

Tupperware Fundraising Overview

Make fundraising fun while raising monies for a charitable cause! Schools, nonprofit organizations, daycare centers, churches, sports teams and many community groups use service fundraisers like bake sales, spaghetti dinners, car washes and other creative ways to raise money.

However, few fundraisers are more reliable for reaching fundraising goals than selling products, especially when the products are from a trusted company like Tupperware.

Product sales work because the results are seen quickly and people prefer to buy quality products when they're supporting a worthy cause.

A survey by the AFRDS (Association of Fund-Raising Distributors and Suppliers) showed six out of 10 adult Americans purchased consumer items to support a school or youth group fundraiser during the 2010-2011 school year. In fact, product sales alone annually contribute to \$1.4 billion to schools.

Offering the Tupperware Fundraisers to organizations in your community is a great business-building opportunity:

1. Tupperware Fundraisers provide you with incremental personal sales.
2. Fundraiser customers are your potential Hosts to date new parties and this cycle can be your endless revenue-generating model as dating parties provides you with exposure to new groups of people to date new parties as well as new fundraisers.
3. Fundraiser customers are also your potential Recruits to help build your business or organization.
4. Offering the Tupperware Fundraiser gives you higher visibility in your community and an association with a worthy cause. Organizations are always looking for additional ways to raise money, which gives you an opportunity to help your community.
5. Focus your fundraising organizers on the competitive and significant amount donated to their organization—40% of the retail price. The donation amount, listed underneath each item in the Fundraiser Brochure, shows how quickly purchases from a Tupperware Fundraiser can add up to significant dollar amounts to help meet their fundraising goals. Donations from a Tupperware Fundraiser can add up much faster than the smaller amounts usually received from candy, baked good, car wash sales, etc. Further, organizations receive their 40% right after the conclusion of their fundraiser.
6. There's something for everyone in the Fundraiser Brochure from toddlers to older children, moms, dads, nieces, nephews, friends and more!

How much will a fundraiser help your business? The vast majority of fundraising purchases are made by family and friends. This means you receive exposure to the family and friends of your fundraising organization's participants. You'll become a trusted referral with this new group of



customers during future fundraisers. Successful fundraising drives don't rely on children knocking on doors, but rather children and their parents asking for support from family members, close neighbors and friends.

How Adding a Tupperware Fundraiser Complements Your Party Business

Order Fundraiser Brochures, forms and collection envelopes and inform Hosts and guests during your parties that you can help them organize fun fundraisers that can meet their fundraising goals. Tupperware Fundraisers are great for people with children in school or those who need to raise funds for various organizations and causes like sports teams, school bands, churches, animal shelters, disaster relief, foundations, different disease-fighting efforts and nonprofits, etc. that they're involved with in their community. Communicate with the organization's leader, such as the PTO president for schools, sports or cheerleading team's coaches, the school's band leader or a nonprofit organization's fundraiser chair.

Your Role

Product fundraising involves a professional fundraising company (Tupperware), a Consultant (you) who serves as a liaison between the product supplier and the organization and the volunteers who are responsible for the fundraising drive.

As the Consultant, you provide advice, support, products, guidance and other valuable services that reduce volunteer time and energy while helping the organization achieve maximum results. The fundraiser organization's main focus is the significant amount donated to the organization with each fundraiser purchase.

There are more than 1,000 fundraising companies operating in the U.S. and Canada. Most are local, independent small business owners like you. In addition, there are mid-size and larger companies who use local sales representatives. All of these sales people work directly with schools, PTO presidents, parent and teacher groups, coaches, band leaders, booster clubs, church groups, daycare centers, etc. Each organization must decide which company and product will work best for their fundraising efforts. Tupperware goes the distance by providing fundraising organizations with 40% of the monies raised during their fundraiser along with the high-quality products they expect from Tupperware.

A trusted and renowned brand like Tupperware is a sure win for any organization. With a wide variety of products for consumers to choose from, and with your help, a Tupperware Fundraiser program can be tailored to meet all of their needs.

Common Questions

Be prepared to answer these common questions when presenting the Tupperware Fundraising Program.

