

"Party On Record Breaker"

September 28- October 25, 2013



Record Breaker is almost here!
It's one of the most exciting times of the year!
Every Team will be trying to beat their best
And our Team will be trying to beat all the rest!
How can you help? I'm glad you asked.
Your part is important, but you'll have to work fast.
Date in some extra parties and have one yourself.
This is the time you just can't sit on the shelf!
While helping the Team, something else happens too.
You'll find that you make lots of money for you!
Awards and prizes, drawings galore,
So set your sites high and then go for more!
Every dollar will count, we need everyone selling,
So when we break our record, please help with the yelling!
Call me...whether for help or to tell me your news!
**WITH ALL OF US WORKING TOGETHER
I KNOW OUR TEAM CAN'T LOSE!**



BREAK YOUR RECORD

"Party On" Record Breaker

I would really like to sell \$_____ in Sept! _____ in the 6-wks!

I think I can:_____ I know I can:_____ It'll be a stretch, but "Yes" I can:_____

Things that will help me accomplish this goal:

My sales goal is \$_____ divided by \$450 party average = _____ parties.

Parties Goal plus 30% to allow for lost parties = _____ (Number of parties I need to date)

My sales goal of \$_____ x 25% = \$_____ (Profit before expenses)

I plan to spend my Record Breaker Month profits on _____

(Plan a special "REWARD" for yourself & your family)

<Remember: Sales Volume Bonuses are added once you reach \$1200 or more for the month>

Things to Think About When I Set My Goal for Record Breaker



When is Record-Breaker Month? _____

What is Record-Breaker Month? _____

Why is everyone so excited about Record-Breaker Month?

How Much Money Do I Need To Make?

Example: I want to make at least \$500 this month. This is how I determine how much I need to sell for that to happen: $\$500 \times 4$ (because our profit is 25%) = \$2,000 I need to sell at least \$2,000.

How Many Parties Do I Need To Hold To Make That Much Money?

\$2,000 divided by \$450 (party average) = 4.4 I need to hold 5 parties.

How much do I have to sell to get all the gifts? _____

How many parties would I need to hold to achieve this goal? _____

Let me think, who could I call about a party? _____

Do I Want to Break My Own Record?

You should always do your best. When you do, you nearly always break records. And doing your best is the right thing to do for Tupperware's Birthday Month, Record Breaker Month, or Big Weeks in January, not to mention all the time.

How Much Can I Contribute to My Team's Goal?

All of us are a part of a larger team. As a team member, you should always help as much as you can.

What Are the Levels for Sales Force Awards?

Your Director may have specific weekly **sales challenges**, so you should plan on holding **at least one party each week**. Two dated for each week would help ensure you reach \$450 for each week without missing any awards due to a re-schedule or cancellation.

I'm Ready to Go for the Top!

The top personal sales level is \$10,000 to get a really great gift! Let's break it down:

\$10,000 sales divided by \$450 = 22 parties

Since October is 4 weeks, that's about 5 parties per week.

- Think about having a marathon Saturday and do 3 parties in one day, morning, afternoon, and evening.
- Party Plan every Host with their goal to have a \$1,000 party
- Set up a Fund Raiser. This can add sales to your plan.
- Do Multi-Host Parties - Try the Twins, Triplets, or Quadruplets Plan
- Do an Everyone Wins Party when 7-8 people sell a little and then put it together to make a big party. Everyone shares in the Host benefits.
- Ask for Office Parties. These are often quick parties and you may be able to two in one day, during the week. This keeps your Saturdays open for other parties.
- Ask family and friends to be helpers, collecting orders or hosting parties.
- Use alternative sales activities to build sales in the background while you are holding parties. Try Party in a Bag, Tupper Lottos, or Catalog Parties.
- Order your samples.



Super Seller and Create a \$10,000 Super Month

For Record Breaker!!

(how would you like to earn \$3,500+ in October??)

4—Hosts who want it all @ \$1,000	\$4,000
2—Hosts who want just a little more @ \$750	\$1,500
4—Hosts who want a BONUS @ \$550	\$2,200
6—Multiple Hosts at \$250 each	\$1,500
1—Highly Motivated Tupperware Consultant With outside orders/samples	\$ 800
TOTAL	\$10,000

All hosts will qualify for a Thank You Gift of their choice as well as their Record Breaker Gift of the 3 piece Wonderlier Bowl set in pinkalicious at the \$250 level. Host bonus of \$68 for a \$15 co-pay at the \$550 with 2 datings level. As well as their $\frac{1}{2}$ price items.

With a \$1000 party your host can use her host credits to purchase the totally awesome Chef Series Cookware of the 20 qt stockpot and the new griddle (need to find the details) valued at over

You can accomplish all of this and much more by holding 3 parties a week. Two well-planned parties each week and your "bonus parties" and you can make this happen!! Don't forget—add to your profits by stepping up in September into Royalty.

You're More Social than You Realize

Here are some suggestions of people you can ask to host parties now and on thru October. **START WITH YOUR 20 BEST HOSTS.** Ask everyone you know! Explain right now we have some great extra bonuses and theme ideas that make their party fun and everyone loves to come. Use this list and think of even more names to call.

FAMILY/RELATIVES (mother, mother-in-law, sisters, sisters-in-law, nieces, cousins, etc):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

FRIENDS (and how about including the Moms of your kid's closest friends or other "sport moms?"):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

NEIGHBORS (even the ones who live behind you. If there are any new ones in the area, it's a good way to get to know them!):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

CO-WORKERS (even in departments outside your own):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

HUSBAND'S CO-WORKERS:

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

CLUB MEMBERS (PTO, lodges, card clubs, bowling teams, fitness, ladies clubs, Bingo, Bunco, etc.):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

CHURCH MEMBERS (choir, Sunday school, etc.):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

SERVICE PEOPLE (Who cuts your hair – who does your nails, your husband's hair, your children's hair. Who cuts your lawn? Who is your favorite bank teller! Who are your children's teachers at school and Sunday School? Nurses at Doctors/Dentists Offices. Cashiers at Pharmacy, Grocery Store, Dry Cleaning):

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

Dating Tupperware Parties

What do successful Daters do?

Dating at Parties:

Assumption: Customers attend Tupperware Parties for information, service and fun. If we Give them what they WANT, they'll be receptive to going to another party and/or hosting a party of their own

Assumption: Prospective Hosts may DATE Parties for any of the following six reasons, which include:

- a) Earn Host Gifts
- b) Help a Friend earn a Gift
- c) Earn FREE Tupperware
- d) Socialize
- e) They like the Consultant
- f) The Party

But . . . Hosts must **HOLD** parties for primary benefits: receiving Host Gifts and FREE Products.

Tips to Successful Dating:

1. "Meet & Greet" - Getting to know the Guests before the party starts helps you determine why they might say "Yes" to dating a party.
2. "Dating" is simply offering an additional service to customers. Know how they Benefit by being a Host.
3. Your approach to dating a customer
 - a) Review: What did you learn about her?
 - b) Make TWO positive statements to get her into a "Yes!" frame of mind. (Refer to what you've learned about her OR what she's about to order).
 - c) Offer the opportunity to date
 - d) Listen and Understand
 - e) Offer again and then close
4. Incentives that work: Incentives make "Asking" a bit more comfortable. Do it when they are on a HIGH.
5. Morning After Calls to people who:
 - a) Had to leave early
 - b) Placed an outside order
 - c) Did not attend, OR place an order but received a flyer
6. And, of course, Party Planning

Dating Tupperware Parties

What do successful Daters do?

Dating Parties away from Parties:

1. **BE EXCITED!** When you are excited, people will be excited too!
2. **MAKE A LIST!** Write down everyone - including their phone numbers - who you want to be a part of the excitement!
3. **WHAT TO SAY?** Remember you must convey that parties are easy and fun and they will want to be a part of it!

Hi _____, I'm so excited about what Tupperware is offering in October, I just had to call! Did I reach you at a good time? Did you know with an average qualifying party, you can earn \$68 in FREE Tupperware (your choice) plus you may select any two products in the full-line catalog for half price and your friends will love all of the sales specials!

OR . . .

Hi _____, this is _____ and I just had to call you. Tupperware celebrates its biggest month during October and you'll be really excited when you hear what we're offering our Hosts and Customers. Tupperware has designed some amazing new time saving products for busy families and sales specials that can't be beat. I just had to let you in on the really great offers. Have you or your friends seen what's new in Tupperware lately?

We have some fun new Theme Parties you and your friends are sure to love. We can do a "Girls Night in" with yummy new recipes, or "Hello Cupcake" you can do with the kids, or a "Meals in Minutes" cooking class with easy and healthy recipes, or a Salsa Celebration - what's not to like with chips and salsa. It will be a lot of fun. You get to sit back and enjoy being with your friends while I indulge all of you with some wonderful treats. Your friends will really want to come especially when they hear about all of the new products and specials we have. (Remember to give only two choices then WAIT for response!)

