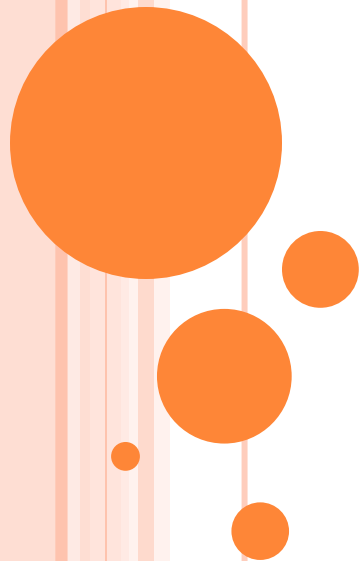


**WELCOME!**



**MaryAnn Medford  
Star Director  
Stars and Stripes**



# BACK 2 BASICS - DATING PARTIES

In this class, we will cover:

- how to set up your work calendar
- how to make a master list and keep it updated
- how to meet new people
- how to date new parties
- the four kinds of parties



# THE NEXT STEP...



You need a work schedule.....

STOP....do you want a hobby or a business?

You can make spare time, part time, full time or Executive income...

**IT'S YOUR CHOICE!** The time you put in will determine the income you earn!



# **THE BEST PLANNER IS...**

## **THE ONE THAT WORKS FOR YOU.**

- Electronic planners
  - Outlook
  - Google
- Paper Planner
  - Your Tupperware date book
  - Franklin Planner
  - Other planners



1. OPEN YOUR DATEBOOK
2. Use highlighters to block out all the times that you are NOT available to do parties.
3. Go through with a green highlighter and mark the days that you DO want to do parties.
4. Set aside business time for follow ups and other business related tasks.
5. Mark training opportunities – personal development is very important...forever! STOP LEARNING... STOP EARNING!!!!
6. Fill your GREEN spots with parties!

# Take Control of **YOUR** Time

**"SUCCESS DOESN'T COME TO YOU ...YOU GO TO IT," –MARVA COLLINS**

The front of your 2014 Date Me Planner says My year for success. What would a successful year look like to you? There's no time like the present to set your goals, make real plans to achieve them and believe in yourself! It's all about attitude.

Whatever you seek to accomplish, you need to take control of your most important resource: time. And one of the easiest ways to control your time is to stay on top of your planner.

## START NOW

Start by entering in all of your important personal dates including family time, appointments, etc. A full planner helps you remember how valuable your time is (and also makes you look a little busier when you first start getting parties scheduled). It's natural for people to think of busy people as successful people, so be sure your planner captures the full picture of your priorities.

Suggestion: create categories for your time and color-code with highlighters.

**ME TIME:** Appointments, family events, time at the gym, etc.

**TUPPERWARE GET-TOGETHERS:** Team meetings and activities.

**PAY DAYS:** Pay days, camping periods, travel dates and more are pre-printed for extra convenience.

**PARTY TIME:** Dates and times you're available for parties and parties you have already dated.

**WORKIN' IT:** Time to close parties and Hosts, etc.

**#TURBELLEVE:** Connect with your fellow business owners via social media!

## PLUG SOME POWER HOUR TIME INTO YOUR SCHEDULE TO HELP YOU FOCUS ON WHAT MATTERS MOST.

- + Spend 15 minutes on Host update calls. Check in with Hosts of upcoming parties to reinforce party goals, find out how plans are coming and to answer any questions.

- + Spend 15 minutes on dating calls. Use this time to reach out and date more parties. Remember to use FRANK to remind you where to look for datings outside of the party. Friends, Relatives, Acquaintances, Neighbors and parents of your Kids' friends.

- + 15 minutes on customer service calls. Designate this time to contact customers

for feedback on their product orders, answer questions and to see if they need any warranty help or would like you to mail them a brochure.

+ 15 minutes on recruiting calls. Recruiting can be as simple as sharing your own story. Has anyone expressed an interest in what you do? Follow up with a friendly call!

Personal development expert Napoleon Hill once said "a goal is a dream with a deadline." Here's a great year of turning your dreams into goals using your planner!

