

# Tupperware®

GET  
STARTED  
WITH THE  
REAL  
PARTY  
PEOPLE



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GETTING STARTED GUIDE

# OUR MISSION



Congratulations on your new business venture, and **welcome to a community of people** offering others ways to live life better.

At Tupperware U.S. & Canada, **we believe in the beauty of confidence.** The confidence to be yourself. The confidence to be a **successful entrepreneur** while empowering others to do the same. It is our business to better each other, by offering **simple solutions** for helping everyone stay healthy, organize their space, save money and do better for the environment. There's no time to waste when it comes to reducing food waste and single-use plastic waste.

We hope you're enjoying your first days as a Tupperware Independent Rep. This is the real deal.

This Getting Started Guide is meant to help you do just that—guide you through the challenges that may come, just like with any new adventure. Lean on your upline and family of other Independent Reps for tips and tricks—but when in doubt, flip this guide open. You can always give us a call, too, at 1-888-921-7395.

With **tuplove** ♥,  
Your Home Office Team



*No matter who you are,  
you alone can give the  
world something it can  
get from no other source.*

*Brownie Wise*

*V.P. & General Manager of  
Tupperware Home Parties in the  
1950s, and first woman featured on  
cover of Business Week magazine.*

## THINK BIG

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# PARTY TIPS FROM CHERYL



**Cheryl Smith**  
Vice President,  
Party Experience  
Tupperware U.S. & Canada

As our ultimate party pro, Cheryl Smith, VP of Party Experience, has a few tips to share to help get you started—ok, she has a lot more than a few (but we won't give them all away here 😊).

## 3 TIPS TO ENSURE HOSTS & CUSTOMERS WILL RETURN TO YOU:

- ➔ **When they learn, they return.** Bring a few fun facts or tips to your parties to go along with your demo. Think "did you know's?" (Ex. To keep potatoes from sprouting, place an apple with the potatoes and store in a cool dry place.)
- ➔ **Always leave them wanting more.** Bring up another "did you know" but don't tell them the answer. Tell guests you'll let them know the next time you get together 😊.
- ➔ **Have fun.** Be authentic and be real. When you're you, it shows.

This isn't always an easy business, but it is a simple business if you follow the plan. And there are days you can quit, but you can never, ever, ever give up. **Don't ever give up on you.**

*I can't wait to see where the party will take you, and where you will take the party. See you at the top! Say YES, Say SI, Say OUI!*

— Cheryl

# ONE2ONE SUCCESS FORMULA

- + HOLD 1 PARTY PER WEEK
- + DATE 2 PARTIES FROM THE PARTY
- + IDENTIFY 1 POTENTIAL NEW INDEPENDENT REP FROM THE PARTY

Follow this formula to get off to a great start, along with the help of your Manager and Director, as well as attending hands-on training and success courses. As you continue to advance in your career, you'll learn about even more education opportunities.



# START SMALL

## FIRST 30 DAYS

Set yourself up for success. Plan ahead to create a schedule that works for you. Your first 30 days are crucial to your business, and your Tupperware family will be there to cheer you on along the way.

### DAYS 1-30

- Set up your My.Tupperware website, sign up for your Tupperware Card, and check out TupSocial.
- Create a list of people you want to do business with using the "FRANK" model and your t Zone.
- Schedule and hold a Launch party in the next 5-7 days to share with family & friends. \_\_\_\_\_
- Connect with your upline to learn more about Social Media and online parties.
- Explore your kit products and practice your demonstration.
- Attend a live or virtual new Independent Rep./Consultant Success Class (NCO). The next class scheduled for: \_\_\_\_\_
- Observe a live or virtual training party. The next training party is: \_\_\_\_\_
- Attend a live or virtual Tupperware sales meeting/rally. The next meeting is: \_\_\_\_\_
- Attend a live or virtual Director's Team Meeting. The next meeting is: \_\_\_\_\_
- Make it your goal to achieve Confident Start levels to earn awards up to and including an iPad or cookware set!
- 1st level:** Earn a Money Bag or FridgeSmart® Medium or Modular Mates® Rectangular 1
- 2nd level:** Tupperware will invest in you and pay the balance of your Business Kit
- 3rd level:** Earn the current Host Gift Special OR Vent 'N Serve® 7-Pc. Set



*Success is not having something, or being somebody. Success is doing something.*

*Brownie Wise*



See it to believe it, try before you buy, have some fun with friends whose opinion you trust on great products: the party and the product demonstration (whether in person or virtually) remains the heart of our business.

