

*everyone needs a little  
black book!*

Where will  
**YOU** TAKE  
THE  
party?

**Tupperware**<sup>®</sup>

GETTING **STARTED** GUIDE

Go team!



10



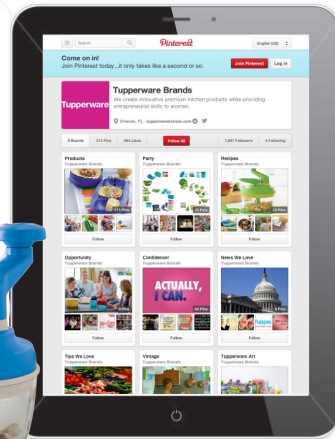
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# Welcome to Tupperware!

Are you ready to party with the founders of fresh? You are now part of one of the largest and most recognized companies in the world and can customize your business to fit your needs and your lifestyle. Be warned—now that you're a Tupperware Consultant people will want to "date you." Well, not romantically anyway. "Dating" parties is a term that's been used for decades in Tupperware. (Remember, we've been in the party business for over 65 years.) Simply put, a Host will date (or book) a party with you and she may earn some awesome swag, based on the sales at her party. Some Consultants think it's fun to ask people to "Date Me" for exclusive recipes and free Tupperware® products. We're here to help you every step of the way and can't wait to see where YOU will take the party.

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Believe it—

**TUPPERWARE** parties have

*changed lives*

in important ways!

THINK **BIG.**



**START SMALL.**

What is it you want to achieve: more free time, free products, debt-free lifestyle, vacations or cars? Decide on your purpose for joining Tupperware and stay focused on it.

Start by making your contact list. Check out page 14 for tips on maximizing your existing social networks.

**BEGIN NOW.**

Date a party today by asking friends and family to host a party. Your first party will get you started in the Confident Start Program and on your way to Tupperware success.

Think **BIG**, **START** small, begin **NOW!**

# Where will *you* take the party?

THESE BUSINESS KIT ITEMS WILL HELP YOU PLAN FOR SUCCESS.

1. **DATE ME PLANNER** to capture important dates including family time and appointments. A full planner helps you remember how valuable your time is (and also makes you look a little busier when you first start scheduling parties). It's natural for people to think of busy people as successful people, so be sure your planner shows the full picture of your priorities.
  2. **50 ORDER FORMS** for the many, many orders you'll be taking.
  3. **20 RECRUITING FLYERS** Make sure to share the Tupperware Opportunity with your party guests. You might be surprised by who is interested.
  4. **5 PARTY PLANNING FOLDERS** Check out page 17 for full details.
  5. **5 MAILING ENVELOPES** to send the party planning folders.
  6. **1 SET OF QUICK CHEF® PRO DATE ME CARDS** to start your collection.
  7. **1 RECRUITING BROCHURE** to help you explain and talk to a potential recruit who is serious about opening a Tupperware business.
  8. **APRON** so you'll look professional at home parties and can be easily identified by party guests.
  9. **50 BUSINESS CARDS** to get you started. Business cards are a great way to advertise your business and promote business relationships.
  10. **MORE BENEFITS BROCHURE** for special vendor pricing on business products and services like business cards, cell phone plans, travel arrangements and more.
  11. **BUSINESS KIT BAG** to take your Date Me party tools on the go!
- 20 CATALOGS** to share with party guests. Place a label with our contact information on the back of each catalog. (not shown)
- 20 MONTHLY BROCHURES** so you can share the latest great offers. (not shown)
- DATING TOOLS** or small Tupperware® products you can give to those agreeing to date you. (not shown)

**DELIVERY CAN TAKE UP TO NINE DAYS, SO BE SURE TO ORDER MORE SALES AIDS FROM YOUR SALES FORCE WEBSITE SOON!**

If you need additional information, contact your recruiter or contact Customer Care at 1.888.921.7395.



