



Workbook: Dream Big and Plan for Success

Manager Introductions

- Name
- Length of time in Tupperware
- What your life was like before Tupperware and how Tupperware has changed you and your life

The goal of this lesson is to:

Provide you with a process to reflect on your dream and put it in terms of business goals with a plan of action and weekly activities to achieve the plan by putting into practice Habit 1: Dream Big and Plan for Success.

By the end of this lesson, you will be able to:

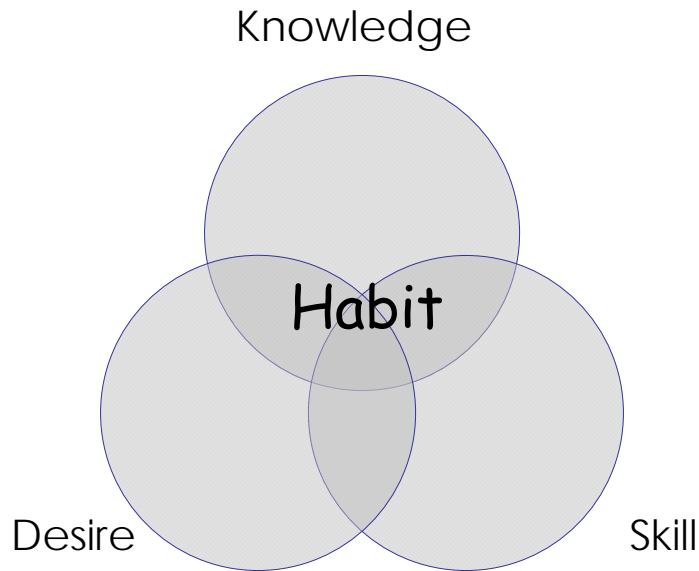
- List the 5 Habits of Highly Successful Tupperware Managers
- Equate the 21 Manager Success Activities to the 5 Habits
- Recognize the importance of having dreams
- Turn your dream into business goals using the SMART goal-setting model
- Create monthly and weekly action plans to achieve your goals.

Positive Habits Lead to Success:

An example of a positive habit I've formed in my personal life is. . .

Forming this personal habit was important to me because. . .

The steps I took to make this behavior a habit was. . .



The 5 Habits of Highly Successful Managers:

Leadership Roles

Habit #1: Dream Big & Plan for Success _____ and _____

Habit #2: Lead the Way _____

Habit #3: Share the Opportunity _____

Habit #4: Build the People _____

Habit #5: Inspire New Leaders _____



The 5 Habits of Highly Successful Managers

1. Dream Big and Plan for Success
2. Lead the Way
3. Share the Opportunity
4. Build the People
5. Inspire New Leaders

21 Manager Success Activities: A successful Manager. . .

1. Holds 3-5 parties each week.
2. Conducts 5 Opportunity Interviews weekly.
3. Has at least 3 personal qualified recruits monthly.
4. Makes at least 5 business-building phone calls each day to customers, potential Hosts, Hosts and potential new Consultants.
5. Calls all Consultants at least 1-2 times a week to review their week and upcoming activity.
6. Communicates team activity to upline Director weekly.
7. Asks Consultants for recruit leads and follows up with a one-on-one Opportunity Interview.
8. Holds new Consultant Grand Opening parties.
9. Issues kits to new Consultants.
10. Brings a new or established Consultant to every party for training and re-training.
11. Trains Consultants on dating, party planning, party demonstrations, ordering and recruiting and ensures that they are attending the training classes available to them.
12. Fosters a sense of teamwork among all the Consultants on the team.
13. Sets team goals and consistently strives for the next step on the career path.
14. Creates a monthly and a weekly plan along with daily to-do lists for growing the business.
15. Actively participates in team meetings, training classes and Manager Meetings.
16. Dresses for success when dating, holding parties, making deliveries and attending Tupperware functions.
17. Knows the current programs and promotions.
18. Improves business skills through observation with Director, field practice and attendance at training classes.
19. Has at least 1 Managers-in-Training at all times.
20. Attends all team, leadership, organization and Tupperware-sponsored meetings and events.
21. Is loyal to Tupperware, the Director, and the product.