# HEAR THAT “CHA-CHING” WHEN YOU GO DIGITAL

WITH NEW SITE PLANS THAT SET YOU UP FOR SUCCESS

Our Tupperware entrepreneurs deserve digital resources that will work as hard as they do, so we're offering multiple website options to help you find the version that best suits your needs, as well as the needs of your business.

The first time you log in to your Sales Force website, we recommend taking advantage of the Pro\* website option because the first 90 days for new subscribers is on us! First-time subscribers who choose Pro will receive the first 90 days for free to see what it can do for you. To take advantage of this free trial, be sure to sign up for Pro right from the start. If you choose

Premium as a first-time subscriber, you will receive a discount of \$13.95 off for the first 90 days. If you decide to enroll in the Basic option, there will no longer be a 90-day Pro trial opportunity or a discount available for the Premium website option.

Here's even more good news: when you continue with a paid website after the first 90 days, the eCommerce pool may help with your monthly payments! Learn more about the eCommerce pool on your Sales Force website, under Independent Rep Finder Listing and eCommerce Pool Criteria, by going to Policies, Contact Us.

MY.TUPPERWARE SUBSCRIPTIONS	BASIC	PRO	PREMIUM
	FREE	\$13.95	\$19.95
<b>BACK OFFICE</b>			
Home Office News	✓	✓	✓
Website Support	✓	✓	✓
Tasks	✓	✓	✓
Email Notifications		✓	✓
Reports		✓	✓
TupSocial		✓	✓
<b>YOUR WEBSITE</b>			
Accept Online Orders		✓	✓
Lead Capture/Contact Manager		✓	✓
TupperConnect		✓	✓
Party+			✓
Zoom Video Conferencing			✓

For more information and to choose your website plan, stop by My.Tupperware.com. If you're a new Independent Rep logging in for the first time, you'll need your 11-digit ID as your temporary username and the last four digits of your social security number as your temporary password. If you've already enrolled in a plan and have decided to upgrade it, visit the "subscription" heading under "account settings."

*\*Enrollment in the Pro plan includes a 90-day free trial. Payment information will be gathered, but no charge will occur until the 90-day trial period has elapsed. Enrollment in a Basic plan does not include a 90-day Pro free trial. Only those who enroll in the Pro option will be eligible for the 90-day free trial.*

# SIGN UP FOR YOUR TUPPERWARE CARD

The fastest, easiest, most value-packed way to make your Tupperware purchases.

The Tupperware Check Card links directly to your existing checking account, to enable your Tupperware commissions to be deposited for the fastest possible payment of your Tupperware commission. It can be used only to make Tupperware purchases, debiting your account in the same amount of time it takes a check to clear. A record of your transactions will appear on your checking account statement.

The Tupperware Debit Card is linked to a special account, into which your Tupperware commissions are deposited. It can be used to order Tupperware® products, withdraw cash from an ATM or make purchases anywhere you see the Star or Plus networks. Every time you use either card, you earn points redeemable for valuable rewards to help you build your business or earn discounted Tupperware® products. The cards are easy to get, easy to use and make earning valuable rewards easier than ever.



To sign up, log into My Sales, navigate to the Sales Force dropdown > My Profile > scroll down to Payment Information then select "Log into Tupperware card" then select "click here to enroll."

## YOU CAN ALSO REDEEM TUPPERWARE CARD REWARD POINTS FOR FREE SALES AIDS:

Each time you use your Tupperware Card, you'll earn reward points equal to 1 point for every \$1 applied to your card.

3,000 POINTS	\$30 retail value Tupperware coupon to use toward the purchase of regular products (Class 1) or parts (Class 2) on a non-party Consultant order.
2,000 POINTS	Printed Material Pack includes 2 packs (of ten each) of the current catalog and 1 pack of 20 of the current brochure.
1,000 POINTS	Tiny Treasures Pack


To redeem your points, access your transaction history, or change your bank account information, visit: [www.tupperwarefreedom.com](http://www.tupperwarefreedom.com).


# GO DIGITAL


CONNECT WITH US





JOIN IN ON THE TUPPERWARE FAMILY FUN! VISIT US AT:


 /tupperwareusca & tupperwaresalesforceusca

 @tupperware

 @tupperwareusca

 tupperwareusca

 /tupperwareusca

 blog.tupperware.com

#tuplove



## MY.TUPPERWARE.COM

This is your Sales Force website. Access My Sales to enter your orders, plus find important information about catalogs, monthly brochures, short-term promotions, product knowledge, training and more.