My calendar is filling up fast. Since you are one of my Preferred Customers, I wanted to give you first choice of dates. I'm working to fill up the first week first so your friends can still date their parties into October.

If you were going to invite a few friends in, would day or evening be best for you? Great, I have this _____ or next _____ open.

4. **SET A TIME TO PARTY PLAN WITH YOUR HOST WITHIN 24-48 HOURS**

Let's get together on _____ to plan your party, choose your recipes and select some of the products you may like to see. I'll bring plenty of extra catalogs so you can get orders from your friends who can't be there. We also have a new ONLINE feature that allows your out-of-town friends to order.

If the answer is a definite NO, which is just another part of the business, just continue by saying

I understand why you can't be a host right now. If you were invited to a party would you be interested in attending? Is there anyone you might recommend who would be interested in hosting a party and receiving Free Gifts? I have a gift for you when your friend holds a party of their own.

Dating Words that Work!!

"Hi Sally, this is _____ with Tupperware. Do you have a minute? You have been a really great Host in the past and I wanted to make sure you knew what's going on this month. I have two exciting new party themes this fall: _____ & _____. We can set a tentative date now and then I'll drop by and give you all the details. I have _____ and _____ open. Which of these sounds better to you?

"Hi Sue, this is _____ with Tupperware. I'm calling because October is Tupperware's Record Breaker month and we are celebrating in style by having lots of great sales specials and wonderful extra offers for our Hosts. We can make a quick recipe together that allows everyone to use our new products to see how well each item really works for them. Best of all, it's fun. It gives everyone a reason to get together for some much needed socialization. As a host, you'll get lots of extra gifts, and I make sure your guests feel special, too. The best time for a party is early in the month. As a matter of fact, I am offering an extra gift to everyone who sets a date before _____!

"Hi Marie, this is _____ with Tupperware. I'm really excited because it's Tupperware's Record Breaker Month. I have made a pledge to myself that I will make this month the best I've ever had. I would love it if you could be a part of that success by Hosting a party with me. I will make it fun for you and your guests and do my best to make everyone feel special. Your friends will love the sales specials and you'll love the free Tupperware! I need to fill the first part of the month first. When you pick a date before _____, I'll have an extra gift for you. How about _____ or _____, which is better for you?

"Hi Joan, this is _____ with Tupperware. Has it been awhile since you've had a get together with your friends? Have you heard about the NEW Tupperware Party? It's called "Girls Night In". It's a shame that we wait for a special occasion just to socialize. This "Girls Night In" party gives you that reason. It's fun and everyone will get to try out some of the new Tupperware products. I know with today's economy that everyone's budget is tight. At Tupperware, we understand that and we offer some terrific sales specials that your friends will be eager to take advantage of. How about _____ or _____, which is better for you?

Handling Objections . . . Some Easy Words to Say!

The key for keeping a consistent schedule of parties is in learning how to respond to common objections. You hear many excuses as you talk to people about dating parties. Usually, these excuses are temporary and you can overcome them with experience. Many of the excuses lead back to one main reason....**lack of confidence**. Your potential host may be afraid that her party will be a failure. If you "read between the lines", she may really be saying, "This is why I can't have a party, will you show me how to be successful as a Tupperware Host?"

When you hear some of these common objections, be ready with an answer for each of them. When your response is positive, you'll find yourself dating more effectively. Don't sound pushy. Your tone needs to be caring, letting the person know what you can do FOR HER, not necessarily what her dating will do for you.

1) "I'm too busy."

Oh, aren't we all these days? You know, I'm glad you said that. Busy women make the best hosts. I'll bet you know lots of people and have contacts from many places. Because you are so busy, we can make your party simple so that you'll have time to enjoy yourself and socialize with your friends and family. You deserve some social time. Do yourself a favor and set aside just a little time to spend some time with them. They are probably busy too and would welcome a little break with friends. Would you prefer an evening or a weekend?

2) "I don't know enough people to have a party."

I can help you with that. Simply invite two friends, two relatives, two neighbors, and two co-workers. Then ask each of them to bring a friend. I'll have a special gift for anyone who brings a friend. You could also check your Christmas card list and cell phone memory. I think you'll find you know more people than you think. You also get credit for orders from people who cannot attend, so even if some of your friends are a distance from you, they can still order and be a part of the party. Let's go ahead and "pencil-in" a date. Is an afternoon or an evening better for you?

3) "I have given too many parties. I'm all partied out."

WOW! That tells me that you must be great at having parties. It sounds like you're afraid your friends won't want to come again. Let me help. You could invite from different groups of people this time. Perhaps there were friends you invited to your last parties who were unable to attend and are looking forward to your next invitation.

4) "Tupperware's too expensive."

I have heard that said before and I can't wait to share about the money I've saved in my own kitchen with Tupperware! I'm certain that as you and your friends learn more about our products and the benefits they provide they would find that Tupperware truly is an investment and not an expense. For example, FridgeSmart containers allow you to save money by keeping your fruits & vegetables fresh long enough to eat them! Modular Mates keep your staple goods fresh and organized too. Vent 'n Serve and other microwave products save you time and energy. We can even make it a "Go Green" party which not only shows you how to save money, but how to be "green" with environmentally safe products like Tupperware. Those benefits and many more equate to money in your pocket. And remember, many of our products come with a lifetime warranty, which means you only buy it once, making it the best value in the food storage and preparation marketplace. **OR** You know that Tupperware is "the best of the best" of its kind. I like to think of it like this - When I shop at Nordstrom's or Sak's, I can go straight to the sale racks. You know, we have our own version of a sale rack" at our Tupperware parties. It's our monthly economic stimulus program. It's a great way to save money on our money saving products!

Handling Objections . . . Some Easy Words to Say!

5) "My friends have all just been to a Tupperware Party"

That's terrific. I think that you will find that they are just like you... most people cannot buy everything they want at one party. Many of my hosts have parties 2 or 3 times a year especially so their friends can stay updated on what's new. And, if you think about it, I'm sure you could come up with a few people that haven't seen a catalog in a while and would love to be invited to a party.

6) "I just moved into this neighborhood."

Then I have a great idea for you. Let's have a get-acquainted party so that you can meet your neighbors. Some of my most successful parties have been with people like you who did this. Ask the few that you have already met to bring a friend. Believe it or not, many people, even those who are not new to a neighborhood, don't know their neighbors. Usually they would really like to get to know them, but just don't have a reason to get together. You could provide the reason for everyone and they would love it. You may want to consider a Saturday morning coffee. Let's give it a try.

7) "My house is too small."

Some of my most fun parties have been with a small group of people and sometimes it actually turns out better than expected. The guests get special attention and a chance to get all of their questions answered. And you can still get outside orders from those who don't attend. How about next Tuesday or Thursday, which is better for you?

8) "I'm moving."

How soon? Well, let's give you a few weeks to get settled and then have a get-together so everyone can come see your new home. I'm sure they would love to see it and it will give you a chance to touch base again with your old neighbors. You could even invite some of your new neighbors, too. How about if we pencil in a date for next month?

9) "I'm afraid I couldn't give a good party."

6

What's your idea of a good party? (listen for the answer) There's really nothing to it. We'll make it very simple for you and your friends. We can make it a (insert your favorite new theme) party, preparing a simple recipe so you won't even have to prepare a lot of food. You can just relax and enjoy spending time with your friends. Let's give it a try. I have next Tuesday night or Saturday afternoon open. Which is better for you?

10) "I'll never have another party!"

What happened? (listen for the answer) It's unfortunate that you had a bad experience last time. Sounds like you are due an apology party. If you'll give me a chance, I'll do my very best to make it right for you. I make it a point for all my parties to be fun and informative. Everyone leaves with a good feeling having visited with friends, shopping for things they probably need and they all get a small gift, too. What do you say? Is Thursday evening or Saturday afternoon best for you?

11) "There are too many other activities going on right now...graduations, weddings, etc."

We can certainly keep your party simple. Your friends would probably appreciate an Express Party. They can be in and out in less than an hour and still get the Tupperware they want and need. It's also a great way to shop for those special occasions. We could do this Saturday afternoon or we could make it a Happy Hour party after work one night next week. Which is better for you?



Power Chef™ Survey

Survey Date _____

1. How many times a week do you currently prepare foods that require chopping, whipping, emulsifying or mixing?
___ 1-2 times a week ___ 2-4 times a week
___ 4-6 times a week ___ More
2. How do you currently prepare foods that require whipping or mixing?

