

## **\* PRESENTATION OUTLINE \***

### **Welcome – Introduction.**

#### **Introduce Guests.**

- \*How do you know the host.
- \*Favorite piece of Tupperware.

#### **Introduce the Let's Make a Deal Game.**

- \*Monty Hall offered money for items in purses; the winner chose between doors 1, 2, and 3.
- \*You are playing for envelopes 1, 2, 3.

#### **3 ways to get points.**

- \*Items in your Purse (pocket or car)
- \*Answering a Question
- \*Asking a Question

#### **Start Marking Card for points.**

- \*500 points for being on time (5 checkmarks)
- \*500 points for bringing a guest (or being a guest)
- \*go through list/100 points (1 checkmark) for each item

#### **Give Gifts (if applicable)**

- \* Host      \*Guests
- \*any special helpers

#### **Why Join Tupperware/Testimonial**

##### **I-Story**

- \*25% commission
- \*Low start up cost --
- \$99 kit and supplies for first couple parties.
- \*Flexible schedule      \*Be your own boss
- \*Great for full time / part time / 'Tupperholic'
- Average party is \$500 / \$125 per party
- \*Trips/Cars/Bonuses

### **Turn Card Over and Answer 7 Quick Questions (100 pts each)**

1. What did you hear that you liked most about my job?
2. Have you ever thought of doing direct sales?
3. If you had an extra \$300-\$500 a month, could you spend it?
4. What would you spend it on?
5. On a scale of 1-10 .... 1 means "never" ....10 means "sign me up"  
How would you rate yourself re the possibility of joining our business
6. Would you be willing to set up a time to hear more about the Tupperware opportunity?
7. If your host decided to give Tupperware a try would you be willing to host a Tupperware party for her?

### **Briefly explain special offers available for attending the party – attendance special, purchase-with-purchase**

#### **Product Demonstration**

##### **Rock 'N Serve**

- \*Freezer to Microwave to Table to Dishwasher
- \*Rock vents/lids remain on      \*handles stay cool
- \*raised feet, rounded corner for thorough heating and even freezing
- \*stain resistant      \*strength/ plastic used in bullet proof vests and airplane windows      \*cut resistant finish on the bottom
- \*clear plastic makes contents easy to identify

##### **\*Ask for Testimonials**

##### **Fridge Smart**

- \*Ask what people throw away.
- \*Moisture and wrong amount of air make produce go bad
- \*vents control proper amount of airflow (chart comes with product)
- \*ridges collect water (away from the produce)
- \*keeps fresh 2-3 times longer (walk the seals)
- \*do not wash produce before storing      \*take crisper drawers out
- \*give examples of size of containers with types of food for each

##### **\*Ask for Testimonials**

### **Modular Mats**

- \*Stackable (look at picture in book; do the 'math')
- \*Saves 30% - 50% space (due to air in packaging)
- \*keeps food fresh up to a year \*keeps bugs out
- \*clear for ease of seeing product and creating shopping list
- \*available in several shapes/continue to stack together.

Bold Blue or Passion Red seal choice

\*Custom Kitchen Planning

**\*Ask for Testimonials**

### **Pass the dating bowl**

- \*Briefly demonstrate items containing a party – midget, shape-o-ball keychain, scoop magnet etc.
- \*explain the 4 slips contained in the gadgets before drawing
- \*let them know the new dating must occur within 3 weeks
  - \*wait to open items together
  - \*add up total points for game

### **Let's Make a Deal Prize.**

- \*Those with 3 highest points select an envelope (perform tie breaker if needed)
- \*present prizes

**13. Congratulate by name those who drew and got a party. Discuss Double Host option.**

**Explain order form and shipping to host saves money.**

**Party plan future hosts and pencil in a date while guests begin to write out their orders.**

### **Purse Game**

(Choose 10-15 items per game)

STAMPS	BOTTLE OPENER
ENVELOPE	PAYCHECK/STUB
LOOSE CHANGE	DENTAL FLOSS
TOOTH PICK	TOOTHBRUSH
MATCHES	TOOTHPASTE
EWELRY	SHAMPOO
CAMERA	CALCULATOR
FILM	CALENDAR
PAPER CLIPS	PAGER
RUBBER BAND	CELL PHONE
BUSINESS CARD (not your own)	
BATTERY	COMB
COUPONS	ADDRESS BOOK
CRAYONS	FLASHLIGHT
WIPES	BUTTON
STUB FROM MOVIE, BALL GAME, CONCERT	
DECK OF CARDS	LIBRARY CARD
PIECE OF GUM (not chewed)	INSURANCE CARD
LIFE SAVER	GIFT CERTIFICATE
BREATH MINT	KEYS
DRIVER'S LICENSE:	
(within 10 lbs. of the weight on your license – 500 pts.)	
(organ donor – 500 pts.)	
HIGHLIGHTER	LOTION
POST-IT NOTE	KLEENEX (can be used)
NAIL FILE OR CLIPPER	SCISSORS
COUGH DROP	TAPE MEASURE
HAIRBRUSH	SEWING KIT
VISA MASTERCARD DISCOVER	
(credit cards TW accepts for order)	
EYEGLASSES	
ROLAIDS/TUMS	SCREWDRIVER
FREQUENT BUYER CARD	
PHOTOGRAPHS	TUPPERWARE (500 pts.)