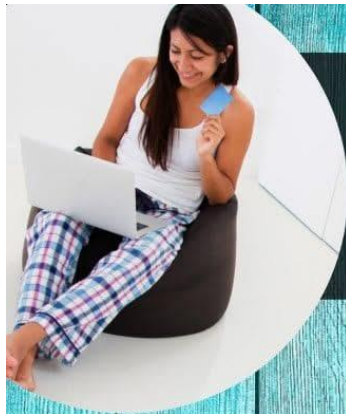




Helpful Information About Hosting a Tupperware Party

Are you excited about a customer special or item on sale. These cannot be claimed with hostess rewards. Plan to order these on your party. Anything you order does counts towards your party rewards and can ship with your hostess rewards.

To maximize your rewards you'll want 2 people to book their own party from your party. Check out the rewards sheet to see what great rewards you can claim!

Start thinking about what you want for your free & half price items. It's fun to build your wish list. We will want to close the party out on time so that your party guests orders can ship out.

Remember the more you engage with your party guests the more fun everyone has , which in turn creates more orders for your party .

Sometimes our word choices make all the difference... GIVE THIS A TRY with your parties! 😊

Tupper Tip from the TOP

I wanted to make sure everyone could see this wording. When closing out a party, send this message to every person who says yes or maybe in your parties and get extra sales AND more parties. Here is the wording she uses:

Hi ____! Thanks so much for joining (host name) online Tupperware party! I am closing her party out today. Would you like to see the catalog links? She can earn some free and half off Tupperware! Any order big or small helps! You can also help by booking a fun party of your own because she needs 2 friends to book a party for her to earn maximum rewards. 😊



Another tip: friend request all the guests and if you need help messaging those that aren't seeing your messages, ask your host to help send messages too.

How many parties do you want this month? How many do you need to meet your goal? Different people have different goals, but no matter what your goal is, it's just a dream without a plan and WORKING that plan.

Today's task is to literally - BOOK UP! Remember to book in close first, so you have parties immediately. If you book 6 parties but they're all for the last week of the month, that won't help you NOW. Start sending messages, texts, emails, snail mail (people like things that aren't a bill) and book today! Comment below with 2 things:

- 1) How many parties every week do you WANT to have this month?
- 2) How many parties you're working on booking TODAY

There are several scripts below (make sure you read them as some are for more specific circumstances than others) as well for you to use as a guide.

Let us know as you book parties as well so we can cheer with you!

👉 Hey Sue! Would you consider hosting a super simple online Tupperware party with me? I literally do everything except invite your guests 😊 I love to spoil my hosts, so you get free thank you gifts no matter what happens!

👉 Hi, Sue! I just started selling Tupperware and I'm doing it through Facebook parties! They're super easy and fun. They run for 3-5 days and each day I post a game, product info and sales, and recipes you and your friends will enjoy. Then you get the host benefits.

😊 I set it up and run it, and all you have to do is invite your friends (takes about 5 minutes). My next opening is (date options) Are you interested? 😊

👉 Hi Sue! You probably know this already, but I sell Tupperware through Facebook parties! They're super easy and fun. They run for 3-5 days and each day I post a game where you and your friends can play to win prizes and then you get the host benefits!

😊 I set it up and run it, and all you need to do is invite your friends (takes about 5 minutes). My next opening is (date options). Are you interested? 😊

👉 Hi Sue! I realized I've never asked you this, and I don't want you to miss out! I've been enjoying learning how to run Facebook Tupperware parties since I signed up. They're very easy and fun. They run for 3-5 days and each day I post a game, product info and sales, and recipes you and your friends will enjoy Then you get the host benefits! 😊 I set it up and run it. All you need to do is invite your friends (takes about 5 minutes). My next opening is (date options). Are you interested? 😊

Wording for past hosts (who had a party 6 months ago or more)

👉 Hi Sue! I hope you've been doing well! I'm doing a Host Appreciation right now which means you can get a bonus surprise gift from me for hosting another qualifying party! Now is such a great time because our sales flyer includes some great specials this month! What do you think? Would you like to host a party (date options) 😊

👉 Hi Sue! I hope you've been doing well! I'm so glad you decided not to host a party before, because now is a much better time!! This is such a great time because we have new sales flyers and a brand-new catalog, which means great host benefits for you! What do you think? Would you like to host a party (DATE OPTIONS) 😊

Wording for people who canceled their party or never invited friends

👉 Hi Sue! I hope you've been doing well! I was thinking about the last party you hosted, and I know it didn't work out well, but I had an idea of why that might be. I've noticed with my other parties that they have a lot more people playing the games and placing orders when more people have been invited. So, I looked back at your party, and I noticed you invited friends to



your party. What do you think about trying again and inviting more? I think it could make a huge difference! 😊 Now is such a great time because we have a brand-new catalog, which means great host benefits for you! What do you think? Would you like to host a party (DATE OPTIONS)? 😊

PARTIES DRIED UP?

DROP A GIF IN A FACEBOOK GROUP - without violating Social media rules! ;) This is a GREAT way to move your business away from your friends and family!