# Products to demonstrate

In this line of business, you'll be invited many places and we've given you the tools to take your party on the road. You'll need these ten popular items to get you started on your Date Me collection for parties. You can create five delicious recipes with what's included in your kit: Berry Quick Ice Cream, Mini Chip Ice Cream, Simply Salsa, Pineapple Salsa and the Southwest Veggie Frittata. This section will serve as your cheat sheet while you learn about Tupperware® products.



Even kids can make their own breakfast!

### 1. QUICK CHEF® PRO SYSTEM (Q)

Quick and easy chopping and mixing. Move the handle clockwise to chop and counterclockwise to mix. The funnel feature is great for making your own mayonnaise. Who needs all those preservatives in store-bought brands anyway?

### 2. FRIDGESMART® MEDIUM DEEP & SMALL DEEP CONTAINERS

Prevent household waste (an average of \$800 each year!) with specially vented containers that extend the life of produce. Encourage healthy eating by keeping fruits and vegetables on eye level in refrigerator.

### 3. FREEZER MATES® MEDIUM 1 & 2 CONTAINERS

Eliminate the clutter and waste of freezer bags. Each container's rounded corners and recessed bottom allows maximum airflow for faster, more efficient freezing and thawing. Flexible containers and seals ensure easy removal of frozen foods.

### 4. MICROWAVE BREAKFAST MAKER (Q)

Prep breakfast the night before and kids can cook for themselves in the morning. Super time-saver and so inexpensive party guests can buy multiples so every member of their family has one.

### 5. SILICONE SPATULA

One squared and one rounded corner to easily slide around any shape bowl or pan. But specially designed to perfectly fit Tupperware bowls. Extra-long handle reaches to the bottom of large jars. Silicone stands up to the heat of pots and pans.

### 6. LARGE SPICE SHAKERS

Modular design organizes kitchen counters and pantries. Buy spices in bulk for ultimate savings. Clear containers allow you to easily view spice levels and quickly make shopping lists.

### 7. SOUTHWEST CHIPOTLE SEASONING (G)

Makes amazing salsa and other delicious recipes! Great to use as a special ingredient during a product demonstration at a party.

### 8. MEASURING SPOONS

A spoon that stands on its own? Yep, we've got that and now you do too. Durable measuring spoons have all the same cool features as the measuring cups.

### 9. MEASURING CUPS

Measuring cups are embossed so measurements won't fade. Set includes two hard-to-find sizes. Sturdy handles are easy to hold and are suitable for left- or right-handed users.

### 10. CAN OPENER (Q)

No sharp edges here! Party guests will be amazed when they see you run your finger over the rounded edge of the lid and can. Special tip picks up lid without leaving nasty residue and eliminating cross contamination.

To learn more on the products, see your Sales Force website.

