



tupperware university

Education and development that takes you by the hand!

# New Manager Orientation

# Introductions

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- Name
- Length of time in Tupperware
- Team Name and why you selected it

# Learning Objectives



**Describe the Manager Career Opportunity benefits and rewards**



**Explain the Tupperware Manager's role and expectations**



**Explain the qualifications to receive royalty commissions and maintain the Manager title.**



**Recognize the importance of the 1-2-3 Success Plan**



**Determine & calculate the income potential of a Manager & Star Manager.**



**Locate and use support materials and resources**



# Your “Why”

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- Finish the sentence: “I stepped up to Manager because ...”

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# The Tupperware Opportunity offers . . .

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- ★ Flexibility
- ★ Fun
- ★ Financial Freedom
- ★ Family
- ★ Friends



# New terms . . .

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- “Manager Team”
- “Personal Recruit with Active Status”
- “Personal Qualified Recruit (PQR)”
- “Team Sales”
- “Commissionable Volume”
- “Royalty Bonus”

# Estimating Income Activity



Step 1:

**Calculate your retained profit**

Step 2:

**Calculate your Personal Sales Volume Bonus**

Step 3:

**Total your Team Sales**

Step 4:

**Determine the Commissionable Volume**

Step 5:


**Calculate your Royalty Bonus**

Step 6:

**Total your estimated income potential**

# Write your own check

A Tupperware check form with a background of white Tupperware containers. The form includes the Tupperware logo and name in the top left, the number "1050" and the date "03-011/950" in the top right. The "Pay to the order of" field is on the left, followed by a vertical line and a dollar sign (\$) next to a rectangular box for the amount. The signature "Alicia Goings" is written in cursive at the bottom right.

 **Tupperware<sup>®</sup>**

1050  
03-011/950

Pay to the order of \_\_\_\_\_ | \$

\_\_\_\_\_

*Alicia Goings*



# Successful Consultants

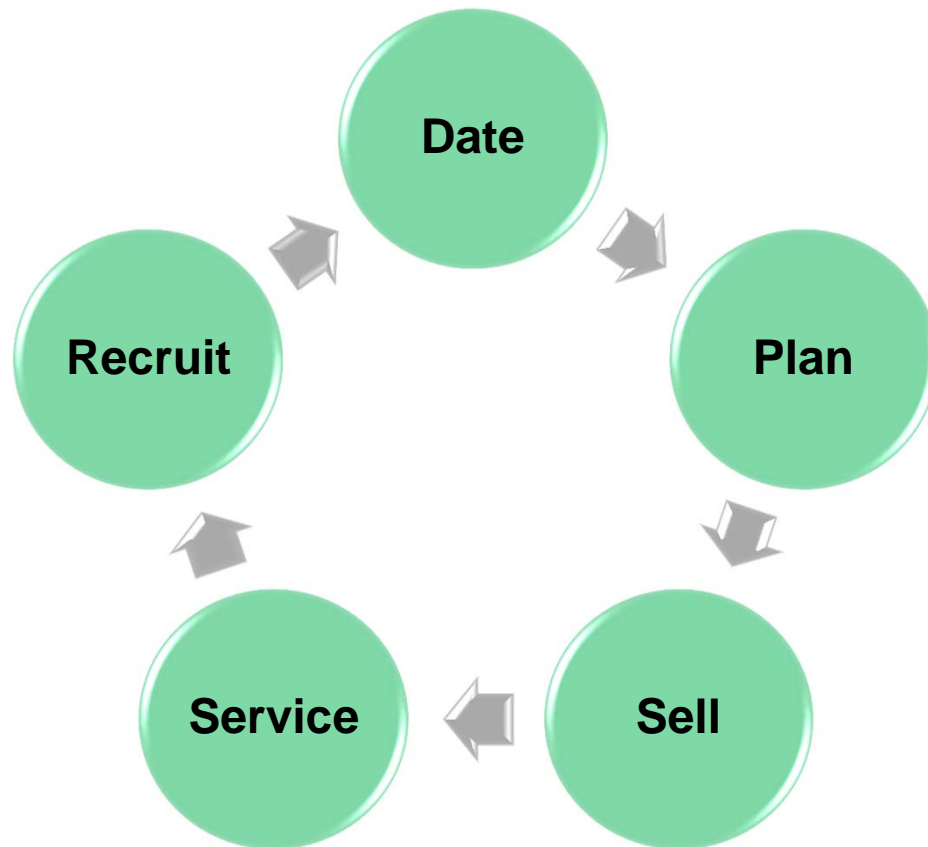
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What are the characteristics of a successful Tupperware Consultant?