3. For what kind of foods do you think the Power Chef would be most helpful to you & why?

4. Could you see yourself using the Power Chef™ in your kitchen
___ 1-2 times a week ___ 2-4 times a week
___ 4-6 times a week ___ More

5. Would you or anyone you know have an interest in learning how to make fresh foods for your family using the Power Chef™?
___ Yes ___ No ___ Maybe

6. Does this product interest you at
___ Regular Price ___ On Sale ___ 1/2 Price ___ Free

7. When was the last time you attended a Tupperware Party?
___ last 6 months ___ 6-12 months ago
___ over a year ___ Never

8. Would you like to be added to my email list/monthly newsletter for updates?
___ Sales Specials ___ New Product Releases/Surveys
___ Special Host Offers ___ Income Opportunities
___ Fundraiser Info ___ TupperConnect Online Party

Name _____ Phone _____
Email _____

Tupperware®



Power Chef™ Survey

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___ Sales Specials ___ New Product Releases/Surveys
___ Special Host Offers ___ Income Opportunities
___ Fundraiser Info ___ TupperConnect Online Party

Name _____ Phone _____
Email _____

Tupperware®

Your Opinion Counts!!!!



September is Tupperware Survey Month and we need your opinion on our newest Platinum products. You will receive a gift for completing the survey.



Product: Power Chef™

Date: _____

Time: _____

Place: _____

Hosted By: _____

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Product: Power Chef™

Date: _____

Time: _____

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Product: Power Chef™

Date: _____

Time: _____

Place: _____

Hosted By: _____

Page 78 &79 of the catalog showcases our commitment to building Confidence with the Tupperware opportunity.

Tupperware
Fall/Holiday 2013 Catalog Survey

Thank you for taking the time to complete our survey.
Please take a moment to provide the information below.

Name: _____

Address: _____

Phone: _____

Email: _____

Best way to reach you is: _____

Who invited you to attend today? _____

	MORNING	AFTERNOON	EVENING
MONDAY			
TUESDAY			
WEDNESDAY			
THURSDAY			
FRIDAY			
SATURDAY			
SUNDAY			

CONSULTANT BENEFITS:

- 1. OPPORTUNITY TO MAKE MONEY
- 2. FLEXIBLE SCHEDULE
- 3. ON-GOING SUPPORT/TRAINING
- 4. 25% PERSONAL DISCOUNT
- 5. PERSONAL SALES VOLUME BONUS
- 6. AN AFFORDABLE START
- 7. OPPORTUNITY TO EARN AN iPad AND MORE!
- 8. SIGN UP BONUSES
- 9. AWARDS & FUN
- 10. EASY

On a scale of 1-10 how would you rate the Tupperware Opportunity? (circle)

1 2 3 4 5 6 7 8 9 10

Thank you again for taking the time to look through our new catalog and fill out this survey.

In your opinion, what is the best feature of this catalog?

Our catalog's table of contents is designed around different product categories that offer solutions for everyday living. Which of these categories appeals to you the most? And would you please share with us why it appeals to you.

Tupperware products are designed to save time, space and money. Looking at the products in this new catalog, how many products would you say you would love to have to help you in these three categories?

Less than \$100

\$100-400

More than \$400

Our catalog is a showcase for offering the free services that are available. Which of these would you be interested in taking advantage of?

Fundraisers	Microwave cooking classes
Healthy Cooking/eating with recipes	Shopping sprees– free Tupperware Products
Custom kitchen planning	Bridal showers
Business Opportunity	

Tupperware is a system of organization in 4 areas:
(Circle those that interest you)

Fridge:

Fridge Smarts– Keeps fruits and vegetables 3-4 times longer than any other container. Plus other products that keep food fresh in the fridge.

Freezer:

Freezer Mates– protect your foods and keep them fresh while freezing them in the freezer

Microwave:

Microwave Products– Products that are designed to be used in the microwave safely (no BPA) and go from Microwave to Freezer for convenience

Cupboard:

Modular Mates organize and save time, space and money. Keeping your foods fresher and longer in your pantry

Ideas for the Best Record Breaker Month Ever!!!

Parties are the foundation to your success. Fundraisers, Catalog Parties, Tupper-Lottos, Multi-Host Events, etc. are EXTRA activities to add to your Home Party Sales. You can always count on YOU! Be sure to host your own!

- Order your catalogs and supplies NOW so that you are ready to party plan thoroughly with all the needed supplies.
- Party Plan each Host personally and give extra challenges to build Sales and Datings.
- To boost your Sales, demonstrate more high-end product sets and emphasize Purchase-With-Purchase items.
- To hold more Parties you will first need to know when you want to work, then highlight your datebook with all your availability. Start a DATING BUDDY Calendar with HOT DATES to choose from or use the DATING CARDS.
- Include 2 Host Gift Specials in your Record Breaker Month Business Kit to increase Datings. Be sure to emphasize Host Gifts and benefits even if you don't carry all the samples of the Host Gift with you. Tent cards on your table.
- Encourage your Host to have 4 new faces you've never seen at her Party...Remind everyone to bring a friend!
- When Dating into Record Breaker Month, fill your Date Book early in the week and early in the month. If you have any gaps they'll be at the end of the week. You'll have the opportunity to date into the same week.
- **7-Up Party:** Party held within 7 days of Dating, having 7 Guest in attendance, demo 7 products, give 7 Party gifts to Host and have her serve 7-Up for refreshments. (you could even make the 7 UP Cake in Stack Cooker)
- **3-D Party:** A Special gift of Tupperware as a bonus to Hosts who Date and Hold their Party within 3 DAYS.
- **24-48-72 Party...**Dating during the same week. Offer, *"Anyone who Dates a Party within 72 hours will receive this gift at your party- (smallest), 48 hours...(medium gift) or 24 hours...(largest gift)."* To add excitement you could have the gifts inside gift bags placed on the floor in front of your display table marked 24, 48 and 72. Tease Guests throughout the Party. DATING IN REALLY CLOSE increases your "parties held" ratio!
- Carry a Gift Set wrapped in a gift basket to suggest the purchase of Gift Sets for Birthdays, Showers, Weddings etc.
- Send Catalogs and monthly Brochures to out-of-towners - Remind them they can use their credit cards.
- Set up all of your Hosts with their own TupperConnect Party. Start one for YOURSELF!
- **Challenge your Hosts to have their largest Party ever during Record Breaker Month.** Offer a special gift for YOUR Top Host of the month! You can bring a gift wrapped box to each party and tell the Host that if their party is the highest selling party you hold this month, this mystery gift can be hers.
- Offer an extra incentive Gift or discounted purchase to every Guest bringing \$50 in outside orders.
- Plan a **Marathon Day** - holding 3 to 5 Parties in one day. Marathon Monday! (Terrific Tuesday, Superior Saturday)
- During the Auction Party give extra Auction Money to those using their credit cards to pay for orders. (This creates larger orders). Or offer extra Auction Money for guests who date parties in the next week.
- **FILL YOUR DATEBOOK! DO YOUR BEST!**
- Keep in constant contact with each Host, checking in with her often to keep her excited.
- Plan a special event with your family when you reach your goal. They will support you and help you!
- **Get excited about your goal. Talk about it at your Parties. Let everyone know about Record Breaker Goal**
- **ACT AT ONCE!!!** Hosts need to be Dated quickly. Explain and leave a Party Planning Package with each Host reviewing all the bonuses being offered during Record Breaker Month. Invite your host to the October 1 Rally!



Party Planning – Keys to Success

Why Party Plan? The #1 reason is to avoid disappointment, cancellations and postponements.

By including this important step with every party you will achieve higher party sales, more future datings and more recruits on your team!

When? As soon as possible. It only takes 20-25 minutes and every Host likes to have catalogs, sale flyers, order forms and information about her party in advance. The Hosts feels more confident when they know you are partnering with them and cheering them on!!

Where? The party is your office and it will save you time to party plan the future Host at the original party she dated from. If it's just not feasible or if it is an outside dating, then it is best to do it in person to build a relationship. Arrange a time to party plan immediately after setting the party date and meet at the Hosts home, work or a restaurant within the next few days. If necessary, send the party planning packet in the mail. The packet fits neatly in the USPS Flat Rate envelope (get these free at the post office), the postage is fairly reasonable and you can track it. Then contact the Host on the day it arrives and take the time on the phone to cover all the information while she goes through the packet.

What does a Party Planning Packet consists of?

- HOST COACHING Flyer
- 2-3 full-line catalogs
- Host Bonus Flyers
- 3-5 monthly sales flyers
- Recipe(s) (if applicable for the time of her party)
- 4-6 order forms
- 2-3 of your business cards
- Recruiting information (business kit flyer and Just the Facts sheet)

Your name, phone, email and website must be present on the envelope, catalogs, flyers, order forms, etc. The Host needs to be able to find your information at her finger tips!!

How To Plan the Party together:

Give her a sincere compliment and begin to build rapport. Confirm the day, date and time of the scheduled party. Set a closing date so the Host knows when the party needs to close with orders & payments (always recommend closing immediately following her party). <Closing means: All the orders are complete, paid for and she now will select her gifts.> Agree on the delivery location (to the Host or Consultant).

