

### **How to Use the Scrolls**

1. Roll up a catalog and 5 "special" order forms, tying it with a ribbon, making a scroll. Attach a small gift to the ribbon.
2. Hand out 10-20 "scrolls" every day. Pass them out to friends, former hosts, neighbors, your beautician, bank teller, grocery clerk, people standing in lines with you, anyone at any meeting you might attend, and anyone that might be interested in seeing new Tupperware!
3. What to say: "Hi, have you seen our newest Tupperware catalog? I would like to give you one, with a gift attached. Will you please sign your name, address, and phone number on my list?"
4. Give them time to sign, then hand them their catalog with gift attached.
5. Tell them: "There are some fun challenges inside if you want to take advantage of them. I'll call you in three days to see what you think."
6. You MUST call them! When you get orders, ask, "Can I ask you...were people excited to see the new catalog? Do you have other friends who didn't get a chance to see it yet? Would you consider inviting a few of them in to see some of the newest products? You already have over \$\_\_\_\_ in sales and you are well on your way to qualifying for some fabulous gifts!"
7. If yes, set a date! If no, give her 10% of her sales in free Tupperware...no thank you gift, no host gifts.

If you pass out 20 a day, and only 5 participate, that's 25 people in the week! If they get only \$100 in sales, that's \$2500 in sales added to your week! What are you waiting for?!?!?