## SALES FORCE FACEBOOK PAGE

Follow our Facebook page geared toward our Independent Reps at facebook.com/tupperwaresalesforceusca. You'll enjoy weekly training, the scoop on the latest important news and a chance to connect with other Independent Reps.



## MY WEEK EMAIL

You're automatically signed up to receive this email each week. Includes important info, ranging from the latest Host and customer offers to the incredible awards you can earn.



## TUPPERWARE TEXT MESSAGE SERVICE (SMS)

See your Sales Force website for details on how to sign up. With text messaging you can update your party schedule and access valuable information:

- + product & parts information
- + current sales data
- + order status and more.



Find Sales Force stories and more on our blog. Fresh, at blog.tupperware.com!

# BOOST YOUR BUSINESS

THE HOME PARTY IS THE BEST (AND MOST FUN) PATH TO SUCCESS IN TUPPERWARE. BUT THERE ARE TONS OF AWESOME WAYS DIGITAL AND SOCIAL MEDIA TOOLS CAN SUPPORT YOUR PARTY-FOCUSED BUSINESS.

## FACEBOOK PARTIES

Facebook parties—when held within a closed group or event—can be a great way to supplement your in-home parties when weather or busy schedules get in the way. Set up a closed group or event in Facebook, then add the Host and her guests.

## TUPSOCIAL

As part of a Pro or higher My.Tupperware account, access TupSocial, with tons of unique, branded Tupperware content, as well as fun lifestyle content, an easy-to-use social scheduling platform and more.

## PARTY+

Bring your TupperConnect guests to the kitchen virtually when they can't join physically with Party+, a great experience to increase your party average by engaging more guests in your demonstrations.

## TUPPERCONNECT® PARTIES

Hosts may invite out-of-town family and friends to shop via a TupperConnect® Party. You'll need a paid My.Tupperware website to take advantage of TupperConnect.

## Tupperware party+



## EASY DOs & DON'Ts

For more info on social media success, be sure to check out the Social Media Policy on your Sales Force website under *Support Tools & Technology > Technology and Social Media Tips and Tools*. And see your sponsor or Director with any questions.

# CREATE YOUR CONTACT LIST WITH FRANK

You may not have heard of Frank, but he knows pretty much everyone and will help you build your initial contact list. To begin building your contact list, add your:

	FRIENDS	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
	RELATIVES	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
	ACQUAINTANCES	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
	NEIGHBORS	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
	KIDS' FRIENDS' PARENTS	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/>

## DATING TIPS & WORD CHOICES

As you are starting your business, you'll want to reach out to those on your FRANK list. Since you know them, call and say: *Hi \_\_\_! I just started Tupperware! I'm so excited and looking to expand it. There are 3 ways you can help, and all 3 will help start my business. First is the real deal, that means we'll have a get together with your friends to have a fun demo while you earn free products! The next best is a practice party that we would have in the next few days with a couple of friends and I'd practice my demo and make salsa. The last way is I could give you a few catalogs and brochures to share with your friends and collect orders (either live or virtual). So which works best for you?*

**OR**  
*Hi \_\_\_! I was thinking of you and how you talked about your schedule and wanting to spend time with the kids. I'm so excited: I started Tupperware and am learning great time-saving tips that I thought could help you! I'd love to stop by and share those (and some great salsa) with you and a few friends! Would (date) or (date) work better for you?*

**OR (for you or your friends who work in offices)**  
*Do you work outside the home? Could you ask if it's okay to hold a breakroom get-together? Then, ask your friends at work: Have you seen Tupperware lately? Come see what we're doing for a few minutes over lunch in the breakroom. We'll even make salsa!*

## TAKE CARE OF YOUR T ZONE!

### NOT THAT ONE, YOUR TUPPERWARE ZONE.

Reach out to your neighbors in your "t" zone to let them know you're a Tupperware Independent Rep with incredible Host rewards and party recipes to share.





# DEMO, DISH, DELISH

You can create so many delicious recipes with what's included in the Business Kit. Here's a crowd-pleasing, easy-to-make recipe to get you started.