Suggest who to invite: F R A N K~~~3 to 5 names per letter: Friends, Relatives, Acquaintances, Neighbors and Kids friends' families. Sometimes we need to refresh their thinking on who they really know (and to remind them not to prejudge who would want to attend). Give word choices on inviting early and having the guests write the date on their calendars and encourage them to bring a friend. If possible, register her party at MYsales and TupperConnect it before Party Planning. Explain the benefits of TupperConnect and the power of inviting "far away friends". Let her know Facebook-ing her party & about the "FIND A PARTY" option at your website. Remind her that emails are great but if she makes phone calls too, they will come!! Explain the Host credit chart and how credits are determined. Have her fill in the Host Wish List (inside of the HOST COACHING FLYER) so you can help her to set a gift goal!! How much does your Host need to sell to reach her goal? Is she interested in the HOST GIFT SPECIAL or A FREE SHOPPING SPREE? Which items would she like to have at 50% off? Which one of the many Thank You gift options (starred items) would she prefer to receive?

Explain that ALL the outside orders & TupperConnect online orders will add up for the party sales and teach her how to fill in the order form (customer name, address, phone number, calculations including shipping and tax) and give her word choices to COLLECT THE PAYMENTS for these orders in advance of her party! Show her how to tear off the receipt and which copy of the form to give you with the payment when you arrive to her party. Walk your Host through the sales flyer and explain how the PWP (purchase with purchase) works.

OFFER THE BUSINESS OPPORTUNITY TO EVERY HOSTESS and explain how this party could help her get started in the business. Invite her to the next FUN NIGHT at the Tupperware office.

Recipes

Offer only recipes that you feel comfortable in making (and that you have practiced in advance). Offer only 2-3 choices to the Host and provide the list of ingredients needed. As you become familiar with more recipes and party themes you can certainly change it around.

Let your Host know you will need a place to set out a few items.....and that you will arrive 30 minutes before the guests do. This gives you time to set up, become familiar with the kitchen and visit with the Host and her guests for a few minutes before the party begins.

Remember, she is just as nervous as you!! Keep it simple and easy. Send a Thank You note in the mail after your Party Planning time together.

Stay in touch with personal phone calls or quick text messages. Many of our Hosts are worried about attendance at their party. When planning the guest list with the Host, make sure you mention that not everyone checks their email on a daily basis and that is why it is so important for the personal phone call. People may not RSVP, but they are offended if not invited.

On the day of or day before the party, call your Host and connect. You might say, "(host name), I am excited about your party tonight! Do you have any questions and are you OK on the ingredients for the recipe? Great....also, I am wondering if you know how many people will be attending so I have enough supplies and gifts with me"it's very helpful to get a head count and one more contact with the Host before the party!!



One secret to success in any big month is building party attendance. The more guests you have in attendance will increase your opportunity for higher sales, dating and recruiting opportunities. As you plan your strategy for a big week or month, try these proven tips:

- When you party plan with your Host, encourage at least 10 in attendance. A rule of thumb is to invite at least 2-3 times the number you expect to attend.
- Encourage your Host to fill out a guest mailing list. When invited guests receive the monthly brochure, they get excited about new products and colors and are reminded of the party date and time. Brochures also encourage outside orders if guests are unable to attend the party.
- Remind your Host to let their friends know that if they bring a friend to the party, they will receive an extra gift. There are also sales specials that require attendance.
- Keep in touch with your Host so that you know how many guests she is expecting. It is never too late to call a few more friends. Life is busy and some folks just need an extra reminder. As you visit with your Host a few days before the party, you can also ignite her excitement and encourage her to have the best party she can. Assure her that you are partners and that you will be helping her earn great gifts.
- It is so important for Hosts to make personal calls to invite guests to the party. Since its Record Breaker month, you might purchase some fun stickers. Let your Host know that you will place the stickers in half of the brochures. As she calls her friends about the party, she will be asking if they found the sticker inside the brochure. If the Host "finds" all of the stickers, she will receive an extra gift from you!
- Offer a game gift to guests who RSVP from the brochure.

CHECKLIST FOR RECORD BREAKER

Plan Ahead & Order Supplies at least four weeks early!

CALCULATED ON FIVE IN-HOME PARTIES AND ONE BINGO

ITEM	AMOUNT	COST/PKG
PARTY PLANNING PACKETS	1-2 PKG	.75/pack
FULL-LINE CATALOGS	3-8 PKG	10.00/pkg
MONTHLY BROCHURE	3-8 PKG	3.00/pkg
HOST FLYERS	20-30	2.30/pkg
ORDER FORMS	2-3 PKG	3.50/pkg
GUEST MAILING LISTS	2-3 PKG	2.45/pkg
GAME BAGS	3-4	7.75/pkg

OTHER HELPFUL SUGGESTIONS:

1. Set your goals clearly: How much money do you want to earn in October? What prizes do you want to earn? What will that be in sales? How many parties will it take?
2. Plan Your Work:
 - What days will you do parties - call and date those parties TODAY. Don't wait!
 - Keep things simple. Decide what types of parties and/or themes you'll do. Pick 3 you're excited about.
 - Set aside one or two hours a week to make host coaching calls
 - Encourage outside orders to be collected before the party and close the party at the end of the party. Enter parties that night when you get home. ONE AND DONE!
3. Get Organized/Get Prepared:
 - Make sure everything is stamped with your name and phone number. Make party planning packets immediately and see how easy it is to date parties!
 - Organize yourself before Record Breaker begins. Get everything together for each party and put it all in a bag with the host's name on the bag. Include in the bag: catalogs, brochures, order forms, party planning packets (at least three or four per party), pens, game prizes and special party needs (auction money, auction bags, non-perishable foods, etc.).
4. Prepare your family:
 - Share your goals - and have a family goal! Let your family know you will need their help during Record Breaker.
 - Get their support and help stamping catalogs, making host packets, loading/unloading your party bags from parties
 - Have a family calendar with all important dates, your parties, extra chores that need to be done
 - Make sure all of the laundry is done and the refrigerator is full of food. Cook casseroles ahead of time and label them.
 - Arrange carpools and rides ahead of time. Arrange for childcare if needed.

Reward your family when you make your goal, maybe dinner and a movie. Let them know you appreciate their help.

Breaking My Record Plan

My Record to Break is: _____ My Record Breaker Goal _____

In Home Parties

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

Parties in a Bag/Basket

1. _____
2. _____
3. _____
4. _____



Multi-Host Parties

1. _____
2. _____
3. _____
4. _____

_____ My Own Party

_____ Telephone Tag

_____ Mail-A-Thon

_____ Orders from every State

Helpers @ \$150+

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

Parties at the Park

1. _____
2. _____
3. _____
4. _____



Parties at the Office

1. _____
2. _____
3. _____
4. _____

Mommy & Me Parties

Fundraisers

1. _____
2. _____
3. _____
4. _____

Mystery Host Parties

1. _____
2. _____
3. _____
4. _____

Everyone Wins Parties

1. _____
2. _____
3. _____
4. _____

Online Parties

1. _____
2. _____
3. _____
4. _____



Stop 'n Shop/Open House

1. _____
1. _____
2. _____
4. _____

_____ Record Breaker Letter & Order Form mailing to Friends

My Record Breaker Calendar

PICK A DATE AND FILL IN YOUR NAME AND PHONE NUMBER WHEN ALL HIGHLIGHTED BOXES ARE FILLED YOU WILL BE ENTERED INTO A DRAWING FOR A FREE PIECE OF TUPPERWARE










Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25



TIPS ON HOW TO HAVE A SUCCESSFUL PARTY!

Thank you for saying "yes!" to Host a Tupperware Party. Remember these simple steps to ensure your party is a great success:

1. Always personally invite your guests, either by a telephone call or in person.
2. Over-invite because usually one-half of those invited will attend the party, but those that do not attend may wish to place an order, thus building your sales.
3. Encourage guests to bring a friend and/or a paid outside order if they cannot come. They will receive a gift for each friend and each order.
4. Have all outside orders and money collected the day of the party.
5. Make checks payable to . We also accept MasterCard, Visa and Discover. Please make sure to get the customer's name, address, city and zip code and telephone number for all credit card orders. Cash is always accepted.
6. Earn extra gifts from me . . . receive a gift for each "balloon" you blow up! Receive free Tupperware when you blow up all nine balloons.

 \$300 in Outside Orders	 10 Adult Guests in Attendance	 \$700 or more in Party Sales
 Personally call & Invite Guests	 Return Guest List in next 48 hrs.	 \$1,000 or more in Party Sales
 Invite 3 Guests I Don't Know	 Have 2 Datings waiting for me	 Hold Party on Original Date

**PLEASE CALL ME IF YOU HAVE ANY QUESTIONS.
I AM HERE TO HELP YOU HAVE A TERRIFIC PARTY!**

PARTY FUN THAT DATES !!

MATCH THE HOST

During the party have each guest write down

1. Their favorite dessert
2. Their favorite beverage

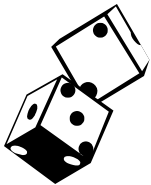
Then see who matches the host for tickets for auction or a prize !