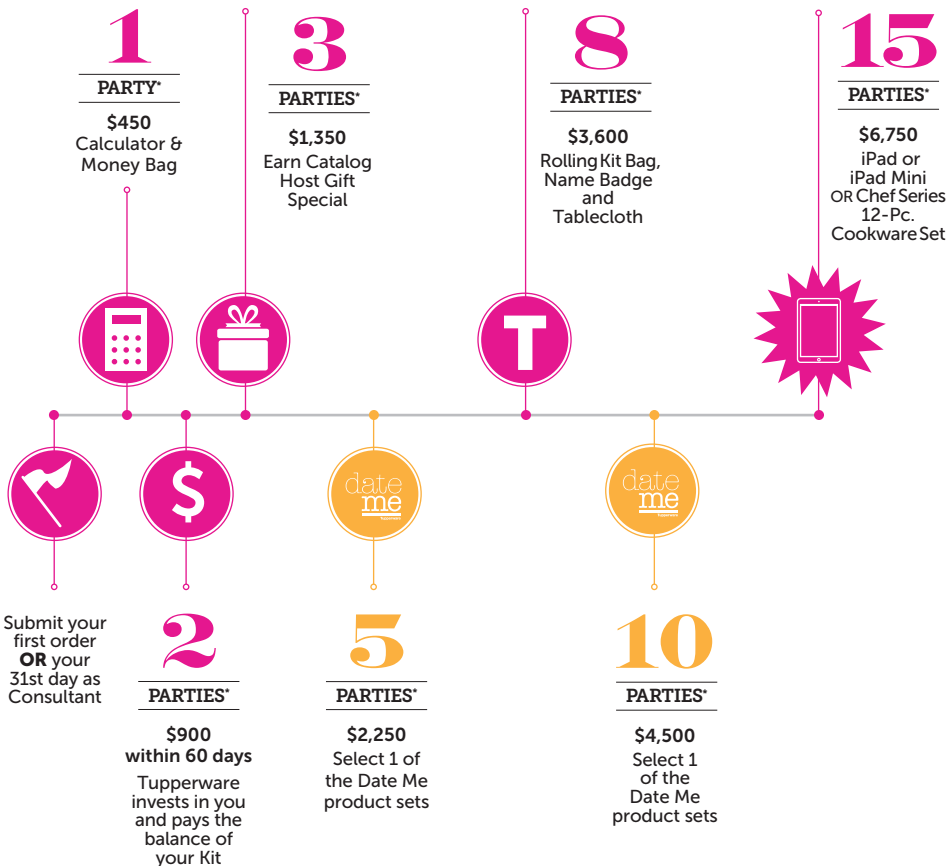


Spectacular spatula!

# Let's get this *party* started right!



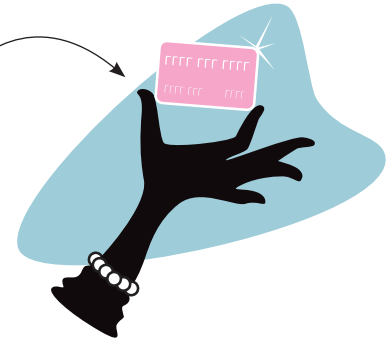
**Ready, Set, Go!** Start down the right path to success – and earn awesome rewards – by taking advantage of the Confident Start Program. You will be automatically enrolled after submitting your first order or on your 31st day as a Consultant. Once you begin, you'll have **13 weeks** to meet the Program goals. (Fast finishers, rejoice! There's no need to use the full 13 weeks. The sooner you complete the program, the sooner you'll be eligible for weekly Consultant rewards.) Track your progress on My Sales and redeem your vouchers for cool tools to help build your Tupperware business. **So, what are you waiting for? Get going and get rewarded.**



\*The national party average is \$450.

# *sign up* for your Tupperware card through my sales

Don't wait on snail mail to get paid. Get the Tupperware Card!



**GET PAID FAST!** There's no cost for the Tupperware Check or Debit Card and it offers you a **quicker, more secure** way to receive your commissions and manage your business finances.

Better yet, Tupperware cardholders will be **paid twice a month** instead of just once a month as with postage mailed commissions.

Best of all, use this card to make your Tupperware party sales purchases and receive loyalty points to redeem for **free sales aids**.

To sign up, log into My Sales and navigate to the Party History page and select "Tupperware Card" to register for the check or debit card. Don't miss out on this great added benefit!

### TUPPERWARE CHECK CARD

With the Tupperware Check Card, you'll no longer need to transfer funds from your checking account to your credit card to make purchases. By linking directly to your existing checking account, the Tupperware Check Card enables the fastest possible payment of your Tupperware purchases. A record of your transactions will appear on your checking account statement.

### TUPPERWARE DEBIT CARD

The prepaid Tupperware Debit Card is an excellent option for those who do not have a checking account. It also functions as a prepaid ATM debit card and is tied to a special account set up by a designated bank. Even if you do have a checking account, the Tupperware Debit Card is ideal if you wish to keep your Tupperware business account separate from your personal checking account.

**To sign up, log into My Sales, navigate to the Party History page and select "Tupperware Card."**

Ready to  
see your  
commission  
paycheck  
**SOAR?**

Go, team!



The Diamants team, pictured above, has discovered friendships, confidence and great success - TOGETHER!