# "100 NO" CHALLENGE

**IF YOU NEVER ASK THE QUESTION, THE ANSWER CAN NEVER BE YES!**

You are challenged to collect as many "no's" as possible this WEEK! When you have this sheet completed, call your up-line director for a special prize. More importantly, you will have more parties, more sales and more new recruits than you'd ever imagined. Your Name: \_\_\_\_\_

For the maximum efficiency, be sure to get FIVE NO'S from each person you talk to...

1. Have you heard about Tupperware's new way of doing business? We are looking for people to help us in many areas of our business and we have a career path that leads to a six-figure income... *Be sure to have the most recent Opportunity information/Say Yes flyer available to share!*
2. I would love to get together with you and your friends, show you what's new, share some easy recipes with you and give you FREE Tupperware... *Be sure to have your calendar with available party dates in front of you. Don't be afraid to date in close. A Tupperware party is shopping and eating; no advance notice needed!*
3. I am looking for 20 helpers to collect orders so I can earn \_\_\_\_\_ Will you be one of my helpers? *Have a host packet to give her with catalogs, flyers, order forms, etc.*
4. We have some great offers and gift ideas this month. Do you know someone who is having a birthday, anniversary or shower that I can help you shop for? I am placing an order on Friday, what can I order for you.... *Be sure to have all the specials in front of you!*
5. I give gifts for referrals. Do you know anyone who might be interested? **THANK YOU FOR YOUR TIME!**

## Get Ready....Get Set....NO!

NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO  
NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO  
NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO  
NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO  
NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO  
NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO  
NO NO NO NO NO NO NO NO NO NO NO NO NO NO NO

Record your "YES" responses here:

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---

---

---

---

---

---

DO NOT FEAR THE NO!!

Wouldn't you rather  
KNOW?

Start with the ones you  
KNOW will say NO!

NO does not kill you!

Say...can I ask why you  
said no?....LEARN!

Practice makes perfect!

Facebook/Email Nos do  
not count!

# HOW TO MAKE A MASTER LIST

- Start with FRANK
- Find a format for keeping your list current
  - Notebook
  - Excel
  - Other
  
- Your list might look like this.....





**Tupperware**

## MY LIST OF 100

Having a good contact list is critical to your success with Tupperware, so grab a pencil and get to work! Use each of the categories below to write down your future guests and team members. Write down the names of all your friends who already know (and love) the Tupperware solutions to enjoy an easier, organized and healthy life. And don't forget to take note of those who don't know us (there won't be too many!). The categories are self-explanatory, but if you want good advice, the parents of your children's friends are an excellent option. If in doubt, your Director or Manager will be delighted to help you.

 **RELATIVES:** Include your immediate and extended family.

	NAME	PHONE # / EMAIL	NOTES / RESULTS
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
16.			
17.			
18.			
19.			
20.			







**FRIENDS:** Add all your friends to the list.

	NAME	PHONE # / EMAIL	NOTES / RESULTS
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
16.			
17.			
18.			
19.			
20.			



**WORK/JOB:** List people from places you've worked.

	NAME	PHONE # / EMAIL	NOTES / RESULTS
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			

**WHO  
DO YOU  
KNOW?**





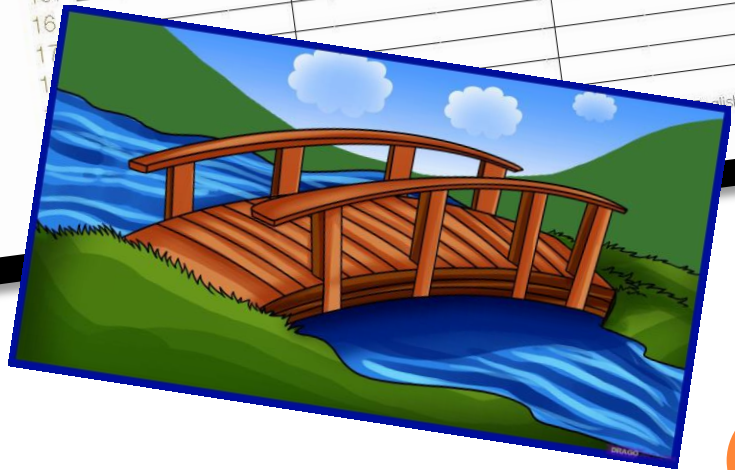
**ACQUAINTANCES & NEIGHBORS:** People you know well and not so well.