Next have them write down everyone they know who lives within 30 minutes of their home.

Give tickets or a prize to the one with the most and the least.

Now say "Ladies, you have just planned your next Tupperware Party !! You have something to eat, something to drink and people to invite! We just need to set the date ! I'd love to help you earn Tupperware free and half price!"

ROLL THE DICE



Have each guest roll the die/dice and have them write the number they rolled on their order form and circle it.

Have a nice basket of special Tupperware on your table and don't talk about why it's there.

Have each guest roll the dice. Every time a guest rolls the dice get all excited about the number they rolled "Oh You are going to love that number Write it down on the top of your order form and circle it !!"

At another point during the party say "OK You all know the number you rolled ? That's what you will pay for any item in my basket when you decide to have me and a few of your girlfriends in for an hour of fun and shopping when we pick one of my preferred dates !"



DATING BAG

You'll need 2 things for this:

1. You'll need a gift bag with a piece of Tupperware inside
2. You'll need a bowl of key chains and/or magnets that open up. Put a love note in each that says: "Way to go ! Keep this gift & I will give you your second gift of a _____ (use something you have on hand!) at your party."

Say: " Now I know you all have been dying to know about this special bag Well it's another special gift that I have for our host this evening I love to shower my hosts with gifts And this is hers when two people decide to invite me in for an hour of fun !

So You all have your key chain or magnet And nobody opened theirs yet Right ?? OK If I can shower you with gifts at your party, then keep the key chain and open it up to see the gift inside !

Or If you don't want to invite me in I totally understand Just put the key chain with the mystery gift back in the bowl."

GOOD LUCK PENNY



Greet guests and thank them for coming. Say that you want them to remember you as their TW lady and her is a Lucky Penny. Tell them to hold on to it. During the party say: "I have given each of you a Lucky Penny ! You can do one of three things with it:

1. Keep it for Good Luck
2. Use it to take a penny off your order
3. Keep it and earn free gifts as a host

Remember: It just makes 'cents' to host a party & earn FREE gifts !"



MAKE IT A PARTY THAT BREAKS ALL RECORDS!

HOST NAME _____ DATE OF PARTY _____

I WILL HAVE A GRAND PRIZE FOR YOU AND ONE OF YOUR GUESTS WHEN YOU COMPLETE THIS SHEET!
HAVE GUESTS SIGN ONE BOX FOR EACH \$10.00 IN RETAIL SALES! WHEN ALL THE BOXES ARE FILLED
YOU ARE A RECORD BREAKER HOST!

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25
26	27	28	28	30
31	32	33	34	35
36	37	38	39	40
41	42	43	44	45
46	47	48	49	50
51	52	53	54	55
56	57	58	59	60
61	62	63	64	65
66	67	68	69	70
71	72	73	74	75
76	77	78	79	80
81	82	83	84	85
86	87	88	89	80
91	92	93	94	95
86	87	98	99	100

Dear Tupperware Customer,

I am really looking forward to
meeting you at

_____ 's
party. May I extend a special offer
to you . . . when you bring \$50 or
more in prepaid orders to the party
or date a Tupperware party, you
may select a gift from my
Tupperware Basket of special
products. We always appreciate your
business and look forward to meeting
new customers!

See you soon!

Dear Tupperware Customer,

I am really looking forward to
meeting you at

_____ 's
party. May I extend a special offer
to you . . . when you bring \$50 or
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or date a Tupperware party, you
may select a gift from my
Tupperware Basket of special
products. We always appreciate your
business and look forward to meeting
new customers!

See you soon!

STP!

And Shop Tupperware Party!

My schedule is busy
I'll bet yours is too.
I'm having a Tupperware Party
A **"Stop and Shop"** just for you!

And new products will be on display,
A casual, easy way to shop
For products and specials the easy
way!

So please come over and join us.
My Tupperware Lady has great
ideas. I am so excited I can hardly
wait!

Date: _____

Time: _____

Host: _____

Address: _____

Phone: _____

STP!

And Shop Tupperware Party!

My schedule is busy
I'll bet yours is too.
I'm having a Tupperware Party
A **"Stop and Shop"** just for you!

And new products will be on display,
A casual, easy way to shop
For products and specials the easy
way!

So please come over and join us.
My Tupperware Lady has great
ideas. I am so excited I can hardly
wait!

Date: _____

Time: _____

Host: _____

Address: _____

Phone: _____



TUPPERWARE MYSTERY HOST BINGO PARTY!

I am planning a unique and fun party for my best Hosts, Friends and Customers. It is called a Mystery Host Bingo Party because the actual Host of the party will remain a mystery until we have our lucky drawings.

Here is how it works: There will be fun and prizes for everyone who attends. You will see the newest Tupperware products, Host Gifts and Sales Specials. **And**, right now there are some great Sales Specials just for those who attend the bingo! When the sales at the party total at least \$250, there will be two drawings to determine which guest earns the FREE Host Gift $\frac{1}{2}$ price selections and the Host Dollars for FREE Products. The winners will make their own FREE Tupperware choices!

Wouldn't You Like to Be One of the Winners?

Bring along a friend or two or three. You will receive an extra gift for each friend who comes with you and the guest who brings the most friends will get a special gift. Everyone who comes to the bingo will choose from our fun Tupperware gadgets, too!

Just flip this invite over and jot down names of friends who would love to see the latest and greatest in Tupperware. Please let me know if you can attend and how many might come with you. I want to be sure to have enough snacks, gifts and prizes on hand!

See you on _____ at _____

Address _____

RSVP _____

Sincerely,



Incremental Sales Checklist



Try a few or more & you'll be surprised at how your business will grow!

1. Make a list & contact everyone (to be a host, helper, etc)
2. Catalogs, letters & follow-up call for "Birthday Hosts"
3. "Mountain Top" calls
4. Re-date past hosts
5. Customer appreciation post card
(Thanks for your business, have 10-25% off your order from the new catalog as my special gift)
6. Host appreciation party
7. Customer favorites (call customers who have purchased product before)
8. Door Hangers
9. Stop-N-Shop (set up display at companies)
10. Drop Catalogs/Set up displays (eg Curves, doctor, dentist, anywhere you go...)
11. Custom Kitchens
12. Mystery Host Party
13. Helpers (can combine with Mystery Host party)
14. Spouse/Family (as helpers)
15. Brian's Bazaar (they'll enjoy the warehouse savings)
16. E-Parties/Website/Emails
17. Fundraisers
18. Mall
19. Bridal Shower / Registry (Wedding season is here)
20. Tupperware Tour / Open house (Mystery House party or at garage sale)
21. 10x10 (10 people collecting 10 orders each with average \$20 sale = \$2000 sales)
22. Challenge In-active consultants (call them)
23. Lotto (with passing catalog at \$1 or \$5)

7 Ideas to Get Parties NOW!

Get your catalogs out there!

Tupperware spends lots of money creating your most important marketing tool---your catalog. Get it out there and it will bring you datings. Here are some ideas:

- Send a catalog to a friend, neighbor, co-worker that has moved
- Put a catalog in the teacher's lounge at school
- Put a catalog in the employee lunchroom (where allowed) or the bathroom
- Leave catalogs and give one to the receptionist at your doctor or dentist
- Put a catalog in your neighbor's door with a %%% off coupon attached
- Have your favorite someone take a catalog to work
- Send catalogs to school friends or put it out on face book on your reunion site

Throw Yourself a party!

It's a new catalog—price decreases—extra bonuses—all reasons to host your own party and invite everyone you know to come and help you celebrate! Offer incentives if they bring a guest. Remember, to invite past hosts and customers who buy from you during the year.

Get yourself out there!

If you're face to face with people, they'll get your enthusiasm and want to share in it. Here are just a few ideas for getting out there and meeting new people:

- Check into vendor events in your area
- Ask your church if you could set up a table after an event at the church or after service
- Set up at your children's ball game before the game or during a practice
- Find a local farmers market and set up for the day

Advertise!

Get the word out to people who need to know about you. Don't spend a lot of money

Doing this:

- Church bulletin or alumni newsletter
- School ball, drama or musical programs
- Put business cards everyone as well as sale flyers or create your own flyer
 - Apartment buildings at the mail box
 - Gas stations and grocery stores
 - Ask small businesses if you can leave a few flyers in their business

Think of some new places and environments to host a party

A party doesn't have to be in someone's home. Do an open house:

- Office party during lunch or immediately after work
- At a restaurant , customers will stop by also
- Multi-host event
- Before or after a meeting (PTA, church, etc.)

Make your party a dating event!

Create an awesome dating "commercial" which highlights the benefits of dating a Party now:

- Thank You Gifts
- Host Bonus
- Half Price Host Gifts

At the beginning of the party mention the host's goals and have the hostess tell why she decided to host a party

Offer a wrapped gift to the host at your party: 1 dating—she takes off the bow; 2 datings—she takes off the wrapper and 3 datings—she gets to keep the gift!

Just have FUN!