If you've already used the drop a GIF post on your personal page and you want to do one in a BST (Buy Sell Trade) group. Here's a version of it that doesn't use the word Tupperware and the picture (since it's a cartoon pic) isn't technically Tupperware, so it doesn't violate the Social Media rules.

Grab a few pieces of Tupperware that you're willing to give away! Add up the value of the set. (Update your post to reflect the value)

Then you post this in the BST Group with this picture (and be ready with the responses cause you want to be immediate with the responses):

👉 I'm cleaning my office, and I happened upon a little treasure chest of goodies! My business has had a great year and to celebrate I thought it would be fun to do a giveaway. So, I'm going to give away a box of goodies valued at (retail price of your products) free. Drop a GIF to be included. (Note, keep an eye on your inbox - after you drop your GIF...I'll message you to make sure you get on the list & I might fall into your "other" box)

As soon as people drop a gif, send them a private message with the following:

👉 Hey!! I saw you commented with a GIF! 📺 You have 1 ticket in the drawing for that stash of Tupperware! But if you would like to get 50 tickets in the drawing, simply agree to host a fun Facebook party with me starting this week. What do you think?

If you get too many parties for this week - then you change that last line from this week to "next week."

Do NOT use the word Tupperware ANYWHERE in the BST post or the comments. ONLY say this in the PM. Reply directly to them about it in a direct message and then after you've sent the person a direct message; reply to their "GIF" and say "I just sent you a message, you might want to check your "other" box on FB since we're not friends."



BOOKING IN CLOSE

This is HUGE! When you book a party, you want to get it in as quickly as you can. If you use words like, "When do you want to have your party?" then people will choose far away dates, and statistics show that if it's not booked in the next 3 weeks, it will cancel. Think about it this way:

When you book a party in week 1, and book two parties off it for week two, the month is only half over, and you already have 3 parties. Now say, you book 2 off each of those two parties for week 3. Now you've had 7 parties within 3 weeks. Then, if you book 2 parties off each of those for week 4, you've had a total of 15 parties in one month, and it all started with one party in week 1! Better yet - you start recruiting your hosts, which means those parties (plus more) will be happening on your team, so you're not actually running 8 parties in one week (unless you want to).

Now let's look at the flip side. Let's say you have a party in week one and book two parties. But you ask them when they want to book, and they choose 2-3 months out.

Then that means you had one party this month from that party line, whereas the person who booked in close had 15. Do you see the difference? Do you see the dollars made versus not made? When peoples' businesses aren't moving as fast as they want to, this is always my first go to. Because if you're not booking in close, you're not moving as quickly as you could.

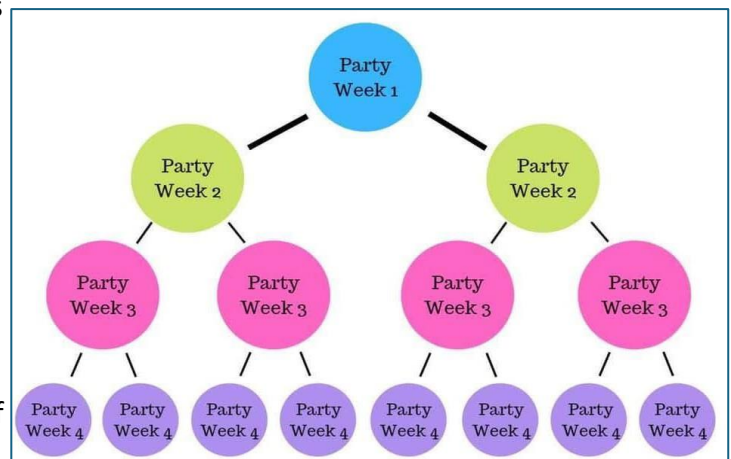
WORDS TO USE

When you are ready to book a party, use words like this:

👉 Fantastic! I have (date) open. Does that work?

👉 If they say no, then say this: That's okay! I also have an opening from (alternate date) Does that work?

The difference here is you're in control of your schedule, whereas just asking them when they want to party makes them in control. It's your business - so be in control of when you book your parties. You can do it!



Because we give hosts SO MUCH TUPPERWARE < free and half price, you should NEVER ASK THEM TO HAVE A PARTY FOR YOU... YOU SHOULD OFFER TO HAVE A PARTY FOR THEM!!! They benefit HUGE! Be proud of that!!

HOW DO YOU ASK SOMEONE TO HOLD A PARTY FOR YOU?

👉 Hi, I hope you are doing well. I am looking for some fun folks to give free Tupperware by hosting an online Tupperware party. I wanted to see if you would be interested. It would be on FB (unless you would like a home party) and would run for 3-5 days. I make no more than 6 posts a day. I would set it up and run it and you would just invite your friends. You can earn free and half price Tupperware!

👉 Thank you so much for your order! Would you like to have your own party with your friends to earn free Tupperware?

👉 Hi _! Just wanted to check in and see if you'd like to book a Tupperware party this month? We have some amazing sales going on 😊

👉 Hi _! I'm looking for people who want some free Tupperware! Would you like to have an online party with your friends to earn some?