	NAME	PHONE # / EMAIL	NOTES / RESULTS
1.			
2.			
3.			
4.			
5.			
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18.			
19.			
20.			



**ACTIVITIES:** List people from all organizations you've been in.

	NAME	PHONE # / EMAIL	NOTES / RESULTS
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
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16.			
17.			



ish - U.S.



# NOW IT'S TIME TO START CONTACTING!

- Word Choices
- Practice makes perfect!
- Start with a NO!
- Blanket Contact vs Personal Contact
- All it takes is ONE good party!
- Celebrate each small step!



# MAKING NEW CONTACTS!

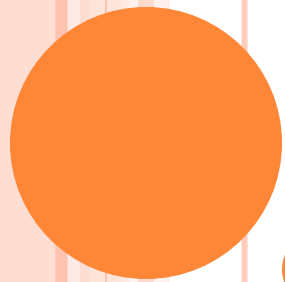
- Customer service calls
- Thank you calls to vendor event leads
- Ask 20 people a question about TW
  - What is your favorite piece of TW?
  - When was the last time you attended a TW party?
  - What is your favorite memory associated with TW?
- Do a survey
- Hold an open house



## WORDS CHOICES...

- Fun, Food and FREE
- I'm looking for the first three people to say yes to my free Tupperware! (GREAT class I took with Melanie Parker!! How to Book Parties without being PUSHY!
- <http://instantteleseminar.com/?eventid=56400906>
- Be sure to download the booklet...it's FULL of great ideas!! YOU NEED TO DO THIS IF YOU ARE WORRIED ABOUT OR STRUGGLING WITH DATING PARTIES!





**PARTIES ARE THE ANSWER!**

**If you're going to do it, do it right!**

# FOUR KINDS OF PARTIES....

- Home party
- Catalog party
- Online party
- TupperConnect party





# THE HOME PARTY

WORK SMARTER, NOT HARDER!

- You have an audience
- It's a physical get-together
- You demonstrate products, find new hosts, find new team members
- Customers and hosts can meet you
- Relationships are formed
- It can happen anywhere with any number of people
- Most efficient & effective way to build your business
- You build confidence!



# CATALOG PARTY (BOOK PARTY, GHOST PARTY...)



- Consultant gives host a packet and host collects orders
- Good for padding your sales – adding “gravy”
- Good to use with past hosts and customers during push periods
- NOT GOOD to build your business, especially if you are new
- No customers are met, no products are demonstrated, no relationships are build, no future business is generated.
- A home party, even with a few guests, will give much better results! (90% of the time)
- Consider a “Half & Half” party – your host collects orders and then you do a mini party at her home or office to collect the orders.



# ONLINE PARTY

- You must have a PLUS or GOLD website (online store)
- Host can set it up with no assistance from you
- SYSTEM sets ending date 14 days after it's opened.  
NO flexibility.
- After 14 days, SYSTEM sends host an e-Certificate for 10% of her sales
  - \$200 minimum sales requirement
  - No other gifts
  - Go to your own website as a customer and click on "Be a Host" at the top of the page. You can read ALL about it and know what your potential hosts see.



# TUPPERCONNECT™



- TupperConnect™ Party features are here to **enhance** the HOME party experience, not replace it.
- This option is the marriage of the HOME party and online orders.
  - Host can invite out-of-towners
  - Those who can't attend can still shop
  - Take advantage of Double sale brochures
  - Host must have \$175 in regular party orders submitted by you through your My Sales inner office for online orders to connect. If you cannot do this, then have your host set up an ONLINE party and coach her to the minimum requirement of \$200. Remember, TupperConnect is meant to ENHANCE a home party.



## Subject: Catalog parties...are they worth it?

True story...

A consultant, excited about the new line of product and some company specials, sends an email to her customers to let them know that she'd love to send them a catalog if they'd enjoy receiving one. One of her customers responds that she is very excited to see the new line and that she'd like to receive free product by hosting a catalog party.

