



tupperware university

Education and development that takes you by the hand!

Habit #1: Dream Big and Plan for Success

Introductions



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

Learning Objectives



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

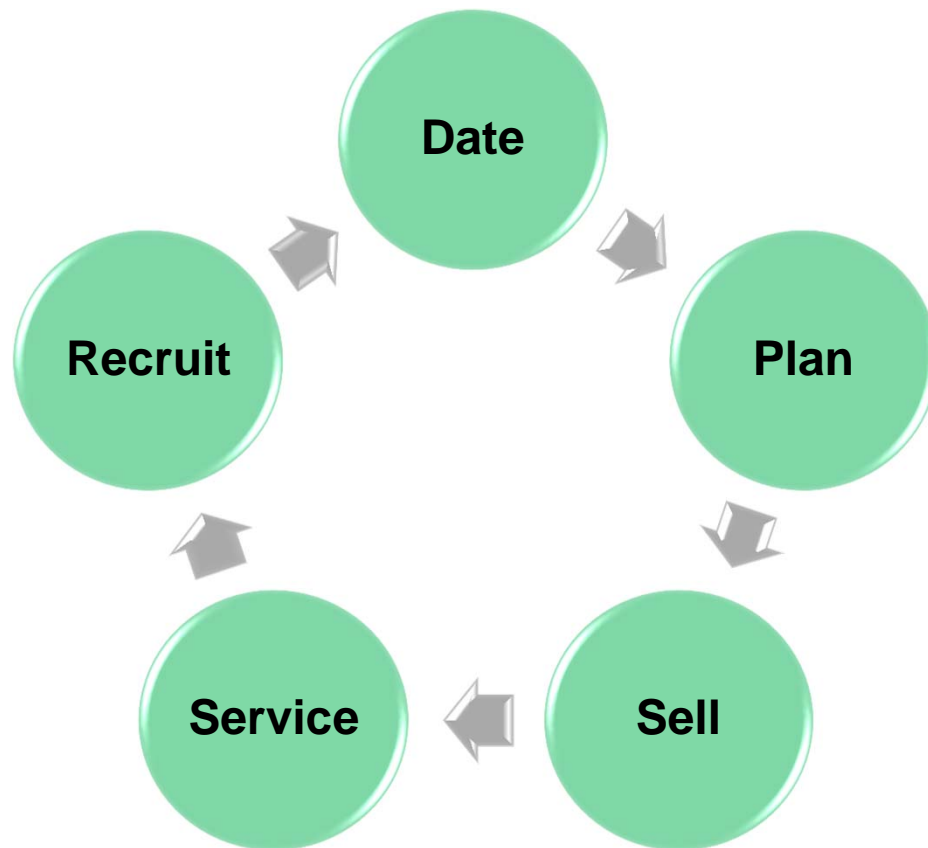


Turn your dream into goals using the SMART goal setting model



Create monthly and weekly action plans to achieve your goals

Consultant Cycle of Success



The role of a Tupperware Consultant is to **date** parties, party **plan** with Hosts, **sell** Tupperware, provide customer service and **recruit**.

