

THE AMAZING TUPPERWARE OPPORTUNITY

7 Steps to Recruiting

1. Build rapport (warm greeting, sincere compliment).
2. Ask and listen (talk 10%, listen 90%).
3. Speak to the right WHY. What does *she* want/need?
4. Make a connection. Relate a personal story.
5. Share the facts.
6. Extend the invitation. Close.
7. Follow up! Invite to the next function.

Name _____

Address _____

Phone _____ Cell _____

Email _____

Other Info _____

CLOSE THE INTERVIEW

Mini closes:
How does that sound?
Would that work for you?
How do you think Tupperware would fill your need of _____?
On a scale of 1-10, what is your level of interest?
How soon would you like to start earning money?
If you decide to try Tupperware, which kit would you choose? Would you pay cash, check, or money order?
Which interest your most - hosting a party for free gifts or to start a new income-producing business?
End with...
Based on everything you've shared with me, I think you'd find Tupperware a perfect fit! Why don't we get you started?
If needed...
When will you have time to talk with husband (or think it

7 QUESTIONS...ASK & LISTEN!

1. Tell me why you agreed to talk with me today? Or What interested you about checking into Tupperware?
2. Tell me about yourself and your family?
3. Jobs? Hobbies? Clubs or organizations?
4. How do you think a home based-business would fit with your family?
5. If Tupperware could make a dream come true for your family, what would that wish be?
6. How much time per week do you feel you can put into a business?
7. How much would you like to earn in that number of hours?

TUPPERWARE QUICK FACTS
(Just give the basics! Relate the benefits to the needs)

1. Just 8-10 hours per week (2 parties) = \$1,100 monthly
2. 25-35% discount on personal purchases
3. 25-35% commission on sales
4. Rewards for sharing with others
5. Free training and support
6. Advancement opportunities
7. Prizes, free products, bonus, and trips
8. Opportunity for \$350 vehicle allowance and free vehicle
9. FUN! FINANCIAL FREEDOM! FLEXIBILITY!

GO FIGURE!

2 parties per week = 8 parties
8 parties x \$450 party average = \$3600
25% commission = \$900 plus ...
10% personal volume bonus = \$360
\$1260 profit per month

JUST THE FACTS!

How much can I make? 25-25%
How much time does it take? You choose!
How much does it cost? \$79.99 or \$119.99
Support? Tally, team meeting, magazine, success class, weekly newsletter, website, email, phone
Getting started? Order kit, plan GO, make Circle of 60 list,