Although the customer does not live far away, inclement weather plays a role and the consultant opts to mail out several catalogs and stay in touch with the customer via email.

Several weeks thereafter, a very discouraged customer/catalog hostess emails the consultant back telling her that she's gotten no orders and that her friends aren't excited about the product or the tax and shipping charges. They tell her they are sure they can get comparable product in a retail venue. The consultant (now also very discouraged), emails her up-line for advice as to how to handle the situation.

# What went wrong?



# 10 TIPS TO MAXIMIZE A CATALOG PARTY

1. **Set a closing date.** Ask her to invite 2-3 friends over when you collect the orders. (Half & Half party)
2. **Coach your hostess** to “share” the catalog amongst friends. (not just drop it off)
3. **Offer to mail catalogs** to long distance family and friends. Let your hostess know you usually do follow up calls to explain product to these people as well. She should make an initial call to be sure they are interested first!
4. **Be sure your hostess knows** how to complete your order forms and properly add up orders including tax, shipping & handling and forms of payment.
5. **Don't assume your hostess will know what to say...**help her with scripts for talking to her friends. Point out sale items and purchase with purchase offers.....



- 6) **Consider leaving your hostess a small sampling of product** to show her friends while circulating catalogs.
- 7) **Mini demo your products** to the hostess before she begins to collect orders to build her enthusiasm and help her know what to say.
- 8) **Goal set** with your hostess.
- 9) **RECRUIT YOUR HOSTESS**...anyone who is a successful catalog hostess should absolutely positively become a consultant. After all, she is really doing YOUR job, isn't she? Let her know that if she would like to join you as a consultant on your team, she can use this first catalog party as a great way to get her business off to a fast start.
- 10) **ASK, ASK, ASK...how did she do it?** When you have a catalog hostess who really does a great job; ask her what she did to make her show a success. This information is invaluable in training team members and in coaching your next catalog hostess! ( *Pssst...we'll let you in on a secret...it's how WE get some of OUR best tips!*)





# TIPS TO MAXIMIZE A HOME PARTY

- **Goal set with yourself**– what RESULTS do YOU want from your party?
- **Goal set with your host**
- **Build attendance**
  - Who to invite – FRANK
  - Double Host?
  - How to invite (CALL – SEND – CALL)
  - Facebook Event
  - TupperConnect
  - Bargain Bag – 10 or more in attendance



- **Outside Orders**
  - Set a specific goal with a gift
  - Check in regularly
  - Make sure she knows how to do it
- **Maximize your Demo**
  - Sell in sets
  - Facts tell; stories sell
- **Don't leave anything out**
  - Dating bids – ASK everyone!
  - Recruiting bids – “Ask me questions game”
- **Be professional**
  - Show up on time
  - Dress appropriately
  - Would YOU want to do a party with YOU?
- **Communication**
  - Send a Thank you note
  - Build a relationship



**Most importantly,  
IT'S A PARTY...HAVE FUN!**



# IT'S A FORMULA THAT WORKS EVERY TIME!

- Number of Orders x Amount of Orders = Party Total
- 10 outside orders     \$350
- 10 party orders                     \$650
- \$1000 party
  - \$250 in profit for you
  - \$220+ in FREE for your host
    - Half price items
    - Host bonus offers



# THEME PARTIES = FUN!

- Could be around a product - Date Me!
- Could be around a season – Summer time Fun!
- Could be around the attendees – Girls Night Out!
- Could be ANYTHING! It's a PARTY...have fun!
- There are lots of themed parties posted in our FB Group. Download them and save them to your computer for future reference. Choose a couple and find some FUN people to get FREE TW!

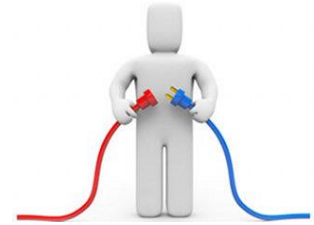


# SO NOW IT'S UP TO YOU!

- Make your plan
- Make your list
- Make connections
- Make it happen!
- NEED HELP?
  - ASK your Manager, ask ME!
  - Make an “ASK” of yourself 😊



# WHAT'S NEXT?



- Start your list
- Post one of your aha's on our Zenith facebook wall – encourage others

