

It's a great time for a Tupperware Marathon Day!

Marathon Instructions

1. Set the date for early in the week. Set it 10-14 days in advance. The date I have chosen is _____.
2. Start advertising everywhere that you are doing a Tupperware Marathon on _____.
3. Explain that the Marathon is especially for busy people.
4. Set up times about 1½ hours apart. For instance, you might do parties at 8:30, 10:00, 11:30, 1:00, 2:30, 4:00, 5:30, 7:00, and 8:30.... NINE in one day.
5. Try to keep driving time not more than 10-15 minutes apart.
6. Explain to potential hostesses that you are holding 8-10 parties that day. You will be in their home or office only 45 minutes, with the party lasting only 30 minutes of that time.
7. Explain that all Marathon hostess will receive an extra gift and that each guest will receive a gift for attending.
8. Have ten party planning packettes made up with the host marathon sheet inside (see next page).
9. Include order forms, charge card slips so that hostesses will have all orders written up and totaled before the party.
10. Any guest who brings \$40 in paid outside orders may purchase the fantastic purchase with purchase offer.
11. Challenge hosts as usual and add the following Marathon Challenges: You will award gifts to the host with:
 - Largest party sales
 - Most in attendance
 - Most Datings
12. Prepare a bag for each party: gifts for guests, catalogs, order forms, etc. After the party put all of the orders back into the same bag, pack quickly, and be off to the next party.
13. Travel lightly: new items, sales specials, gift ideas, and host gifts.
14. Have fun! Enjoy the results!

***Thanks for being part of my Tupperware
Marathon Day***

Date:_____ Day:_____

Time:_____

I will only be at your house or office 45 minutes.

Please have all outside orders written up and paid in advance.

Guests who bring \$40 in orders with payment may buy the special purchase with purchase offer and get a gift from me....

Highest Host of the Marathon in the following categories receives a bonus gift:

- \$ Host with the largest party sales
- \$ Host with the most guests present
- \$ Host with the most datings

I am working to break my all time record for one day of sales. Thanks so much for being a part of my success

Consultant_____ Phone_____