👉 Hi _! I hope you're doing well 😊 I was just checking in to see if you'd be interested in a Tupperware party ____? We have an exciting sale coming up on that should be popular with guests 😊 Let me know if we can pick a date!

👉 Hey!! I've been given a challenge, and it will actually benefit you! I have been challenged to date 3 Facebook or home parties in 24 hours! Would you be willing to get free Tupperware by hosting a party?! There is a gift for you just for saying yes!

👉 Hey there _____. I have a quick question, kind of a favor from me to you. As you probably know, I started the Tupperware adventure, and it is fun. I was lucky enough to join one of the top teams in the United States and the women I've met have been inspirational & it's been so much fun. That's where you come in... I was hoping that I could shower you with presents to help me get back up and restarted. I need to book a couple of parties. Any chance I would be able to shower you with these free gifts?

HOW DO YOU ASK SOMEONE TO HOLD A PARTY FOR YOU?



GIF engagement ideas

Here is a list of .gif ideas you can use to encourage engagement in your party! You can post these with a fun image... or even add it to an image!

1. Describe your day using a GIF
2. Share how you feel about the weekend using a GIF
3. Describe yourself using a GIF
4. Using a GIF, who is your celebrity crush?
5. Search your name in the GIF bar and share what pops up
6. Search your birth year in the GIF bar and share what pops up
7. Share how you feel about pumpkin spice (candy corn etc.) using a GIF
8. Using a GIF, share your favorite food
9. Using a GIF, share your favorite movie of all time
10. Describe your personality using a GIF
11. What TV shows have you seen every episode of? Respond only using a GIF
12. Using a GIF, how do you feel about your current job?
13. Type your husband's name in the GIF bar and share the first one that pops up
14. Using a GIF share how you feel about your in-laws
15. Share how you feel about Mondays using a GIF
16. If you won the lottery, using a GIF, share what you would do first with the money
17. Using a GIF, share what your first concert was
18. Share your favorite dessert using a GIF
19. Using only a GIF, share what type of mom you are
20. Post a GIF of your woman/man crush
21. Leave a GIF comment about your day
22. Using a GIF, tell me what you do for a living
23. Using a GIF, share what you had for dinner last night
24. Dance party! Leave your favorite dance party GIF!
25. Share a GIF that describes how you feel about Halloween (Thanksgiving, Christmas, etc.)
26. Describe your first date with your significant other using a GIF

27. Type your child's name into the GIF search bar and post the first one that pops up
28. Type the state you are from into the GIF search bar and post the first one that pops up
29. We are going on a vacation! The plane leaves in an hour. Using a GIF share where are we going?
30. You can only pick one thing to do this summer. Using a GIF, what would it be?
31. Using only a GIF, describe how clean your home is right now
32. Post a GIF that describes your Saturday night
33. Post the most outrageous GIF you can find
34. Share a GIF that describes how you feel after your first sip of coffee
35. What movie has everyone else seen but you, answer in a GIF
36. What is your least favorite household chore? Answer with a GIF!
37. Using a GIF, what is 1 thing on your bucket list?
38. Describe the weather where you are at using a GIF
39. Using a GIF, share 1 thing you miss doing before having kids
40. Using a GIF, describe your high school self
41. Describe your morning using a GIF
42. Describe dinnertime for your family using a GIF
43. With a GIF, describe how you feel about grocery shopping
44. With a GIF, describe what your go-to guilty pleasure is
45. Which NFL team do you root for? Show in the comments with a GIF
46. Sharing a GIF, describe your morning routine
47. Using a GIF, what is your dream car?
48. With a GIF, share a struggle that kids today will never know
49. You are stuck in an elevator with a famous person. Who would you pick to be stuck with? Answer with a GIF
50. If you had to be trapped in a tv show for a month, which show would you choose? Answer with a GIF.

Need to revive a dud party? If you send this message to EVERYONE who clicked GOING, Maybe... or joined the group... then SOMEONE will order. Promise!

Hi there! 😊 Thank you for joining __'s online Tupperware party! I am closing her party out first thing in the morning and I wanted to check in to see if you needed anything. 😊 We didn't want you to be left out! 😊 You can order online using this link: _____. She is literally a tiny-bit shy of earning free Tupperware... so any little order helps!

SALES STATISTICS

48% OF SALES PEOPLE NEVER FOLLOW UP WITH A PROSPECT
25% OF SALES PEOPLE MAKE A SECOND CONTACT AND STOP
12% OF SALES PEOPLE ONLY MAKE THREE CONTACTS AND STOP
ONLY 10% OF SALES PEOPLE MAKE MORE THAN THREE CONTACTS
2% OF SALES ARE MADE ON THE FIRST CONTACT
3% OF SALES ARE MADE ON THE SECOND CONTACT
5% OF SALES ARE MADE ON THE THIRD CONTACT
10% OF SALES ARE MADE ON THE FORTH CONTACT
80% OF SALES ARE MADE ON THE FIFTH TO TWELFTH CONTACT

Source: National Sales Executive Association