



Datings are the foundation of your Tupperware Business. Why are datings important? Datings:

- ⇒ determine how much you can earn each month.
- ⇒ keep you active and allow you to buy products at a discount.
- ⇒ allow you to build and continue to build Host and customer relationships.
- ⇒ allow you to share the Tupperware Opportunity.
- ⇒ introduce more people to Tupperware® Products.

How do I get datings?

In order to get datings, you must **build relationships** with your Hosts and customers. First, **create a contact list** (which you've already done with your Manager). Next, **start calling**. Now is the time to fall in love with your phone. Make your first calls to those people you are most comfortable with. These are the people who are most likely to help you get your business off to a successful start – they want you to succeed!

There may be some people that you associate with only via e-mail. **Send an e-mail** explaining your new career decision. You can also **mail a personal letter**. Why not make a **personal visit**? Visiting can be highly rewarding and a great way to build relationships. When visiting, be sure you have a catalog handy, an order form, and a piece of product. When your potential Hosts or customers see a piece of product, they will most likely date a party.

Datings are everywhere

Here are some ways you can generate interest in Tupperware anywhere and everywhere you go.

- ⇒ In restaurants, keep a catalog on the table or offer one to the waitress or cashier. Tell her you are a Tupperware Consultant and tell her what's on special right now. Offer her the opportunity to Host a party.
- ⇒ Put a Tupperware® Product in the back window of your car (not on super hot days, please) or on the seat beside you. Anytime someone rides with you, you have the opportunity to "talk Tupperware."
- ⇒ When you are working a Tupperware Access Point (TAP), ask the customer if she would like to have a Tupperware party. Follow up with all the leads you get that day — you already know they're interested.
- ⇒ Wear your nametag everywhere you go. You'll be surprised how many people will pay attention to it. As soon as someone's eyes rest on your nametag, say: "Yes, I have my own Tupperware business! Have you seen our most recent catalog?"
- ⇒ Carry your loose change in a small Tupperware container instead of your wallet. It's a conversation starter at the store.
- ⇒ Carry your keys on a Tupperware key chain and attach another key chain to your purse.
- ⇒ Call every customer who places an order but does not attend the party.
- ⇒ Every time you are out and about, talk with at least five people about Tupperware. Offer each person a catalog, tell them about the parties you offer, and ask for their phone number or address for follow up. Present each person with a small gift as a thank you for taking the time to listen.
- ⇒ Use Tupperware products for your snacks at ball games, meals at potlucks, refreshments at the neighborhood pool. A great conversation starter!

