and I am inches away from meeting my personal goals. I am reaching out to make new friends and maybe find someone who wants some of the same things I do. For example; a community that is more eco friendly, to make more money, have healthier lifestyle, or more time for myself. Can I tell you how you can help me complete my mission?

***** Once they say yes the door is open! Start getting excited!*****

Always answer a "Yes" with a **WOW word!**

A wow word is a word that gives/shows excitement!

What's your **WOW** word?

My **WOW** Word is: _____ (Practice in the Mirror)

***** *A Smile Can Be Heard!* *****

Example of someone saying “Yes” Continue With:

*** Consultant:**

Fantastic! Let me start by getting to know you a little better, and ask you a few simple questions.
(Choose a **couple** questions below that will tell you a little about them and help you with your mission)

1. What is the name of the Charity of your choice? Name: _____
2. How health conscience do you consider yourself on a scale of 1-10? _____
3. If you could “**save or make**” \$100.00 or more a month which would you choose?
4. How much would you estimate your household wastes in food waste or spoilage each month?
5. How many people live in your household?
6. When was the last time you had friends or family at your home?
7. If you could learn to make meals in less than 30 min would you?
8. Which of these items do you need more of (Most Important) in order **Most to Least:**
Money, Time, Healthy Lifestyle, Friends & Family

***** *A Smile Can Be Heard!* *****

*** Special Notes ***

- If they are not interested at least ask them if you can add them to your monthly newsletter, or if you can send them the most recent Sales Flyer. Add them to your mailing list! They may call you later on and want more information.
- Think of creative names to call your parties to entice more people to attend!
Use these names in your conversations.
- Talk to each person like you have known them forever and they are your friend.
- Use questions that get a real answer!
Start every question with **Who, What, When, Where, Why, and How!!**
 - These are called opened ended questions and they **require** the answer to be a real answer because they cannot be answered with a simple Yes or No!

Remember the person on the phone does *not* know you and they may be unreceptive to a sales call. This is your first impression make it count! You want to become their friend, so when they hang up that phone they don't remember you as a pest but someone they want to get to know? Your goal and mission is to become their friend. With trust comes the rest. Don't be too pushy, get to know them. The business opportunity is open when the friendship door opens.

- Substitution Words:
Try using some of these words as less aggressive word choices for “NEW” potential Hosts.

Party = Simple Get Together

I Sell Tupperware= Tupperware Consultant (Manager, DIQ, Etc.) Avoid word “Sell”

Use words like; *Simple, Easy, Economical, Fun*, throughout your whole conversation!

- Use their name throughout the conversation. Statistics show using their first name or the name they go by makes it more personal and makes them more subconsciously secure in the conversation keeping them on the phone longer!

- Pick a Charity, Non Profit Organization, or Club;

Every month make a donation no matter how big or small, people like to buy from someone with a cause. Plus this will make you feel good and it’s a tax deduction. IE: Disabled American Veterans, Shriners Hospital, SPCA, Komen For A Cure, Make a Wish Foundation, Habitat for Humanity Etc. Let everyone know that you talk to that a portion of your monthly commission will go to benefit that organization.

Always keep an open mind, if they have a Special club, Charity, or Non Profit Organization in mind you can make a donation that month to their entity choice to show your support for them and that you value *their* feelings.