Q. How long has Tupperware been involved with product fundraising?

A. Tupperware has offered a fundraising program for more than 20 years.

Q. How do customers order Tupperware® Fundraiser products?

A. Tupperware provides a colorful brochure or flyer featuring an array of products. Fundraiser customers can order through you. If you have a paid My.Tupperware website, you can create a TupperConnect™ Fundraiser, which makes it easy for family and friends of the fundraising group who may live far away to order the same or exclusive products online. Further, they can also use a credit card for TupperConnect™ Fundraiser product purchases, which is not the case for non-TupperConnect™ Fundraiser orders.

Q. What value-added services does the company offer, and how much do these services cost (such as assistance to volunteers, communication with parents and custom packing)?

A. Each fundraiser will be led by a trained Tupperware sales representative. Our expertise is in communicating and coordinating the organization's fundraising efforts. We also provide any additional services needed to help make the experience a positive one for everyone involved. The best part is that there's no charge for any of these services.

Q. Can the company tailor its program to fit the organization's needs?

A. Consumers can select from a wide variety of products, including children's items, products that help them prepare and serve homemade favorites, pack healthy lunches for their family, save money on disposable products, protect the environment with reusable Tupperware products that last and stay organized. Most products also feature the Tupperware Limited Lifetime Warranty.

Q. How much money goes to the organization?

A. Forty percent of purchase price goes to the organization as their profit.

Q. What is the company's turnaround time?

A. From the date of order, Tupperware will deliver the entire order to any doorstep indicated within 4–6 weeks maximum. For ease of delivery to the consumer, products will then be sorted and grouped by the sales representative for each seller.

Q. How are products shipped and delivered and how much does it cost?

A. Products can be shipped to the Tupperware Consultant or directly to the fundraising organization to be distributed. Fundraising organizations with \$400 or more in fundraising sales (excluding sales tax), will not incur a shipping charge. The Tupperware Consultant will be charged a maximum of \$20 for each fundraiser shipment.

Q. How responsive will the sales representative be should a problem arise?

A. As business owners, Tupperware Consultants can handle all needs and requests in a timely manner. Our goal is to make this the easiest fundraiser available.

Q. What's the company's policy if the fundraising organization receives damaged products? Are returns accepted?

A. To arrange for a warranty replacement, customers can contact the Tupperware Consultant or Director who coordinated the organization's fundraiser, or call Customer Care at 1-888-TUPWARE (1-888-887-9273).

Q. What is the Tupperware Limited Lifetime Warranty?

A. Tupperware® brand products are warranted by Tupperware against chipping, cracking, breaking or peeling under normal non-commercial use for the lifetime of the product. Call your Tupperware Consultant or Director for free replacement. If, due to unavailability, actual product replacement can't be made, comparable product replacement will be made, or credit towards future purchases of Tupperware® brand products will be given. This warranty gives you specific legal rights, and you may also have other rights, which vary from state to state. Warranty replacement items or parts will be subject to shipping and handling charges.

SMART Goals

Help the organization attain top profit by highlighting its goals at every opportunity throughout the fundraiser. Goals should be SMART goals:

Specific Well defined and clear.

Measurable Quantifiable to track progress towards the goal.

Agreed upon Everyone is on the same page and committed.

Realistic Given the availability of resources.

Timely With a plan for implementation including, who, what and when.

How Much Can I Earn?

Organizations who hold Tupperware Fundraisers will receive 40% of suggested retail on all products sold. You are paid commission on 25% of the remaining money after the organization's profit.

Note: All Sales Force Member commissions are calculated on net retail sales after the organization's profit is paid. Sales Credit also is based on net retail sales after the organization's profit. Any applicable sales tax and shipping fees are not included in calculating the fundraising organization's profit or in calculating Sales Force Member commissions and sales credit.

Example:	\$1,000 Fundraiser
Organization receives	\$ 400 (Fundraiser retail x 40%)
Amount owed for product	\$ 600 (Balance after 40% donation)
Sales credit*	\$ 600 (Fundraiser retail—40% donation)

Consultant commission\$ 150 (Fundraiser retail—40% donation x 25%)

* Sales credit earned from fundraiser sales counts toward your Personal Retail Volume Bonus.

Fundraiser Orders

Fundraiser customers can pay either the organization or the Tupperware Consultant. If the organization is paid, then the organization would pay you for the entire product order, minus the organizational profit of 40%, plus the appropriate sales tax and/or any shipping expense (if the fundraiser total is less than \$400). If the consumer pays you, you will then need to provide 40% of the fundraiser total before tax, minus any shipping charges (for fundraiser totals less than \$400) to the organization.