**BUILD A**  
*tupper-team!*

When you share the Opportunity with others, you help them see new possibilities for their life. It's as simple as telling your own story and what you love about your business. Then, helping at least three personal active recruits to also spread the word about money-saving, waste-reducing, time-freeing Tupperware® products.

Sure, supporting your team translates to more commission for you. But it could mean financial freedom for the Consultants you help develop along the way. And trust us, helping others feels amazing.

See the training section or the Compensation Overview Chart on your Sales Force website for more information.

**FLYING SOLO MORE YOUR STYLE?  
THAT'S OKAY, TOO!**

You'll earn 25% of everything you sell.

**BONUS!** Sell \$1,200 or more in a sales month and you'll earn a 5% bonus on your total personal sales. That's an extra 5% for about 3 average parties!\* Adds up fast, right?

**DOUBLE BONUS!** Sell \$3,200 (about 7 average parties\*) and you'll receive a 10% bonus on your total personal sales. How's that for flying high?

**VIRTUAL PARTIES,  
REAL COMMISSION.**

Upgrade your free Sales Force website to a paid site and you'll earn 25% on everything you sell online through your own website. Online partying at its best!

\*The national party average is \$450.

# GET Connected



## SALES FORCE WEBSITE

(aka My.Tupperware Website)  
Access important information about catalogs, monthly brochures, short-term promotions, product knowledge, training and more.



## T-APP

Offers quick access to catalogs, videos, news from the Home Office, a fan wall to chat with other Consultants and more. Available for Android users in Google Play and Apple users in iTunes.



## MY WEEK EMAIL

Each week you'll receive an email, to the address you listed in your account set up in My Sales, with important info ranging from the latest Host and customer offers to the incredible awards you can earn. You are automatically signed up to receive this.



## TUPPERWARE TEXT MESSAGE SERVICE (SMS)

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

- flyers
- product information
- current sales data
- order status and more.

# BE LIKE Brownie

Invented Social selling!



We've been in the home party business for more than 65 years. We'll teach you everything you need to know. In the '50s, the original Tupperware lady, Brownie Wise, recognized the power of social networks and genuine "face-time" with friends. If she can do it, you can do it. And here's how:

## PERSONALLY YOURS

Talk to your recruiter or Director about attending:

- a training party
- new Consultant Success Class (aka New Consultant Orientation)
- monthly team meetings
- rallies or sales meetings
- and specialized training classes.

## LOG IN AND LEARN

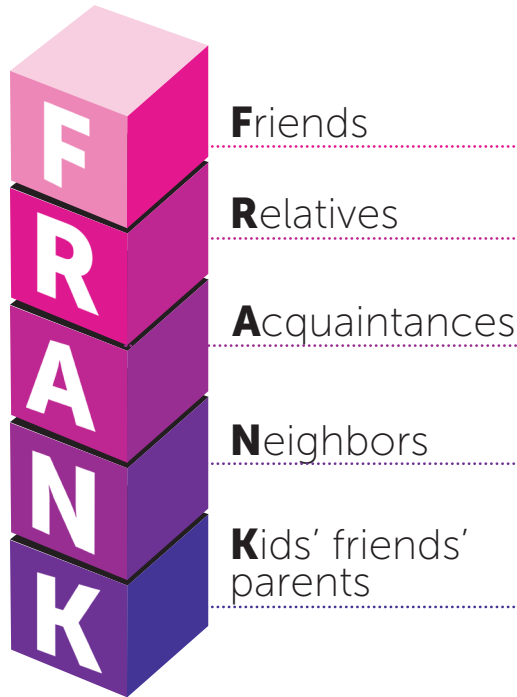
iTUP Interactive Learning System is a fun, interactive tool to help you learn about the company, Tupperware® products and preparing for parties. The iTUP link and other training materials are on your Sales Force website.