Habit #



My Dream Worksheet

Your dream determines your goals...your goals map out your actions...your actions create results...and the results bring you success. EVERYTHING STARTS WITH YOUR DREAM!

Dreams fall into 4 categories. Ask yourself... "what would I dream of if I knew I couldn't fail?" Dream big and make a list of everything you can think of in these areas.

| | |
|---------------------------------|-----------------------------------|
| What do I want to have? | What would I like to be? |
| What would I like to do? | What would I like to give? |

Now that you know what your dreams are, the next step is to determine the strongest reason why you are in business for yourself. Circle the most urgent dream and then the most important dream. We call this your "why." Write your "why" below:



Steps to Converting Dreams into Goals:

Step 1: Write your goals down.

Step 2: Make your goals specific.

Step 3: Set a target date.

Step 4: Break your goals down.

Step 5: Turn your goals into specific actions.

Step 6: Visualize yourself achieving your goal.

Smart Managers set S.M.A.R.T. Goals:

S: _____

M: _____

A: _____

R: _____

T: _____



A SMART Goal Statement should always include:

Action (**verb**), person/place/thing (**noun**), measurement (**number**) and time (**date**).

Example: **Recruit** (action) **six** (measurement) **Consultants** (person/place/thing) **this month**. (date).

My S.M.A.R.T. Goal:

Smart Managers take action:

Write down at least 3 actions you are going to take to help you reach your goal.



Tips for Planning Your Success:

Use the monthly, weekly and daily planners on the next pages to map your plan and where you will spend your time as a Tupperware Manager. When planning your time, you'll want to:

Create a "typical" monthly calendar with regular activities. You'll want to:

- Block time for business-related meetings such as Team Meetings, Rallies and classes, etc. When you're ready, you can add a "team huddle" with your personal team before or after a rally, Team Meeting or class. Ask your Director for tips on holding Team Huddles.
- Block time for any other personal commitment that occurs routinely once a month.
- Create a "typical" weekly calendar with reoccurring activities that will act as your guide. You can use different colored highlighters to show different categories such as yellow for your family, green for parties, pink for recruiting, blue for business building etc. Even if your schedule is a busy one, you can do most activities in 15 minute time segments.
 - First, write in all family, church and social activities and commitments.
 - Next, block time for at least 2-3 parties per week. For example, if it's best for you and your family that you hold parties on Tuesdays, Thursdays and Saturdays, block out those times on the calendar and only offer those times to prospective Hosts. Remember, each highlighted area will yield you over \$100 or more in retained profit toward your goal.
 - Block time for business-building calls such as: customer updates, host coaching, lead follow-up etc.
 - Block time for Opportunity Interviews weekly.
 - Block time to "connect" with your Consultants on the phone to review accomplishments from the prior week, answer questions and review planned activities for the current and upcoming weeks.
 - Block "business hours" for preparing guest folders, party planning packets, order entry, etc.
- Each day spend 15 minutes planning your next day. You can use the Daily Connection Planner to create a "to-do" list with the 5 most important actions you want to accomplish tomorrow, what business areas you'll focus on and who you want to call, your appointments for the day, errands and note cards you wish to write.
- Use your typical monthly, weekly and daily planners as your templates when updating your datebook each month.
- Delegate! Enlist your family members to help you stamp catalogs and order forms, pack orders, create guest folders, etc. If it doesn't take your personality and skills, delegate it!