Positive Habits Activity



1. Reflect on habits you've formed personally.

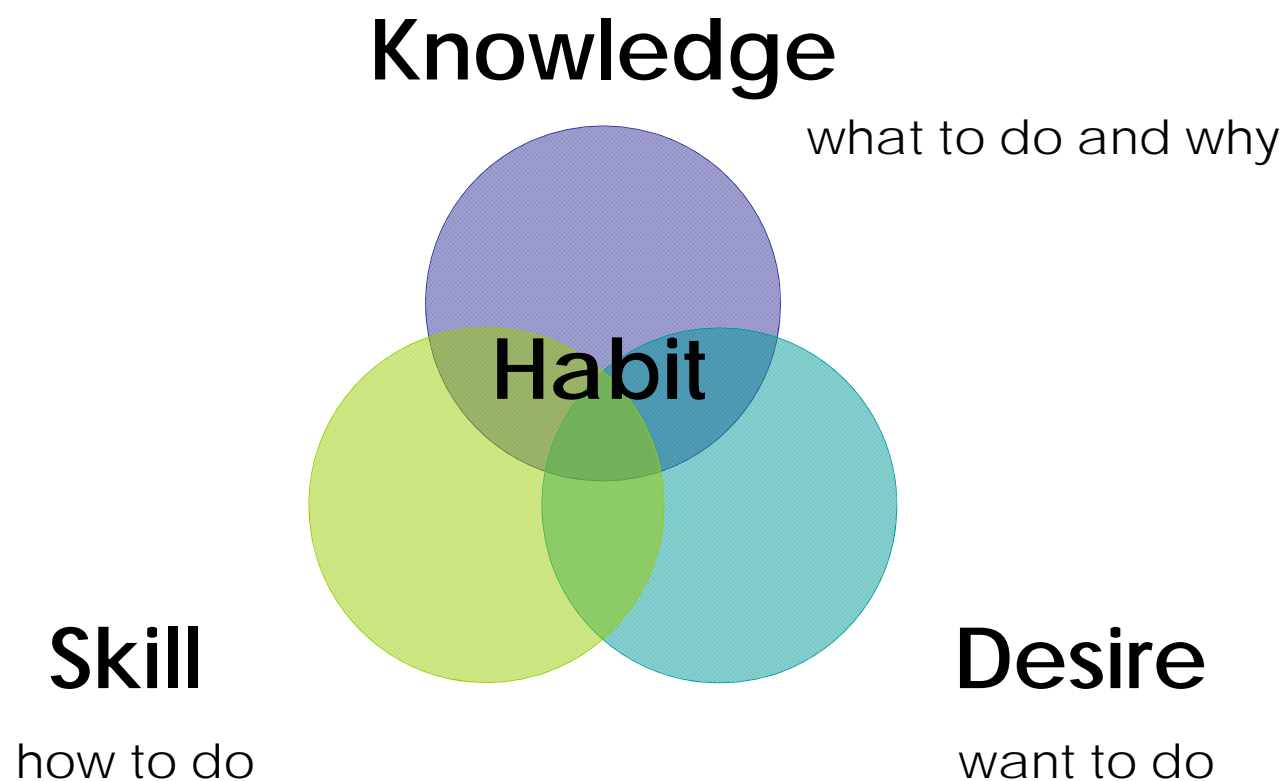


2. Write your answer in your workbook.



3. Share your example.

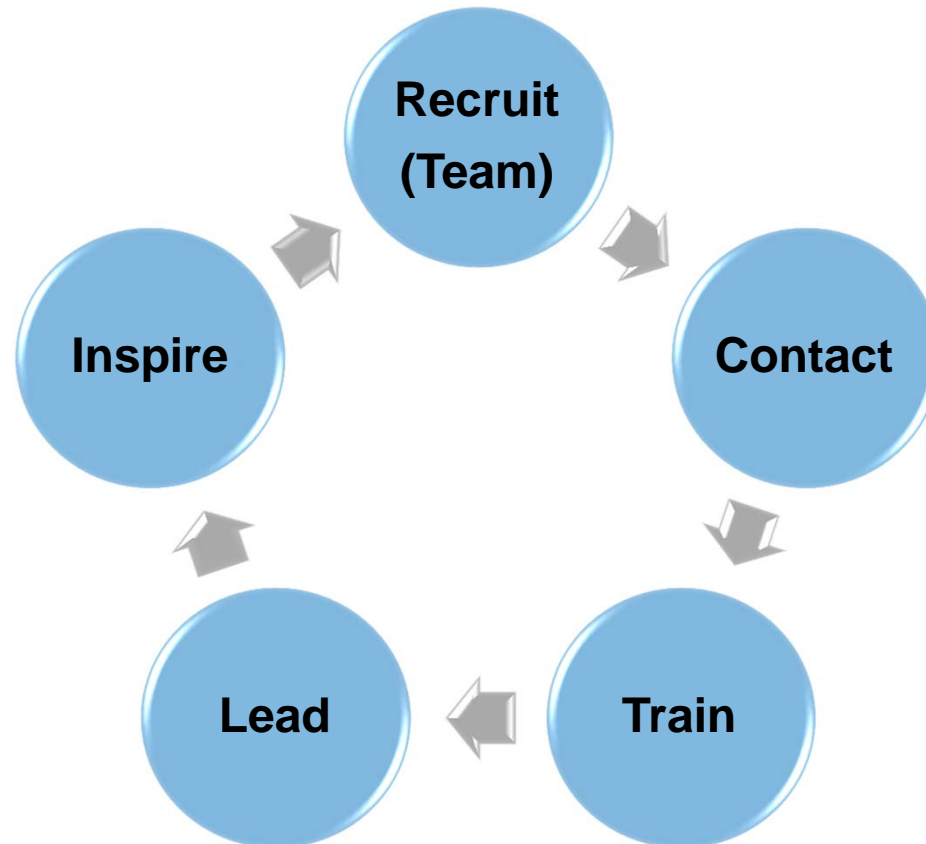
How Habits are Formed



5 Habits of Highly Successful Tupperware Managers



Manager Cycle of Success



Activities and Habits



1. Review the 21 Manager Success Activities.




2. Relate each activity to a Success Habit.



Some activities will relate to more than one habit.