# building YOUR contact list

## DATE YOUR FIRST PARTIES WITH FRANK

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

To begin building your contact list, add your:



### TAKE CARE OF YOUR T ZONE! NOT THAT ONE, YOUR TUPPERWARE ZONE.

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

## ONE GOOD PARTY LEADS TO ANOTHER!

Each party guest is a potential next Host. Don't miss an opportunity by leaving anyone out. And, please, please, don't deprive anyone of Tupperware!

### DO THESE THREE THINGS AT A PARTY AND YOU WILL DATE YOUR NEXT!

- 1. When they learn, they return.** There's value in education. Teach your guests how Tupperware makes everyday life easier and saves them money.
- 2. Always leave them wanting more.** There are many Tupperware solutions. Let your guests know that you've got even more great tips in store for them.
- 3. Have fun!** Tupperware is a great reason to get together. Guests, your potential Hosts, will enjoy the party so much that they'll happily date you.



### HOST REWARDS

Sharing the amazing rewards you can offer to Hosts is pretty much the best way to date parties. So what can Hosts enjoy when they date you?

- Tupperware Hosts can qualify for free, exclusive and/or reduced-cost products based on their party's total sales. See your current catalog and sales brochure for complete details regarding the Host Gift Specials.
- Conversation starters and dating gifts need to be ordered in advance as sales aids. All other Host gifts are ordered when you place the party order.



### TUPPERCONNECT® PARTIES

Not all guests have to be present to win. Hosts may invite out-of-town family and friends to join the party online at a TupperConnect® Party.



### DATE ME RECIPES

Tupperware catalogs include Date Me recipes using a specific product. Start with the Date Me cards included in your Business Kit. You can show these as options to your Hosts. Then, add to your collection with the help of our Confident Start Program. Some of our top-selling products and the Date Me cards to support them are offered as awards in the Program. When you're ready, you can download or purchase more recipe cards.



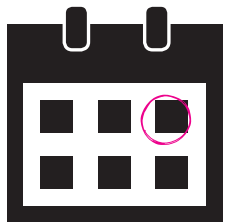
# PRE-Party

Many successful parties have one thing in common - a recipe to engage party guests. Here are a few tips to help you out.



## PARTY BLUEPRINT

1



Select a date and mark it in your planner.



date  
me  
Tupperware

2

Share Date Me recipes with your Host and ask her to provide the necessary ingredients for her recipe selection.

3

Give your Host a party planning folder.



4

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

## PREP YOUR HOST

Your Host will want a successful party so that she can maximize her Host rewards. Help her out by prepping her with a party planning folder including:

- Current Host Gift Sheet (printable version on your Sales Force website with Consumer and Host Promotions)
- 2 catalogs and 5 brochures
- 3-5 order forms
- 1 recruiting flyer

## PREP YOURSELF

Remember these party essentials:

- Your Business Kit
- Catalogs
- Brochures
- Order Forms
- 3-4 party planning folders
- Pens
- Date Me Planner
- Money bag (with change)
- Dating gifts (key chains, magnets, etc.)
- Recruiting flyers



**BEFORE YOU GO** | Check your Sales Force website for any new special offers available for Hosts or guests. And, keep your party attire simple. A nice pair of slacks, blouse (or shirt for men) and your Tupperware apron are appropriate for most parties.

## AT THE

*party!*

- Plan to arrive at your party location 20–30 minutes before the party starts to set up your display and prep recipes if needed. The goal is to keep your parties to about two hours.
- Greet guests as they arrive at the party.
- During the demonstration, explain product features and benefits.
- A feature is what makes the product special.
- A benefit is what the feature does for you.

- If you are demonstrating a recipe, highlight the features and benefits of the product you are using to make that recipe.
- Involve your guests no matter what kind of party you are doing. They'll have a lot more fun if the party is interactive.
- Remind guests that the best way to get Tupperware is to get it FREE for hosting their own party.
- Give dating bids throughout the party.

- Share the Tupperware Opportunity by sharing why you started your business and what you like about your business.
- Collect orders.
- Your customers can pay using cash, MasterCard, Visa, Discover or personal checks made out to you.
- Total each customer's order and add the appropriate tax and shipping charges.