What are the activities of a successful Tupperware Consultant?

# Consultant Cycle of Success



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



# What is a Leader?

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- Finish the sentence ... “A leader is ...”

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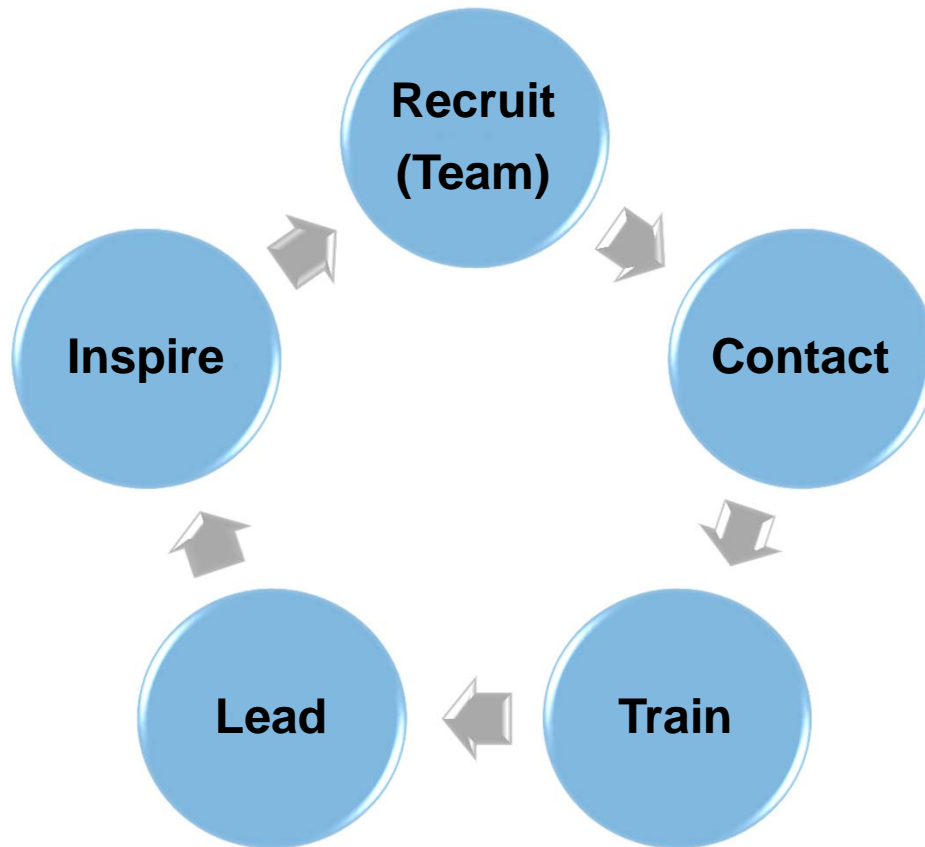
# My Leadership Potential

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- Review each question in the “My Leadership Potential Assessment”
- Rate each question on a scale of 1 to 10 with 10 being the highest rating
- Place a ★ star next to 3 of your strengths
- **Circle** 1 area you’d like to improve.
- Share 1 of your strengths and why you feel it’s important to you as a leader.

# Manager Cycle of Success

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The role of a Tupperware Manager is to **recruit (team)**, **contact**, **train**, **lead**, and **inspire** a team of Consultants.

# Manager Success Activities



- Finish the sentence ... “A successful Manager recruits, contacts, trains, leads and inspires her team by ...”