Some other ideas—what are yours:

- Pay your bills in person and offer a catalog and information--make sure to get theirs
- Wear logo items and your name badge, TW key chains on your keys
- Carry your change in a small piece of TW
- Go into the bank to make bank deposits

Most important ASK—ASK---ASK---ASK---ASK

Who's Your Hostess with the Mostess?

12 different ways to harvest your Host garden this fall!!

- 1. Regular Hosts** - Date as many as hosts as you can. Date new parties from April in to May. Party Plan with each one and get a guest lists from each host. **Tip** - *Offer 24 gifts for 24 names (and addresses) to you within 24 hours. Give Citrus Peelers, Whistle Straws and other Tiny Treasures in a gift bag to the host at her party.*
- 2. Double Hosts** - Every time you date a new party, ask them "who do you know that will probably date a party from your party? Let's call them and ask them to host their party at the same time as yours." Let that "friend" count as her first dating.
- 3. Past Hosts** - Call back anyone who has had a party for you in the past. If they've had a party before they'll appreciate you letting them in on the Birthday Month celebration.
- 4. Host Your Own** - You probably have friends, relatives, neighbors, who may say "no" to their own party, invite them to yours. **Tip** - *People are more likely to date a party while they are attending one. Schedule it at the beginning of the month. Use the Free Tupperware to add more new products to your kit for your future parties.*
- 5. Mystery Host** - Invite your customers and friends who say "no" to having their own party. Everyone who attends will go into drawings for the Free Host Tupperware, $\frac{1}{2}$ price items, Host Bonuses and Thank You Gift. **Tip** - *Give extra chances in the drawings for bringing an outside order, bringing an adult guest, dating their own party, etc.*
- 6. \$1000 Day** - Set aside a day to have people bring their "Helper Parties" to you. Mail a catalog, brochures and order forms to friends and customers. Have each person put together a "Helper Party" and schedule a time for them to bring their orders/parties to your house. Schedule them in one hour increments all day long. Have all the new products sitting out. Have light refreshments. **Tip** - *Give an extra gift for them bringing orders to you. Schedule a "Pick Up" day in 2 to 3 weeks and offer another gift when they pick up their orders. Think of all the gas \$ you'll save.*
- 7. Multi Host Party** - Date your "Helper Parties" and have them bring their orders to one big party that you do at your house, church or restaurant. They will each be a "host" with qualifying orders and can bring their guests. You do one demonstration and are not limited to the amount of "hosts" you can have at one time.
- 8. Office Party** - Anyone who works in an office can schedule an office party during their lunch hour. Bring 6 to 10 products to set up and maybe even make a quick recipe (like the salsa...what a great way to sell the set special this month!)
- 9. Fundraiser** - If you don't have a fundraiser, have your own to benefit (or donate to) a needy fa`mily, your church youth group, a local shelter, etc.
- 10. Bridal Showers** - Celebrate a new bride. Have a party where everyone buys products from the bride's wish list. Give all of the "host gifts" to the bride.
- 11. Party in a Bag/Basket** - Take a gift bag (or basket) and put in 3 catalogs, 3 brochures, several order forms and some citrus peelers or whistle straws. Give this to friends or family who won't have a party and ask them to take it to work.
- 12. 3-4-5-6 Party** - Anyone who "doesn't know enough people" can do this. Set a date. Have them take a few catalogs and work on 6 orders. Have 3 people there (including themselves, but not you), you'll demo 4 new products and it will only take 5 minutes. **Tip** - *bring a few extra products and leave them in the car. They will ask to see more, but you'll be prepared to stick to the original 5 minutes if necessary.*

Party in an Envelope

Host Instructions

Thanks for doing a Party in an Envelope!

The ordering instructions for customers are included right on the envelope. Attached is a chart of the great gifts you can earn by having this party.

You get a special gift just for turning in a party of \$150 or more in sales and have the opportunity to earn a lot of free Tupperware!

Mail the top copy of each order form and each payment to me in the self-addressed stamped envelope by: _____ and you will receive your gift.

(When your products total \$250, you get \$25.00 in FREE Tupperware plus you may select any one product in the full-line catalog for one-half price -- but don't stop there! You will continue to earn additional free Tupperware and bonuses as your party sales increase. Remember you get an automatic \$10 bonus host dollars for each customer who wants to have a Tupperware party of their own.

Turn your party into an in-home party & get additional offers & another free gift from me! Ask me about Tupperware's selling opportunity and you will get a free gift. Thanks for doing a Party in an Envelope! Don't hesitate to call me if you need

Your Tupperware Consultant

Tupperware also offers:

- Career Opportunities
- Custom Kitchen Planning
- Bridal Showers and Gift Registry
- Fundraisers
- Cooking Classes

Party in an Envelope

Host: _____ **Phone:** _____

Welcome to my Tupperware Party in an Envelope. Please feel free to look at the catalog and monthly sales flyer in the envelope. You can place an order right here and get a free gift for doing so. There are innovative products for everyday living as well as specials in the monthly flyer.

To place an order, please fill out an order form completely with name, address and phone number. Mark item numbers and description you wish to purchase with a quantity and price.

- Subtotal the order form
- Add Shipping Fee (Shipping is 10% of product total-minimum of \$4.50) and items will be shipped to the Host. You can have your order shipped directly to you for 10% of product total plus \$4.50.
- Add Tax. Host's address determines rate. The tax rate is _____%
- Total the form and add payment. We accept MasterCard, Discover, VISA, cash and checks made payable to _____.

Please keep the pink copy of the order form and one of the monthly flyers which has my Consultant's name and phone number in case you have questions. Place your order form and payment in the envelope. Your free gift will come with your order.

If you would like to earn great gifts by having a Tupperware party of your own, please contact my Tupperware Consultant and be sure to mention my name.

Thanks for participating in my Party in an Envelope!

Basket Party



Fill an attractive basket with beautiful Tupperware, catalogs, order forms, pens, game goodies and you're all set for a BASKET PARTY!

There are several options and ideas you may want to try:

1. Take a basket filled with 6-7 pieces of Tupperware to beauty salons, nail salons, doctor and dentist offices and other businesses. Offer a BASKET PARTY. You can set up your basket and show the new items in less than one-half hour. When you do these in the beginning of the week, the host has the balance of the week to build sales and even qualify for host gift specials and bonuses.
2. Add a new BASKET PARTY to the special demonstrations you now offer. When someone says they are too busy, explain if they are busy then probably their friends are too. Tell them that you will send out party invitations, but will attach a note explaining that it is only a one-half hour BASKET PARTY - "a new concept for busy people."

Sample note:

*This is a quick, easy way to host a Tupperware demonstration
- a new concept in Tupperware parties for busy people!*

Your Tupperware consultant will stop by the host's home for about 30 minutes to show the newest Tupperware items in her BASKET. If you can stop by for a few minutes, GREAT! If not, just call the host with your order, pay for it by the date of the party, and you may pick up your order in 7-10 days.



Lucky Envelope Challenge

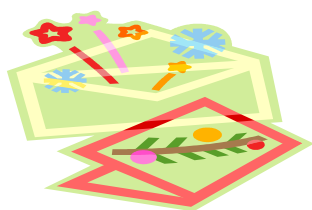


Safely tucked away in the envelope you selected is a prize that will be awarded when you collect \$100 in paid orders by Saturday, October 18! I can hardly wait to share with you what's inside!

For your convenience I've provided 5 order forms along with our Holiday Catalog and October Monthly Brochure. Should you need more supplies. Please don't hesitate to call!

You never know how "Lucky" you can get when you start showing your friends our Tupperware catalog! You may find that your orders will far exceed the \$100 minimum! So here's a run down of what's in store for you!

- \$100 ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
- \$175- ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
Add a 1/2 off item + \$18 Host Dollars
- \$250 ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
Add 1/2 off item + \$25 Host Dollars + purchase the
MicroSteamer Set for only \$5
- \$400 ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
Two 1/2 off items + \$110 Host Dollars +purchase the
MicroSteamer Set for only \$5
- \$550 ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
Two 1/2 off items + \$133 Host Dollars +purchase the
MicroSteamer Set for only \$5
- \$700 ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
Two 1/2 off items + \$155 Host Dollars +purchase the
MicroSteamer Set for only \$5
- \$1,000 ~ Free gift inside of envelope + Exclusive Measuring Cup Magnets
Three 1/2 off items + \$250 Host Dollars +purchase the
MicroSteamer Set for only \$5



This deal is a One Week Deal only!

Good for October 13- Oct. 18!

Don't let your "Luck" run out!



It's a Tupperware Telephone Tag Party

Get your orders ready and call your Hostess! Here's how it works:

1. Look through the brochure and decide what Tupperware products you want to
2. purchase.
3. Write your order on the back of this page. Don't forget to add shipping and sales
4. tax to the total order.
5. Call your host by the deadline listed below to place your order.
6. Selected callers will receive a prize if their number is chosen.

