

Survey Party Instructions

A survey party can be very useful in your business. For NEW consultants, it's a great way to get your feet wet and practice your word choices and techniques while focusing on using just a few products in front of a small, friendly group. For ESTABLISHED consultants, you can use survey parties to reconnect with past hosts and customers. It gives you an excuse to call someone who "owes" you a party or someone you haven't talked to in a long time.

For past customers and hosts - Hi Susan, it's Barb with Tupperware. I know we haven't talked in awhile but I have something exciting to tell you...
General opening for anyone - Hi Susan, it's Barb with Tupperware....
For New Consultants – Hi Susan, it's Barb. You know I opened my Tupperware business recently and I am SO EXCITED because already we have a brand new product that I get to practice with...

...Is this a good time to talk for 5 minutes? Tupperware just released a brand new product in August called the Chop 'N Prep and last night at our meeting, my Director asked me to call some of my favorite hosts and customers to get some feedback on it with a 30 minute survey party. Everyone who fills out the survey will be entered into a drawing for a \$100 bag of Tupperware and we are sending all the surveys in to Tupperware so they know how the consumers feel about the product. I need 50 opinions by October 1st and I thought of you right away because...

...you had such a great party back in _____

....you love our products so much

....I know you love to give opinions

....I know you will be honest

....whatever else fits the person you are calling...be honest!

So let me ask you, how many people fit around your kitchen or dining room table? Great! Be sure to save yourself a seat so can you get 3 or 4 of your _____ (girlfriends, neighbors, relatives, co-workers, friends who attended you last party, etc). to come over for just 30 minutes and take my survey? I will bring just a few products with me, arrive 10 minutes early, show you all how the product works and make a quick, easy recipe for you....tuna salad with NO MAYO...can you believe it??? and be out the door after 30 minutes. You get a free Tupperware bowl just for letting me in the door and all your friends get a gift just for filling out the survey. I have Tuesday the 21st from 7 – 7:30 available or this Saturday from 10 – 10:30 open. Which one works best for you?

That's great...I have you in my book for _____. Now there are only three things I need from you.

~ Invite 3-4 friends over to join you. I need as many surveys as possible but I don't want too many at one time. Just however many fit around your table.

~I need a can of tuna, not a pouch but a can. Will you provide that?

~We also need some crackers so everyone can sample the tuna.

And that's it...easy, easy! I'll see you on _____.

Now, here is what you take with you to the survey party:

Chop N Prep with cookbook – the recipe for the tuna salad is in there

Any ingredients you need in TW containers

Can Opener – comes in kit

Saucy Silicone Spatula – comes in kit

Carry them all in the new Tupperware Eco Bag from the catalog

Surveys

Catalogs, order forms and sales fliers for all guests and a small host packet to leave with the host

Datebook with openings for future survey parties and home parties

Recruiting Info

At the party:

Arrive 10 minutes early to set up and greet the guest....very informal but dress professionally!

Start the demo by saying...thanks for coming to Susan's Chop N Prep Survey party today. My name is Barb and I am so excited to show you how this new product works and to get your honest opinions about it.

Today I am going to make tuna salad with no mayonnaise...can you believe it? Okay so let's get started. First I need to open the can with my E-Series Can Opener...does anyone have one of our can openers? It's a wonderful product because it takes the lid off a can by releasing the vacuum seal around the edge. It leaves NO SHARP EDGES and never comes in contact with your food so it stays clean and sanitary while doing a fantastic job. You will never have to buy another can opener. In fact, it's one of our party hosts favorite half off choices.

Now, follow the recipe in the cookbook. Be sure to chop up the onion first in the Chop N Prep to show them how small it will make the pieces. Try to mention all the points in the survey while you are doing the demo. For example..."We have another great product called the Quick Chef that chops too but it is best for larger serving sizes. How many of you make meals for snacks for just one or two people? Do you see how this would be perfect? It's also VERY portable so you can take it with you to work, school

or even out to a restaurant if you have small children and need to chop food up from your plate for them to eat. If you are interested in learning how to make organic baby food, we have a workshop party that does just that. Let me know if you are interested." (PS: I will have the notes for that out sometime in the next week).

Be sure to let everyone use the Chop N Prep. After the tuna salad is done, open the Chop N Prep and using your Saucy Silicone Spatula, put it into the host's purple mini Wonderlier Bowl..."she got it just for letting me walk in her door" and then pass it around so everyone can try it using the crackers.

Pass out the surveys and tell them you have a gift for them when they complete them and give them to you. You can give them anything you want...citrus peeler, veggie spiral, any tiny treasure...whatever, just not anything too costly.

When they hand in the survey, give them their gift, thank them for coming and give them a catalog, flyer and order form.

When everyone is done with the survey, you say, "Thanks again for coming to Susan's survey party and thanks to Susan for opening her home to me. Your surveys will be entered into a drawing for a \$100 surprise pack after October 1st and then they will be mailed to Tupperware so they can see your opinions. Before I leave, I want to tell you some options you have if you want to take advantage of them:

~You can place an order for any products you like and Susan will earn host credit for it. She will keep her party open for 48 hours so you can place it before you leave or get it to her by _____.

~As I said, I am looking for 50 (or 25 or 100, whatever number you want to choose) people to fill out this survey and I have some opening this week and next so if you would like to do your own survey party, we can choose a time before I leave today.

~If you would like to earn a LOT of Free Tupperware and have fun too, I still have several opening for regular parties in my book. It's you, me, my plastic bowls and some of your friends for about 2 hours. We can do a "Death by Chocolate party", a "Sangria and Salsa party," or even a "Baby food making workshop". They are all fun and it's your choice.

I want to close by saying that as an ambassador for Tupperware, we are always looking for sharp people to share our Opportunity with and I have met some very sharp people here today. If you or anyone you know is looking for an income making opportunity let me know and I can give you some information.

Thanks again for spending some time with me today!

You then gather up your stuff, make sure the host understands that she has a couple of days to collect orders if she wants to and then leave!

It's important to be out the door as close to 30 minutes after the start time as possible!!

In the host's packet you should have:

2-3 catalogs

2 -3 sale flyers

7 order forms

Cover Sheet explaining shipping, sales tax, who to make checks out to, what forms of payment we accept and date you will contact her to close...etc. Ask your Director for this if you don't have it.

Sheet that shows Thank you Gift Choices – be sure to tell her she gets her choice of ONE when her sales go over \$150 and that she gets a half price item and \$25 free when her sales go over \$250,

That's IT. Now, how many can you put into your calendar before Oct 29th?