



tupperware university

Education and development that takes you by the hand!

# Habit #5: Inspire New Leaders

# Introductions

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- Name
- Length of time in Tupperware
- Who inspired you to become a Manager and what did they do or say to inspire you to reach higher ?

# Learning Objectives



**List the benefits of becoming a Director**



**Understanding your role and responsibilities to support MITs**



**Recognize the importance of stepping Consultants up to Manager**



**List and apply the 6 Steps of Promoting**



**Understand the benefits of promoting for you and the Consultant**



**Understand the steps to enter the DiQ Program**

# 5 Habits of Highly Successful Tupperware Managers

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# Managers Inspire Consultants by ...



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- believing that they can be their best
  - telling others what you see as their strengths
  - offering words of encouragement
  - praising them in front of others
  - guiding them with your knowledge and experience
  - painting the vision of the benefits of the Tupperware Opportunity



# Why step up to Director?

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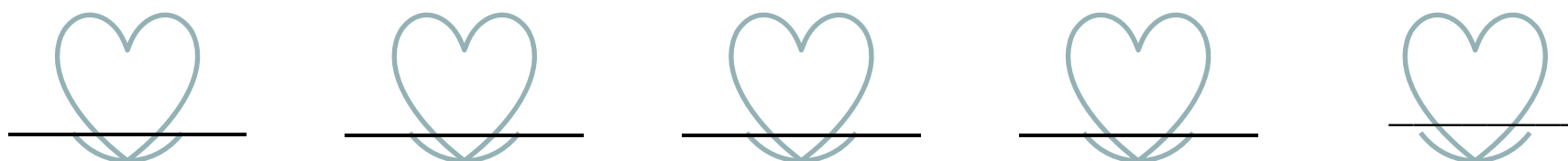
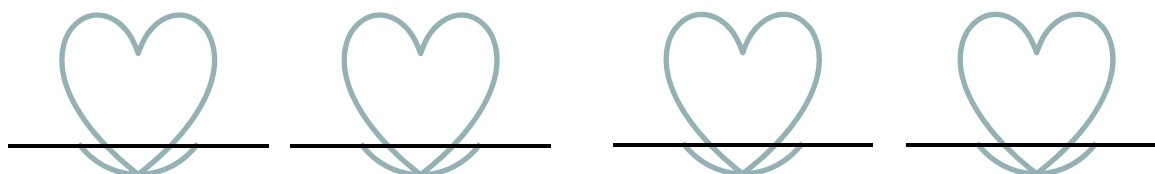
1. Brainstorm all of the reasons why a Manager would want to step up to Director.



2. Share with the group a dream you wrote on your My Dream Worksheet



# My Dream Team Family Tree



My Sales

\$ \_\_\_\_\_

My Recruits' Sales

\$ \_\_\_\_\_

My Recruits' Recruits' Sales

\$ \_\_\_\_\_

My Dream Team Sales

\$ \_\_\_\_\_

# Top 10 Reasons Consultants want to be a Manager!

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- 1. Title and Prestige**
- 2. Dream Driver's Cash**
- 3. Management-level income**
- 4. Recognition and rewards**
- 5. Sense of belonging to a special group**
- 6. Opportunity to help others**
- 7. Wants to be a Director**
- 8. Chance to travel to special events**
- 9. Wants a career**
- 10. Please their promoting Manager/Director**



# 5 Steps to a New Manager!

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**Step 1:** Identify the Manager Prospects

**Step 2:** Offer to share the Manager Opportunity Story

**Step 3:** Close by setting a date for the interview

**Step 4:** Conduct the Dream Interview

**Step 5:** Build the new Manager's skills

# Activities and Habits



1. Review the list of future Manager qualities



2. Write the name of a team member who exhibits that quality



Write one reason why you feel each Consultant should be a Manager



# Where to “Plant Seeds”



- 1. During Party Planning with your Host**
- 2. At your Parties**
- 3. At every opportunity interview**
- 4. On your way to training parties**
- 5. At each Grand Opening**
- 6. When a new Consultant has achieved a STAR award**
- 7. When you recognize a Consultant**
- 8. During a Weekly Connect call**
- 9. When a Consultant has a big sales week**
- 10. When you meet someone you like**



# Dream Interview Key Elements

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1. Builds rapport
2. Asks questions about the prospect's dream and their "why"
3. Tells the Manager Opportunity Story with benefits and expectations.
4. Closes and gains commitment
5. Sets a target date
6. Develops an action plan

# Build the MIT's Skills

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# Business “Building” Activities



- Partner with your Director to develop your Manager-in-Training
- Take an active role in “building” the skills of your future Manager with activities listed in your workbook!





# A. C. E. DiQ

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- **A**ttitude – your positive attitude and belief that you and your team can achieve your goal of Director.
- **C**ommitment – your commitment, and that of your Consultants, to put forth the effort necessary to achieve it.
- **E**xecution – your game plan to develop 2 Managers on your Dream Team and your “Game Plan for Success” and to go for it!

# Your “Game Plan” for Success




<b>DiQ Game Plan for Success</b>	<b>Month 1</b>	<b>Month 2</b>	<b>Month 3</b>
<b>Dream Team Parties / Parties Stretch Goal (\$450 pty/avg.)</b>	<b>24 / 35</b> 16+ parties (DiQ) 8+ parties (new Mgr.)	<b>36 / 45</b> 16+ parties (DiQ) 12+ parties (Mgr.) 8+ parties (New Manager)	<b>48 / 55</b> 16+ parties (DiQ) 24+ parties (2 Mgrs.) 8+ parties (New Manager)
<b>Dream Team Recruits</b>	<b>6</b> 3 PQRs (by DiQ) 3 PQRs (by New Manager)	<b>12</b> 3 PQRs (by DiQ) 3 PQRs (by Manager) 3 PQRs (by New Manager)	<b>18</b> 3 PQRs (by DiQ) 6 PQRs (by Managers) 3 PQRs (by New Manager)
<b>Dream Team New Managers</b>	<b>1</b>	<b>1</b>	<b>2</b>
<b>Dream Team Sales</b>	<b>\$10,800</b>	<b>\$16,200</b>	<b>\$21,600</b>



# Review

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

feedback



# Challenge / Action Plan

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- Write a note to your first future Manager
- Let your Director know your next career level goal
- Complete the actions on your action plans and write your “Success Paycheck”