

Customer Update Call Script

"Hi _____, this is _____ with Tupperware. I'm making some Customer Courtesy Calls and I came across your name. I'd love to tell you about some of the fabulous offers we have going on right now, do you have a minute?"

NO "When would be a better time to call you back?"

YES "Great! Well _____, I'd like to share with you what I feel is one of our best offers. Just for having a few of your friends together, you can earn more than \$150 in Tupperware absolutely FREE! We even have a brand new consumable product line that is just being released to the public. Have I peaked your interest?"

YES "Great! I've only got a few dates still available, let's hope one of them will work for you! I've got _____ or _____. Which one works best for you? Great! I will get a host packet out to you right away and you start working on a guest list. _____, I'm so excited to help you qualify for all of the great Host offers this month!*"

NO "Well then _____, perhaps I could interest you in taking a catalog and showing it off to your friends. If any of them are interested in ordering, I would happy to give you a gift in exchange for their order."

NO "Well then _____, I have one quick question before I let you go. Tupperware has just started a referral program that helps you earn free Tupperware. Would you like to hear about it quickly?"

YES Our referral program helps to earn you Free Tupperware when you refer your contacts to me. For instance, when three of your contacts place an order with me, you will receive a Free Gift from me valued at \$15.00. If you or any of your contacts schedule a Tupperware event with me, you will receive a Free Gift from me valued at \$30.00. The most valuable referral gift comes from referring someone you know who may be interested in earning some extra money, we're hiring in your area right now. So when you or one of your friends were to decide to try Tupperware either full-time or part-time, you will receive a Free Gift from me valued at \$50.00 ! If you wouldn't mind grabbing a quick piece of paper, I have 4 things for you to jot down.

1. Income potential = holding 1 average party per week is about \$600 per month
2. Flexibility = you decide when and how many parties you wish to hold each week
3. Perks and Benefits = Perks are fun things like jewelry, trips, a personal discount, etc. Benefits are serious things like health insurance, dental, vision, 401K, etc.
4. Investment and Start Up = \$130 business or \$80 business, We get your business started with and for you through a 'Going Into Business' event.

I would appreciate it if you would pass along this information to anyone you know.

NO Before I let you go, are you interested in continuing to be updated? How often?"

NO "Thank you for your time & please file my name & number in your phone book under "T" for Tupperware & call me if there is ever anything I can do for you."