- Tax should be charged based on the location of the ship-to address.
- Party plan with any guests who date a party.
- Review total party sales with your Host and coach the Host to close the party within 48 hours, if needed.
- Most importantly, **HAVE FUN!**

Insta-cash!

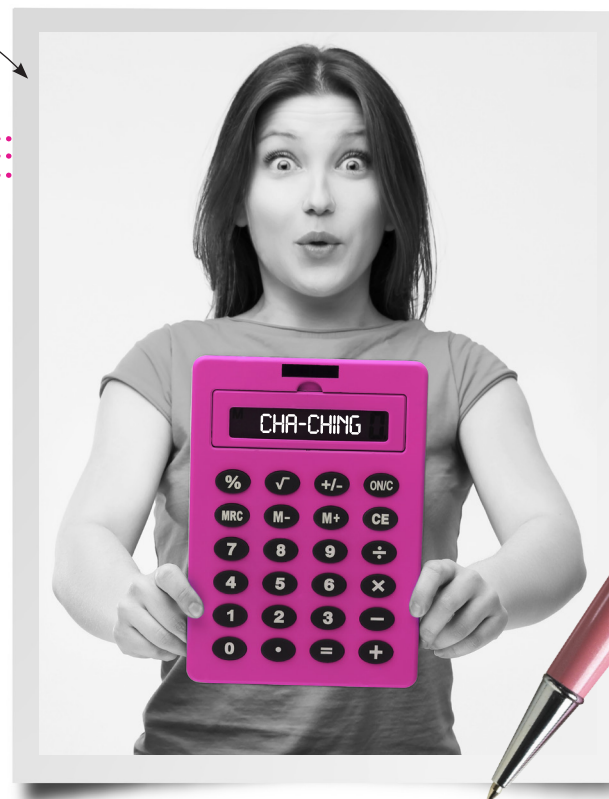
# Post Party IN 3!

## WRAP UP YOUR TUPPERWARE PARTY IN 3 EASY STEPS:

1. Deposit guests' checks and cash into your Tupperware business account.
2. Enter party orders in My Sales (see next page for details).
3. Send thank you notes to everyone who dated a party.

## ACCEPTING PAYMENTS

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



Handwritten notes are super special!

## ENTERING ORDERS

Check out the **My Sales training video** on your Sales Force website, have your **recruiter** or **Director** walk you through the process or **call Customer Care** with the following information:

- Your 11-digit Consultant ID number
- Summary of party information including Host address
- All customer and Host orders (including first and last names)
- Addresses for orders that will be direct-shipped to customers or paid for with a customer's credit card
- All valid item numbers, item names and quantities needed
- Retail sales, shipping and tax totals for verification

\*During your first 13 weeks there's no processing fee for a party to be entered by Customer Care.

DZIĘKUJĘ *Thank You* **MERCI**  
 GRACIAS  
 ARIGATO MAHALO  
 DANKE *grazie*  
 OBRIGADO

# Branding YOUR BUSINESS

WORK YOUR TUPPERWARE BUSINESS  
IN A WAY THAT'S RIGHT FOR YOU.

## ARE YOU A TRUE DO-GOODER?

Or maybe you just want to build a little good karma by helping others. Either way, Tupperware can help you make a difference in your community. By holding a Tupperware fundraiser, benefiting organizations receive 40% of the proceeds! Your commission will be calculated based on the remaining 60% of party sales.

## ARE YOU A HEALTH NUT?

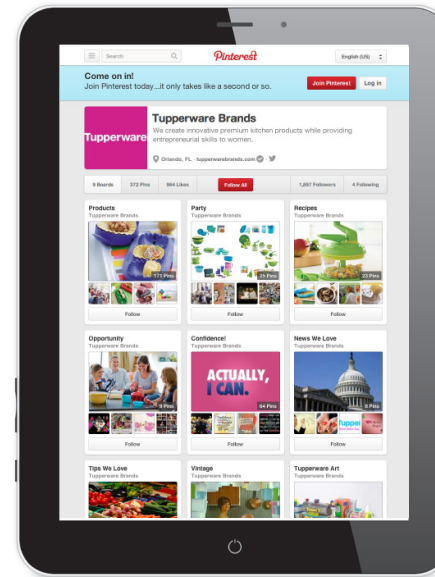
Great! Tupperware® SmartSteamer, TupperWave® Stack Cooker and Tupperware containers are awesome tools to teach your family and friends about healthy meal prep and eating on-the-go.