Dream Worksheet Activity

- Reflect on your dreams
- Dream big with no barriers
- Answer the questions on your “My Dream Worksheet” providing at least 3 dreams that you’d like fulfilled in:
 - 3 months
 - 1 year
 - 2-5 years
- **Circle** the most urgent &  most important

My Dream Worksheet



<p>What do I want to have?</p> <p><i>A new car that runs!</i></p> <p><i>More time with my children</i></p> <p><i>Money to pay off credit cards</i></p>	 <p>What do I want to be?</p> <p><i>Stay-at-home mom with kids</i></p>
<p>What would I like to do?</p> <p><i>Take a family vacation</i></p> <p><i>Pay for children's college education</i></p> <p><i>Quit my corporate job</i></p>	<p>What would I like to give?</p> <p><i>Volunteer time at the food bank</i></p> <p><i>Volunteer time at church</i></p> <p><i>Give \$\$\$ to my favorite charity</i></p>



My Why

- The strongest reason you are in business for yourself:

“I want to live a debt-free lifestyle and be in control of my finances and my future.”



Goal Setting Steps

1. Write your goals down
2. Make your goals specific
3. Set a target date
4. Break your goals down
5. Turn goals into specific actions
6. Visualize achieving the goal

SMART Goals



SMART Goal Statement



My goal is to ...

Recruit (verb)

6 (measurement)

Consultants (noun)

this month (date).

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



1. Use your short-term goal to write a goal statement.



2. Check to make sure your goal is “SMART.”



3. Share your goal and your statement.



My Action Plan



1. Ask yourself: “what actions do I need to take to reach my goal?”



2. Write down at least 3 specific actions you will take to reach your goal.



3. Share your goal and your action plan.



Plan Your Monthly Map

- Review your goals
- Add your personal activities that occur monthly
- Add your business activities that occur monthly:
 - Your Director’s Team Meeting
 - Your Manager Team “Huddle”
 - Rally
 - Planning Time

Monthly Planner Example

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	Director Team Meeting Team Huddle					
	Rally				PTO Meeting	
		Band Booster Meeting				Planning Time

Plan your Weekly “Map”

Create a map of all the things you do normally in a week!



- Work smarter / not harder – your party is your office and never walk alone!
- Use highlighters to categorize blocks of time
- Make time for what’s important:
 - Personal/Family Time
 - Upline’s weekly rally/event
 - Personal Parties: 3-4 parties (2 minimum)
 - Personal Business time
 - Recruiting interviews – yours & your team’s
 - Team Talk Time
 - Administration Time (paperwork, finances, etc.)

Categorize Your Time



- Family/Personal Time
- Personal Business Time
- Team Talk Time
- Team "On-the-Go" Activities
- Administration Time

My Weekly Planner

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
7am-9am	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
9am-11am	Yellow	Red	Red	Orange	Orange	Yellow	Yellow
11am-1pm	Yellow	Orange	Red	Red	Red	Yellow	Yellow
1pm-3pm	White	Blue	Yellow	Blue	Yellow	Red	White
3pm-5pm	White	White	Yellow	Green	Orange	White	Red
5pm-7pm	Yellow	Orange	Red	Red	Orange	Green	Blue
7pm-9pm	Yellow	Orange	Green	Green	Green	Yellow	Yellow
	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow

MY DAILY CONNECTION PLAN

5 MOST IMPORTANT THINGS TO DO TODAY

Personal / Family

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

Tupperware

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

Call My Customers (Follow-up & Service)

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

Call My Prospective Hosts

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

Call My Hosts (Party Planning/Host Coaching)

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

Call My Prospective Team Members

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

Call My New Consultants

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

Call My Business Builders

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

Call My Future Leaders

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

Call My New Leaders/Leaders

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

Errands for the Day

Notes to Write (Hosts/Team/Prospects)

Review

- Key points 
- Feedback – what did you learn and how will you apply it to your business?

feedback

Challenge / Action Plan



- Share your dream with your family
- Share your business plan with your Director.
- Share your goal with your team.