Processing Fundraiser Orders

In My Sales Web Application, click on the Fundraiser Order button to process fundraiser orders. For more information, refer to the Help page found in that section of My Sales.

Recommend that fundraisers reach out to their friends and family at a distance with a TupperConnect™ Fundraiser. These fundraising initiatives are a way for the fundraising organization, captains and sellers to reach out and collect orders from family and friends that they may not be able to reach with a traditional fundraiser. TupperConnect™ Fundraisers also accept credit cards. Contact your Director for information or see details and training information on your Sales Force website. Under the My Business tab, go to Beyond the Party, then TupperConnect™ Fundraisers.

Sales Challenges and Other Incentives

Fundraiser sales do not qualify for additional incentives (for example, Host credit for Host exclusive or select-your-own products, Purchase with Purchase offers, Featured Buys, bonus Host Offers or dating gifts). Sales Credit for the Personal Sales Volume Bonus or royalties is given on the net retail amount **after** the organization's profit.

Sales Credit is given only to the Sales Force Member responsible for the fundraiser project. No assignment of sales credit to any other member of the Sales Force is allowed. Tupperware reserves the right to audit and verify sales credit and to confirm that there has been no manipulation or assignment of sales credit. Tupperware's decision regarding this matter will be final.

Working with Tax-Exempt Status

Fundraising organizations, including nonprofit organizations, generally are subject to sales tax and use tax laws in the state(s) where they do business. Please note that Tupperware will be responsible for collecting all sales tax. Why? Tupperware is not a nonprofit organization. You, the Sales Consultant, is not a nonprofit organization, therefore, by law, Tupperware must charge and collect sales tax on products your customers purchase through a Tupperware Fundraiser.

Scenarios:

1. In the event that you have a tax-exempt fundraiser organization, first request a copy of their tax-exempt certificate. You, the Sales Consultant, will be charged sales tax at the time the fundraiser order is submitted, then you will be required to fax Customer Care a copy of the organization's tax-exemption certificate and contact Customer Care to request a refund for the taxes charged. Upon approval, a credit will be processed onto the credit card you used when you submitted the order.

Example:

If the fundraising organization is a nonprofit group, such as, a church and has a tax-exempt certificate and is using the products purchased through Tupperware Fundraiser's Program on the church property for instance, in the church's kitchen, then you can fax a copy of the tax-exempt certificate to Customer Care and they will reimburse you the sales tax on the credit card you used during the transaction.

2. However, if the products from a church's Tupperware Fundraiser are being used for personal use for instance, in someone's home and not at the nonprofit organization, then sales tax must be collected.
3. If individuals pay for their own orders because they will be using the fundraiser-purchased products for personal use, even if the profit is donated to the fundraising organization, Tupperware is required to collect sales tax regardless of whether the fundraising organization is tax-exempt or not because the products are purchased for personal use and not for use by a nonprofit organization on their premises.

Donations

To comply with tax laws, Consultants must keep accurate records regarding all monies donated to a group or organization. We recommend that Consultants contact a tax accountant to discuss the necessary procedures, which can vary by state.

Ordering Demonstration Samples

Order current fundraiser-related sales aids, including the Fundraiser Brochure (one order form is attached in its center), extra carbon-copy fundraiser order forms to better support fundraising organizations, bilingual fundraiser envelopes to make it easier for fundraiser participants to collect monies and purchase selected sample products from the current Fundraiser Brochure. These items will remain open to purchase as samples until June 14, 2013. Please review the samples list to select and order your fundraiser samples. You can order samples through My Sales or by calling Tupperware Customer Care.

U.S. and Puerto Rico Shipping & Handling

- 7% of fundraiser retail for fundraisers below \$400 with a minimum charge of \$7.
- Puerto Rico: 10% of fundraiser retail for fundraisers below \$400 with a minimum charge of \$10.

- Fundraising organizations with over \$400 in retail orders will not be charged a shipping & handling fee; however, the Consultant will be charged a maximum of \$20 for each fundraiser shipment.
- Since the Consultants absorb the shipping fee, your goal should always be to do fundraisers over \$400, so you can maximize the charged shipping fee. Larger fundraisers are better worth your time invested with the Fundraiser Program's presentations you make, providing fundraising organizations with advice and answering their questions, placing orders, collecting monies, etc. Further, the larger the fundraiser, the more money the fundraising organization makes to meet their needed funding goals and in return, you receive more sales credit and commission.