**JUST LIKE A REGULAR TUPPERWARE PARTY, ONLY OVER THE
TELEPHONE! BUYING POWER AT YOUR CONVENIENCE!**

Host: _____

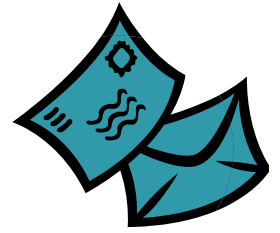
Phone: _____

Deadline: _____

**If you would like to see a full-line catalog, please call your host or the
Tupperware consultant listed on the back of the brochure.**

**Please pay your host BEFORE the deadline date listed above. Please make
checks payable to:**

MAIL-A-THON



Dear Friends:

I am sending this letter to you because I have set a goal for myself to sell **\$1,000 in ONE DAY** and I really need your help!

Would you please take the enclosed Tupperware catalog and show it to a few friends, neighbors, and co-workers? Please write their orders on the enclosed order form. Be sure to add shipping and tax to the order. Payment can be made by credit card, check or money order (please make checks payable to _____:). I have attached a tax chart which will help you in calculating the order.

Please mail your orders to me NO LATER THAN _____ as this is the day I want to sell \$1,000. I have enclosed a self-addressed, stamped envelope for your convenience.

For helping me with this Mail-A-Thon, you will receive a gift from me. When you sell \$250 or more (before tax and shipping) and have two friends date a party, you may choose \$25.00 in Tupperware (your choice) absolutely free plus you may purchase the Wondelier 3 Piece Bowl Set (a \$35.00 value) for just **\$5.00**. In addition, you may also select any one item in the full-line catalog for half-price!

I hope I can count on your for help. I'll be looking for your letter in the mail and,
THANKS! Your Tupperware Consultant:

We're Breaking Our Records



There has never been a better time to host a Tupperware Party! It's Tupperware's Record Breaker Month and our Hosts receive more bonus gifts and more free Tupperware than ever before.

I will be calling you soon. If you call me for a party in October, I will have an extra gift for you! Special bonuses are being offered for all parties dates September 28 - October 25!

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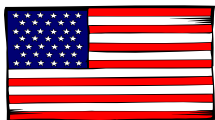
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I GOT AN ORDER FROM THE STATE OF:

STATE	NAME	PHONE	ORDER AMOUNT
ALABAMA			
ALASKA			
ARIZONA			
ARKANSAS			
CALIFORNIA			
COLORADO			
CONNECTICUT			
DELAWARE			
FLORIDA			
GEORGIA			
HAWAII			
IDAHO			
INDIANA			
IOWA			
KANSAS			
KENTUCKY			
LOUISIANA			
MAINE			
MARYLAND			
MASSACHUSETTS			
MICHIGAN			
MINNESOTA			
MISSISSIPPI			
MONTANA			
NEBRASKA			
NEW HAMPSHIRE			
NEW JERSEY			
NEW MEXICO			
NEW YORK			
NEVADA			
NORTH CAROLINA			
NORTH DAKOTA			
OHIO			
OKLAHOMA			
OREGON			
PENNSYLVANIA			
RHODE ISLAND			
SOUTH CAROLINA			
SOUTH DAKOTA			
TENNESSEE			
TEXAS			
UTAH			
VIRGINIA			
WASHINGTON			
WEST VIRGINIA			
WISCONSIN			
WYOMING			



TUPPERWARE RAFFLE

WIN UP TO \$50 RETAIL TUPPERWARE

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25

EACH SQUARE COSTS \$2.50

PRINT YOUR NAME AND PHONE NUMBER ON ANY OPEN SQUARE YOU CHOOSE.

NO LIMIT TO THE NUMBER OF SQUARES YOU WANT TO PURCHASE.

GOOD LUCK!

Tupperware's Top 10 Ways to Grow Your Record Breaker Sales

(besides holding in home parties, the BEST way!)

Do a "Mystery Host" Open House! There will be fun and prizes for everyone who attends. The "Hosts" are challenged to bring \$100 in orders for a free gift (4 scoops). They will see the newest Tupperware products, Host Gifts, and Sales Specials. With the sales from the Open House, there will be multiple drawings to determine which guests earns the FREE Host $\frac{1}{2}$ price selections, the Host Bonuses and the Host Dollars for FREE Products. Ask the "Hosts" to bring along a friend or two or three. They will receive an extra gift (game goodies) for each friend who comes with them and the guest who brings the most friends will get a special gift (piece of Tupperware). Everyone who comes to the party will choose a fun Tupperware gadget, too!

Mini Fundraisers! Example: Cheerleaders, School Bands, Little Leagues, Dancing Schools, Karate Schools, Day Care Centers, Churches, Women's Clubs, Sports Teams, Singles Clubs, Any Non-Profit Organizations. Think about using the one item Fundraiser Program for a very fast and profitable option.

Saving Spaces Party In a Box! Attach the following Letter to a Tupperware 2 Qt Sheerly Elegant Pitcher, ModularMate Super Oval 4. Give it to the people who don't have time to have a traditional party with you. Tell them to pass it around to their friends, family, neighbors & co-workers & collect orders. *Along with all the catalogs & supplies listed below, I would also include a Record Breaker Host Flyer & a pen*

Basket Party! Fill two baskets with 5-7 products, catalogs, monthly brochures, order forms, Host brochures and 10 or so order forms. Take a basket to a place of business that you frequent and drop it off for 4-5 days. Ask someone there to be responsible to collect orders for you. When you return to pick up the basket you will give Host Dollars to your helper.

Tupper Lotto! This is Raffle Board. Use it at Offices, Organizations, Parties, etc. Sell each square for \$2. Give citrus peeler out with each square. Conduct drawing when you have 50 squares filled which would give you \$100 in orders! Winner gets to pick \$100 in Tupperware. Think about selling enough to do \$1,000 Lotto.

Marathon Day! Plan one or two days when you will hold 5 parties in one day. It takes special planning but it is fun and profitable. Schedule "On the Run" demos for 11a.m., 2p.m., 4p.m., 6p.m., and 8p.m. Locations should be close together so travel time is easy. Prepare each Host so she knows you will do a quick demo and she can help you keep movin' and groovin'!

Junior Hosts! Challenge the excited kid of a host or at a party to sell 5 of one item on her own and get hers for FREE. Another idea is to have all the kids in your family help you make your goal by taking a catalog, monthly brochure and selling at school, club meetings, church, neighborhood, etc. You will give them the profits for what they sell.

Lucky Envelope! Think of friends, neighbors, or relatives that work outside the home and have access to lots of people or offer this to people who cannot hold a party. Ask them to help you make your goal by collecting \$100 in orders for you. Have them pick a LUCKY COLORED ENVELOPE. In the envelope is an index card with a piece of Tupperware written on it. They will write their name on the envelope, and you keep it. When they bring you the \$100 in orders, they get what's in the LUCKY envelope.

Quickie Party! Otherwise known as 3-4-5 Party - 3 people, 4 products, 5 minutes. Ask some of your friends, family and service acquaintances when you can come and "show and tell" your Tupperware around their place of work, club meeting, neighbors around the table, S.M.A F, etc.

Lunch Hour Party! Set up your display wherever people in the office take their lunch hour. Give everyone a gift for attending the party, but play no games. They can eat their lunch while you talk and demonstrate. You can also try this kind of party after a morning women's bowling league, for example, over coffee. Or after a morning play group or kindergarten including the little ones. Make it short and sweet and profitable!

Do all of the above & you'll make INCREDIBLE MONEY & earn GREAT GIFTS



RECORD BREAKER 2013



Sun	Mon	Tues	Wed	Thu	Fri	Sat
96 Slots to fill with Parties from now until the end of FB Month!! How many do you want???		10	11	12	13	14 Begin New Mid Month Flyer
15	16	17	18	19	20	21
22	23	24	25	26	27	28 Begin R.B. month
					End Sept.	
29	30	Oct. 01	02	03	04	05
06	07	08	09	10	11	12
					End Front Load Challenge	
13	14	15	16	17	18	19
20	21	22	23	24	25	CELEBRATE YOUR SUCCESSES !!!

DEAR _____

How to have a \$1000 dollar Party!

By setting a goal for a \$1000 & 2 party, you will qualify for a **some UNBELIEVABLE Host Offers!!**
Here are some hints and suggestions that will help to make this your best Tupperware Party ever!