My Weekly Plan

| | Morning | Afternoon | Evening |
|-----------|---------|-----------|---------|
| Saturday | | | |
| Sunday | | | |
| Monday | | | |
| Tuesday | | | |
| Wednesday | | | |
| Thursday | | | |
| Friday | | | |



My Weekly Plan

| | Morning | Afternoon | Evening |
|-----------|---------|-----------|---------|
| Saturday | | | |
| Sunday | | | |
| Monday | | | |
| Tuesday | | | |
| Wednesday | | | |
| Thursday | | | |
| Friday | | | |



My Monthly Plan

| Saturday | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday |
|----------|--------|--------|---------|-----------|----------|--------|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |



My Monthly Plan

| Saturday | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday |
|----------|--------|--------|---------|-----------|----------|--------|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |



My Daily Connection Planner
5 MOST IMPORTANT THINGS TO DO TODAY

Personal / Family

Tupperware

1. _____
2. _____
3. _____
4. _____
5. _____

1. _____
2. _____
3. _____
4. _____
5. _____

Call My Customers (Follow-up & Service)

Call My Prospective Hosts

1. _____
2. _____
3. _____
4. _____
5. _____

1. _____
2. _____
3. _____
4. _____
5. _____

Call My Hosts (Party Planning/Host Coaching)

Call My Prospective Team Members

1. _____
2. _____
3. _____
4. _____
5. _____

1. _____
2. _____
3. _____
4. _____
5. _____

Call My New Consultants

Call My Business Builders

1. _____
2. _____
3. _____
4. _____
5. _____

1. _____
2. _____
3. _____
4. _____
5. _____

Call My Future Leaders

Call My New Leaders/Leaders

1. _____
2. _____
3. _____
4. _____
5. _____

1. _____
2. _____
3. _____
4. _____
5. _____

DATE: _____

"If my intention is to be _____, then where is my attention?"

"If it is to be, it is up to me!"

| |
|--|
| 7:00 |
| 8:00 |
| 9:00 |
| 10:00 |
| 11:00 |
| 12:00 |
| 1:00 |
| 2:00 |
| 3:00 |
| 4:00 |
| 5:00 |
| 6:00 |
| 7:00 |
| 8:00 |
| 9:00 |
| <u>Errands for the Day</u> |
| |
| |
| <u>Notes to Write (Hosts/Team/Prospects)</u> |
| |
| |



My Daily Connection Planner
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Call My Business Builders

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| |
| |
| <u>Notes to Write (Hosts/Team/Prospects)</u> |
| |
| |



Success Activity

Complete these activities to set the foundation for long-term success as a Tupperware Manager

My Next Career Goal _____ My Target Date _____

1. _____
2. _____
3. _____

| | | |
|--|--|--|
| <p>Share My Dream Worksheet with my Family.</p>  | <p>Offer the opportunity to every guest at the Party.</p> | <p>Set up a time to "connect" with each Consultant weekly to find out where they need my help.</p>  |
| <p>Conduct 2 or more Opportunity Interviews.</p> | <p>Build your personal schedule to 3 or more parties weekly.</p>  | <p>Share my goal with my team!</p> |
| <p>Schedule consistent business hours each week.</p>  | <p>Review my goal and action plan with my Director.</p> | <p>Make 5 business-building phone calls each day.</p>  |

**I attended the
Dream Big & Plan for
Success Workshop**

Please present me with my
Certificate of Achievement

Manager's Signature

Director's Signature

**I scored a Perfect 10
Up Team Parties dated into
the next 2 weeks**

I would like to claim my reward.

Manager's Signature

Director's Signature

**I followed up on a
recruit lead from one of my
Consultants!**

I would like to claim my reward.

Manager's Signature

Director's Signature

**I recruited my 1st new
Team Recruit!**

I would like to claim my reward.

Manager's Signature

Director's Signature



I maximized my royalties with 3 PQRs this month.

I would like to claim my reward.

Manager's Signature

Director's Signature

I brought a recruitable guest to Team Meeting.

I would like to claim my reward.

Manager's Signature

Director's Signature

I called each Consultant after their party to ask for at least two recruit leads.

I would like to claim my reward.

Manager's Signature

Director's Signature

I brought one of my Consultants to my party for training.

I would like to claim my reward.

Manager's Signature

Director's Signature