Looking for an  
easy fundraiser?



## DO YOU LOVE TO ORGANIZE?

Help others get a handle on their pantries, cupboards and cabinets with Modular Mates® containers and organize their freezers with Freezer Mates®. Party guests will thank you for the help and the commission is great, too.



## PASSIONATE ABOUT PINTEREST?

Wonderful, share pins of your favorite recipes and help others understand how to plan ahead and store delicious meals in the Vent 'N Serve® and CrystalWave® containers among others!



## ARE YOU A FOODIE?

Educate others about the benefits of eating local and teach them how FridgeSmart® containers save nutrients, time and money.

## HUGGED A TREE LATELY?

Wonderful! Tupperware products are reusable and reduce waste. Show others how they can reduce their impact on mother nature.



# Product WARRANTIES

One of the things people love about Tupperware® products are warranties. Here's what you need to know:

### TUPPERWARE LIMITED LIFETIME WARRANTY

Tupperware® brand products are warranted against chipping, cracking, breaking or peeling under normal non-commercial use for the lifetime of the product.

### QUALITY WARRANTY (Q)

Products identified in the catalog with the Q symbol are warranted to be free from manufacturing defect up to one year after purchase.

### 30-DAY WARRANTY (G)

Products identified in the catalog with a G symbol are warranted to be free of manufacturing defects up to 30 days after purchase.

### SHIPPING AND HANDLING CHARGE

Warranty replacement items or parts are subject to shipping and handling charges.

### CHEF SERIES COLLECTION & ULTRAPRO OVENWARE

Chef Series Culinary Collection & UltraPro Ovenware carry a limited lifetime warranty against defects in the material or workmanship under normal or household non-commercial use.

\*Ask your recruiter or Director about the replacement process. Information can also be found on your Sales Force website.

**WARRANTY IDENTIFICATION** Use this reference tool to help you identify what is covered by a Tupperware warranty.

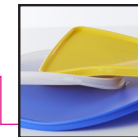
**CHIPPING:** Chipping may occur along the edges of a product.



**PEELING:** Peeling can occur mainly in older products.



**WARPING:** Products manufactured after September 1979 are dishwasher safe and if warped, should be replaced at no charge.



**BREAKING:** Breaking produces a hole in the product.

**Q WARRANTY:** Q Warranty products are warranted to be free of manufacturing defects up to one year after purchase.



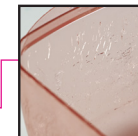
**CRACKING** can be large or tiny, like this crazing (network of fine cracks).



**NON-WARRANTY IDENTIFICATION** Here are some examples of damage Tupperware product warranties do not cover. If a product has both warranty and non-warranty damage, honor the warranty and replace the product.

### MICROWAVE DAMAGE:

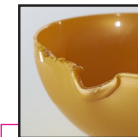
Foods high in sugar or fat can cause this type of damage when microwaved.



**STAINS:** Food stains and discoloration are not covered under Tupperware warranties.



**MELTING:** If products touch a burner on the stove, a heating element in the dishwasher or other extremely hot objects, the heat can melt the product. Melting is not covered by warranty.



### CUTS OR CHEWING:

Cuts by knives or other sharp objects including chewing are not covered by warranty.



**Q WARRANTY:** Damage to products carrying a Q warranty are not covered when damage is the result of improper care such as rusting blades.



**SCRATCHES:** Warranty does not cover scratches that happen under normal product use.



**WARPING:** Before September 1979, products were not manufactured to be dishwasher safe and warping due to dishwashers prior to this period are not covered by warranty.