1. Decide that you want to have a \$1000 Party. I have reserved: _____ for you!
2. Over-invite. A guideline to follow is 1/3 of the people you invite will attend, 1/3 will place an outside order and 1/3 will do nothing. Remember your personal invitation will increase these odds and works perfectly with the flyer being sent out.
3. Complete your guest list and mail or email back to me in the next 24 hours. I will personally send a sale flyer to each name on the guest list to remind them of your party.
4. Personally invite each person on your list. Sound excited about your party! I promise you and your guests will have fun at the party!
5. Encourage each of the guests to bring a friend. I will give them an extra gift at your party.
6. Set your goal at ten adult guests in attendance. When your tenth guest arrives, you will receive a bonus gift from me!
7. I will have an extra gift for all guests who bring a \$50+ order from someone who could not attend the party.
8. PICK 5 people to take a catalog so they can help you collect outside orders at work or meetings. At this time also offer them a party of their own!
9. Have \$300 or more in paid-outside orders when I arrive. You will receive a bonus gift from me! All outside orders should include full address, phone number, and e-mail address. Checks may be made out to me.
10. Have at least 1 party already dated before I arrive at your party. You will receive a bonus gift from me.

I am looking forward to your party and helping you earn some wonderful host gifts! Please call me if you have any questions, or if you need any extra catalogs.

Your Tupperware Consultant

IMPORTANT: I have reserved this date for your party. Should you discover this date will not work for you, please call me so we can reschedule.

Tupper Lotto

Win up to \$50 in Free Tupperware!

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50

Pick a "lucky" number, or 2 or 3 or more! **Each square you buy is \$1.** Write your name and phone number in the square. The winning number will be drawn on _____
 The prize will be based upon the number of squares sold! **Good Luck!**

Lucky \$400 List!

Catalog Party Planner

Your Party is scheduled to close on _____

Now that you've booked your Home Show, it's time for the fun to begin! Hosting a Party is easy, fun and very rewarding. You won't believe all of the free and discounted products you'll receive!

This planner explains the exciting benefits you can expect as a Tupperware® Catalog Party host and will help you have a successful Catalog Party.

Free Products...

Select any products you wish from our catalog. You'll receive FREE product based on the amount of guest sales for your Show. Higher sales mean more free products for you!

Half-Price Products...

Choose up to three products from our catalog for half-price, also based on guest sales. Make the most of your selections by choosing from our exclusive host combinations listed in the catalog.

PLUS...

Free Shipping on Hostess Credit items only...

Does **exclude** ½ off items, co-pays, etc.

Monthly Host Specials...

You can take advantage of incredible savings exclusively for hosts on a selected product!

This Month's Special: _____

Income Opportunity...Executive Business Kit

If you love our products, you'll love starting your own Tupperware® business for less! Our membership kit is \$350.+ worth of products and supplies for only \$99.99 + tax. Limited time offer! It's the perfect way to truly take advantage of all Tupperware® has to offer! Ask me for Information!!

More Income Opportunity... Take a look at our Royalty program and earn money for being a TEAM Leader

Who do you know who could use some extra income right now?

Catalog Show Checklist

- ☐ Set a goal for the products you want to earn...
- ☐ Create a list of people to show the catalog to. Those that you cannot get a catalog in person, have them go on my web site and browse through the catalogs then call you with their order. Be sure to ask everyone.
- ☐ Share the monthly Guest Special as you collect orders...
- ☐ Make copies of order form if you need more
- ☐ Remember to complete each order with full name, address and phone number...
- ☐ Make sure to add shipping & handling (10% of product total w/minimum of \$4.50), and the sales tax to each order... _____%
- ☐ Visa, MasterCard and Discover card can be taken...
- ☐ Make checks payable to _____

Your savings continue even after your Show!

Booking Benefit...

Encourage your guests to book their own Catalog or In Home Tupperware Party. Your friends would love to take advantage of the same opportunity you have to earn FREE Tupperware.

Preferred Customer Program...

Let me know if you would like to be on my contact list to send you brochures and information when we have something new.

Guest List

You'll want lots of orders to help you achieve your sales goal. You'll want to show the catalog to:

Family • Neighbors • Coworkers and their spouse • Your spouse's coworkers • Friends from children's activities • Baby-sitter's parents • Exercise class friends • Friends from religious groups • Hairstylist • Old friends from school • Anyone looking for a part-time job • Children's teachers • Anyone who loves to cook • Anyone who wishes cooking was easier

Name	Phone
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

Name	Phone
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	

Wish List...

Decide which products you want to earn, and we'll work together to reach your guest sales goal.

HOST REWARDS PROGRAM

Guest Sales* (Retail Tupperware) \$1,000+	% of Party Sales for Host Credit	Free Product Value	Half-Price Items
\$450 - \$999	20%	\$200+	3
\$250 - \$449	15%	\$68 - \$150	2
\$150	10%	\$25 - \$45	1

ONLY EARNS SPECIAL THANK YOU GIFT

Once your party reaches \$450 and you get 2 or more datings, you can also use your Host Credit for Select Your Own to shop from the Specially Priced Host Exclusive Product Section.

* Guest sales exclude shipping and handling charges and sales tax.

Product Name	Retail Value
1.	\$
2.	\$
3.	\$
4.	\$
5.	\$
6.	\$
7.	\$
8.	\$
9.	\$
10.	\$
Total:	\$
Guest Sales Goal:	\$

RECRUITING ONE LINERS & BIDS

Simple questions and one-liners will give important information about Tupperware to party guests. Work a few of them into your demo. Always smile and nod !!
Listen and notice who responds positively!
You will recruit & have a full datebook too !!



- ▶ Wouldn't you love to know how to fill your cupboards with free Tupperware?
- ▶ Have you ever thought about doing what I do ?
- ▶ Wouldn't you like a job that you can plan around your lifestyle?
- ▶ Wouldn't it be great to attend all of the kids games and activities?
- ▶ We have openings for part time, full time or BIG time !!
- ▶ Wouldn't it be exciting to be in control of your time?
- ▶ You'll never know if it's for you until you give it a try !
- ▶ You can make \$100 a month, a week or a day !
- ▶ Could you get excited about turning 10 hours into \$200—\$300?
- ▶ Wouldn't it be great to get all the bills paid off ?
- ▶ Wouldn't it be fun to earn money and gifts while you have fun?
- ▶ What's the worst that can happen if you just try it ?
- ▶ If you want between one and three items this evening.... Treat yourself and purchase them. If you want 4 - 6 items - earn them FREE by hosting a party! If you want 7 or more items—you really need to join me and open your own Tupperware business !!
- ▶ Try it for just 8 weeks ! Then decide whether you want to continue or jump back into my datebook and be a happy host !!

TIP:

Important to ask questions during your presentation.
It changes the thought process.
People tune out if you just talk, talk talk.
Involve guests ! Ask Questions !!
Watch your pocketbook grow !!

Tammy Tupperware/Mary Mall - A Recruiting Game for Parties

This is a great visual to show the power of the 25% commission and the 10% volume bonus in a fun & interactive way at a Party! It's also a good example to show the earning potential of a Consultant holding just 2 average parties per week. Have fun and add your personality and enthusiasm to the game. It is fun!!

You will need:

15 – fake \$100 bills

2 – Volunteers (note: your two volunteers get a keychain, small gift, tickets or extra auction \$\$)

Steps of the Game:

Do this at the end of the party right before your last dating bid. You want to make sure you get the people who came late and before anyone leaves early! Possible word choices are in **bold**.

1. *Set up the demo by asking your party guests:*

“What would you do with \$1,000 extra this month?”

Let a few guests say what they would do. Then tell them,

“I’d like to show you how you could make \$1,000 with Tupperware in just one months time!!”

2. *Ask for two volunteers Say*

“OK You are “Tammy Tupper” and you are “Mary Mall.”

3. *Explain to your guests:*

“Tammy Tupper will become a Consultant tonight and Mary Mall will be hired at the Mall.

Both ladies will work 2 days per week. Tammy Tupper will hold 2 parties per week requiring approximately 2-3 hours. Mary Mall will work 5 hour shifts each day and will be paid \$10 per hour.”

4. *Ask Tammy Tupper to pick 2 party days and hand her \$100 for each day*

“Tammy Tupper, choose 2 days per week that you would like to work (party). Our national party average is \$400 and you make 25% or \$100 per party.”

5. *Tell Mary Mall that she is working 2 days this week, you pick the days and hand her \$100*

“Mary Mall – you’re going to work on Friday and Saturday this week. I hope you didn’t have any plans.”

Repeat this Step 4 and 5 for 3 more times (3 more weeks).

6. *Count the earnings: At the end of the 4 weeks have each count the money. Mary Mall should have \$400. Tammy Tupper should have \$800.*

“Mary Mall – you’ve done a great job and will be our Employee of the Month.”

“Tammy Tupper – you’ve done a wonderful job selling \$3,200 in one month.

Because you did such a great job, you will receive a \$320 BONUS for your efforts.”

7. *Count the earnings + bonus. Have Tammy Tupper count her \$100 bills now.*

She should have \$1,100.

8. *Hand each party guest a recruiting flyer and say to the guests:*

“You can start your business tonight with either kit and start working toward your \$1,000/month TONIGHT!! You can bring the form to me at checkout and I’d be happy to answer any further questions regarding how to join Tupperware at that time.”

Have each guest bring the form back to you regardless for extra TupperBucks, tickets, etc. That way, you have a chance to talk with each guest regarding the Opportunity.