## CLASSIC SALSA

**10 minutes**

SERVES 6

SERVING SIZE: ¼ CUP

2 garlic cloves, peeled  
¼ piece small red onion, peeled  
15 oz./425 g cherry tomatoes  
(about 15–20)  
½ cup loosely packed  
fresh cilantro  
1 tsp. kosher salt  
1 tbsp. fresh lime juice

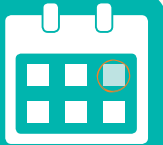
1. In the base of the **Power Chef® System**, fitted with blade attachment, combine garlic and onion. Cover and pull cord until minced.
2. Add half of the tomatoes. Cover and pull cord until roughly chopped. Add remaining tomatoes, cilantro, salt and lime juice. Cover and pull cord until desired consistency.
3. Transfer salsa to a serving bowl, serve cold, at room temperature or use as a base for other sauces or recipes.

EXPLORE DELICIOUS RECIPES  
featuring Tupperware® products at [Tupperware.com/recipes](https://www.tupperware.com/recipes)

# PRE-PARTY

1

Select a date and mark it in your Datebook.



2

Share recipes with your Host. Have her/him select one and then ask her/him to provide the necessary ingredients for that recipe.



3

Give your Host a party planning folder.



4

Call your Host 48 hours before the party to let her/him know you're excited about the party and to find out how many people are coming so you'll be prepared.



## PREP YOUR HOST

Your Hosts will want a successful party so they can maximize the Host rewards. Help them out by prepping each with a party planning folder including:

- + 3 catalogs and 5 brochures
- + 3-5 order forms
- + Current Welcome Bonus flyer (found on your Sales Force Website)

## PREP YOURSELF

Remember these party essentials:

- + Your Tupperware Kit
- + Catalogs
- + Brochures
- + Order Forms
- + 3-4 Party Planning Packets
- + Pens
- + Datebook
- + Money bag (with change)
- + Dating gifts (Citrus Peelers, Rocker Scoops, Smidgets, etc.)
- + Current Welcome Bonus flyer (found on your Sales Force Website)

## BEFORE YOU GO

Check your Sales Force website for any new special offers available for Hosts and guests. Be sure to keep your party attire simple. Dress for success.

# AT THE PARTY

Plan to arrive at your party location 20-30 minutes before the party starts to set up your display and prep recipes if needed. The goal is to keep your parties to about two hours.



### 5:30-6:00pm

You arrive a half hour before the party to set up (don't forget to review your guest list, too!) As guests arrive, mingle and greet them.



### 6:00-6:45pm

Start the party! Explain key products and create the recipe (previously decided on by you and the Host).



### 6:45-7:15pm

One-on-one time for you and each guest to talk about products and discuss specials as you collect orders.



### 7:15-7:45pm

Talk to your Host about what she's earned (and don't forget about the Tupperware Opportunity!).



### 7:45-8:00pm

Start packing up and ask for questions. Remind your Host to gather any additional orders from anyone who wasn't able to make it.

- + During the demonstration, explain product features and benefits.
  - A feature is what makes the product special.
  - A benefit is what the feature does for you.
- + If you are demonstrating a recipe, highlight the features and benefits of the product you are using to make that recipe.
- + Involve your guests no matter what kind of party you are doing. They'll have a lot more fun if the party is interactive.
- + Remind guests that the best way to get Tupperware is to get it FREE for hosting their own party.
- + Give dating bids throughout the party.
- + Share the Tupperware Opportunity by sharing why you started your business and what you like about your business.

- + Collect orders.
  - Your customers can pay using cash, MasterCard, Visa, Discover or personal checks made out to you.
- + Total each customer's order and add the appropriate tax and shipping charges.
- + Tax should be charged based on the location of the ship-to address.

- + Party plan with any guests who date a party. Reach your goal of dating at least 2 parties from the party.
- + Identify 1 potential new Independent Rep from the party.

- + Review total party sales with your Host and coach the Host to close the party within 48 hours, if needed.

+ **Most importantly, HAVE FUN!**

WRAP UP YOUR TUPPERWARE PARTY IN 4 EASY STEPS:

# POST PARTY IN 4!



**1** Deposit guests' checks and cash in your Tupperware business account.



**2** Enter party orders in My Sales. Connect with your sponsor or Director, or call Customer Care at 1-888-921-7395 for help.



**3** Send thank you notes to everyone who dated a party.



**4** Let your sponsor or Manager know who your recommendation is for at least 1 new Independent Rep.

### ACCEPTING PAYMENTS

After a party, deposit guests' cash or check payments directly into your bank account! Then, make a payment to Tupperware for the party order. (This is where the Tupperware card comes in handy!) Tupperware accepts Visa, MasterCard, Discover and, of course, Tupperware Check or Debit Card for your payment. Use the credit card payment sheets for guests paying with credit card.