## LET'S TALK

*Tupperware*

Here's a head start on understanding some of the lingo you're likely to hear at team meetings and in the communications you'll receive from the Home Office.

**ACTIVE CONSULTANT**

Consultants are considered "active" when they submit \$250 or more in personal sales in a rolling four-month period.

**DATE & HOLD GIFT**

(Sometimes called a Thank You Gift.) This free gift is given to thank a Host for holding a Tupperware party with sales of \$175 or more. A qualifying Host may make her selection from the Catalog or a special Date & Hold Gift may also be available in the monthly brochure

**DATING**

A definite commitment to host a Tupperware party; dating is also the process of asking a potential Host for that commitment.

**DATING GIFT**

A token gift offered to Hosts who date their party within a specified period of time.

**DATING LEAD**

Someone who may be interested in hosting a Tupperware party, or someone you think would be a good Host.

**OUTSIDE ORDERS**

Customer purchases made before or after a party, but before the party ordering closes. The Host earns Host credit for all outside orders as well as orders at the party.

**PERSONAL ACTIVE RECRUIT**

Someone you personally recruited who submits \$250 or more in sales in a rolling four-month period.

**PERSONAL QUALIFIED RECRUIT (PQR)**

Someone you personally recruited who submits \$450 or more in personal sales during their first 30 days.

**PERSONAL SALES**

Sales you personally gather and submit through parties, outside orders, Fundraisers, sample orders and online sales.

**SALES AIDS**

In addition to catalogs and brochures, Tupperware offers a variety of sales aids including printed Date Me recipe cards, polybags for packing products, logo ink pens, key chains and more. Print a copy of the current list by visiting the Sales Aids link on your Sales Force website and look for the Sales Aids Price List page.

**SALES MEETINGS/RALLIES**

A sales meeting (sometimes called a "rally") is a weekly, biweekly or monthly meeting for all the Consultants and Managers of a Director or Top Leader. Most Sales Meetings are held on Monday evenings. These meetings are a fun way for Consultants and Managers to get the information, ideas, recognition and support they deserve!

**SAMPLES**

Keep your parties up to date with the latest products. The sampling program gives you the opportunity to purchase select catalog, monthly brochure products and exclusive Host gifts at a 35% discount. Buying a sample gives you the opportunity to use a product before a party demonstration.

**SEAL**

The world-famous Tupperware seal is the unique "top" that fits securely on a Tupperware container and protects the contents from outside air, moisture and insects. Seals are never called "lids" because of their superior function.

The *party* is the easiest place to date. It's fun and Hosts love the **FREE** products. Do your party guests a favor by asking, "who's hosting next?"

**TEAM RETAIL SALES**

Personal Retail Sales, plus the Personal Retail Sales of all your Personal Active Recruits.

**TUPPERWARE SALES WEEK**

The Tupperware sales week runs from Saturday through Friday.

**TUPPERWARE SALES MONTH**

The Tupperware sales month starts the Saturday after the last Friday of the month. Sound a little complicated? It's really not so bad. Your Date Me Planner has the beginning of each sales month marked for you. It's important to note the last day of each sales month because it's your last chance to close parties, submit orders and have sales count toward the current month (which is often important when you're hoping to qualify for awards, trips, recognition etc.). Each Tupperware sales month closes at 11:59 p.m. your local time. If you live in Alaska, Hawaii, Guam or anywhere outside the continental U.S. or Canada, ask your recruiter or upline for your closing time.

# Tupperware®

## MY CONTACT INFO

Name

---

Address

---

Phone

---

Email

---

11-digit Consultant ID #

---

## MY RECRUITER'S CONTACT INFO

Name

---

Address

---

Phone

---

Email

---

## MY DIRECTOR'S CONTACT INFO

Name

---

Address

---

Phone

---

Email

---

## CUSTOMER CARE IS ALSO HERE TO HELP YOU.

We are available during the following hours.

### **1.888.921.7395**

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

STOCK# 96243  
ORDERING# 76295  
2014-117-030 ENG