# PAY YOURSELF A BONUS

OUR PERSONAL SALES VOLUME BONUS (PSVB) REWARDS YOU FOR SUBMITTING SALES IN LEVELS TIED TO OUR \$500 STANDARD PARTY.

At eight standard parties in a sales month, you get an extra awesome bump as you enter the Party Pro levels.

SALES	STANDARD PARTIES	PSVB
\$1,500	3	\$50
\$2,000	4	\$100
\$2,500	5	\$150
\$3,000	6	\$200
\$3,500	7	\$250
\$4,000	8	<b>\$400</b>
\$4,500	9	<b>\$450</b>
\$5,000	10	<b>\$500</b>

*Note: The Personal Sales Volume Bonus has no cap. Add \$50 for every standard party (\$500) over \$5,000.*

# BEGIN NOW

## SHARING THE OPPORTUNITY

While you're letting everyone know about your Tupperware gig, think about who you know who would like to make more money, be part of our sustainability mission, would like more flexibility in their work or just wants to try something new to meet/connect with more people.

### EVERYONE CAN BE A NEW INDEPENDENT REP!

Be sure to look for people who want/deserve more: At your parties, your child's daycare, the bank, doctor's offices, social gatherings, your server at a restaurant, store clerks, teachers, and pet groomers are people you'd want to connect with! Look for those with a nice personality who engage in the conversation or are asking about the products. You can tell that they are interested to hear more.

### HAVE A CONVERSATION AND ENGAGE WITH THIS POTENTIAL NEW INDEPENDENT REP. ASK QUESTIONS:

"Have you seen Tupperware lately? What's your favorite product?"

"Do you have kids?" Depending on their age: "Are they in sports? Are you ready for back to school or college?"

"Do you have any trips/vacations coming up?" Find out what's important to them, connect and share how a Tupperware gig can work on their terms.



### MANAGER GROWTH

As you sponsor new Independent Reps, you'll be on your way to helping more people and families live life on their terms. Catch the buzz with sponsoring, build a unit to become a Manager and be rewarded and trained through the Manager Growth Program! Learn more on your *Sales Force website under For You > Programs > Manager Growth Program.*

*See the Career Guide on your Sales Force website for more about the perks, and pay, when you grow your business!*



# WORD CHOICES

Now that you know where to look and who you're looking for, spread the Tupper-word while you're out and about. Challenge yourself to engage in conversation and start by giving genuine compliments. Feel free to use the examples below to get you started (add your flair to make the conversation your own) and share the Tupperware Opportunity. **DON'T FORGET TO SHARE YOUR EXPERIENCE WITH YOUR TEAM AND EXCHANGE BEST PRACTICES.**

## 1 How to Start the Conversation

Start with compliments and continue to engage in casual conversation and small talk.

*"That's a pretty blouse."*

*"It's been a while since I've seen you!"*

*"I love this area. Do you live nearby?"*

*"You have a beautiful family."*

## 2 How to Incorporate the Tupperware Opportunity

Ask big questions to learn more about them:

*"Any big family get togethers coming up? Or are you going anywhere fun this year?"*

*"Are you spending time at kids' events or do you have children going off to college?"*

*"Looking for extra cash?"*

## 3 How to Engage Using Powerful Keywords

*"This is your opportunity to finally earn what you deserve! How much you will make and how far you will go is up to you. With Tupperware, you can control how and when to give yourself a raise and a promotion!"*

*"When you choose to work on your own terms, you can become debt-free, go on a family vacation and have time to spend with the kids."*

## 4 How to Close and Gain a Commitment

*"Then why not do that and have your new Tupperware pay for the best year ever! I'd love to share more with you."*

*"It sounds like this could be a great fit for you and your family. I'd love to meet you for coffee and tell you more. When can we get together?"*

# Tupperware®

## MY CONTACT INFO

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

11-digit Independent Rep ID # \_\_\_\_\_

## MY SPONSOR'S CONTACT INFO

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

## MY DIRECTOR'S CONTACT INFO

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

## CUSTOMER CARE IS ALSO HERE TO HELP YOU.

We are available during the following hours.

**1.888.921.7395**

Monday–Friday, 8:30 a.m.–11:59 p.m. Eastern Time  
(except during the second and last Fridays of each sales month  
when we are open 12 p.m.–3 a.m. Eastern Time)