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# Manager Success Activities



- Contacts Consultants weekly.**
- Reviews team results and sets goals.**
- Provides training, guidance, support and encouragement.**
- Attends all upline meetings, events and classes.**
- Follows up on all Consultants' recruit leads and offers the opportunity.**
- Identifies potential Managers.**
- Holds monthly Manager Team Huddles with Consultants.**

# Manager Requirements

<b>Achieve</b> (To Achieve the Manager level)	
Requirements:	Notes:
<ul style="list-style-type: none"> <li>• Achieve Personal Retail Sales of \$500.</li> <li>• Achieve Team Retail Sales of U.S. \$2,000 /\$2,500 CAD.</li> <li>• Have three (3) Personal Recruits w/Active Status.</li> </ul>	<ul style="list-style-type: none"> <li>• All requirements must be met within a single sales month.</li> <li>• Promotion to the Manager level will be considered effective during the sales month in which qualifications were met.</li> </ul>
<b>Receive</b> (To Receive Compensation at the Manager level)	
Requirements:	Notes:
<ul style="list-style-type: none"> <li>• Minimum Personal Retail Sales of \$500.</li> <li>• Minimum Team Retail Sales of U.S. \$2,000 /\$2,500 CAD.</li> <li>• Minimum of 3 Personal Recruits w/Active Status.</li> </ul>	<p>All requirements must be met each sales month in order to be paid at the Manager level for that month.</p> <p>If the listed requirements are not met during a sales month, compensation will be based on the level of achievement.</p>
<b>Maintain</b> (To Maintain the Manager level)	
Requirements:	Notes:
<ul style="list-style-type: none"> <li>• Minimum Personal Retail Sales of \$500.</li> <li>• Minimum Team Retail Sales of U.S. \$2,000 /\$2,500 CAD.</li> <li>• Minimum of 3 Personal Recruits w/Active Status.</li> </ul>	<ul style="list-style-type: none"> <li>• If a Manager misses his/her requirements during a sales month s/he will get to keep his/her "Manager" title, but will be paid based on the level of achievement.</li> <li>• Managers are allowed a total of 3 misses towards their title requirements during a calendar year (Jan – Dec).</li> <li>• Upon the 4th miss, the Manager loses his/her title and will be repositioned to the level of achievement.</li> </ul>



# Star Manager Requirements

<b>Achieve</b> (To Achieve the Star Manager level)	
Requirements:	Notes:
<ul style="list-style-type: none"> <li>• Achieve Personal Retail Sales of \$500.</li> <li>• Achieve Team Retail Sales of U.S. \$4,000 /\$5,000 CAD.</li> <li>• Have six (6) Personal Recruits w/Active Status.</li> </ul>	<ul style="list-style-type: none"> <li>• All requirements must be met within a single sales month.</li> <li>• Promotion to the Manager level will be considered effective during the sales month in which qualifications were met.</li> </ul>
<b>Receive</b> (To Receive Compensation at the Star Manager level)	
Requirements:	Notes:
<ul style="list-style-type: none"> <li>• Minimum Personal Retail Sales of \$500.</li> <li>• Minimum Team Retail Sales of U.S. U.S. \$4,000 /\$5,000 CAD.</li> <li>• Minimum of six (6) Personal Recruits w/Active Status.</li> </ul>	<p>All requirements must be met each sales month in order to be paid at the Manager level for that month.</p> <p>If the listed requirements are not met during a sales month, compensation will be based on the level of achievement.</p>
<b>Maintain</b> (To Maintain the Star Manager level)	
Requirements:	Notes:
<ul style="list-style-type: none"> <li>• Minimum Personal Retail Sales of \$500.</li> <li>• Minimum Team Retail Sales of U.S. U.S. \$4,000 /\$5,000 CAD.</li> <li>• Minimum of six (6) Personal Recruits w/Active Status.</li> </ul>	<ul style="list-style-type: none"> <li>• If a Star Manager misses his/her requirements during a sales month s/he will get to keep his/her "Star Manager" title, but will be paid based on the level of achievement.</li> <li>• Star Managers are allowed a total of 3 misses towards their title requirements during a calendar year (Jan – Dec).</li> <li>• Upon the 4th miss, the Star Manager loses his/her title and will be repositioned to the level of achievement.</li> </ul>

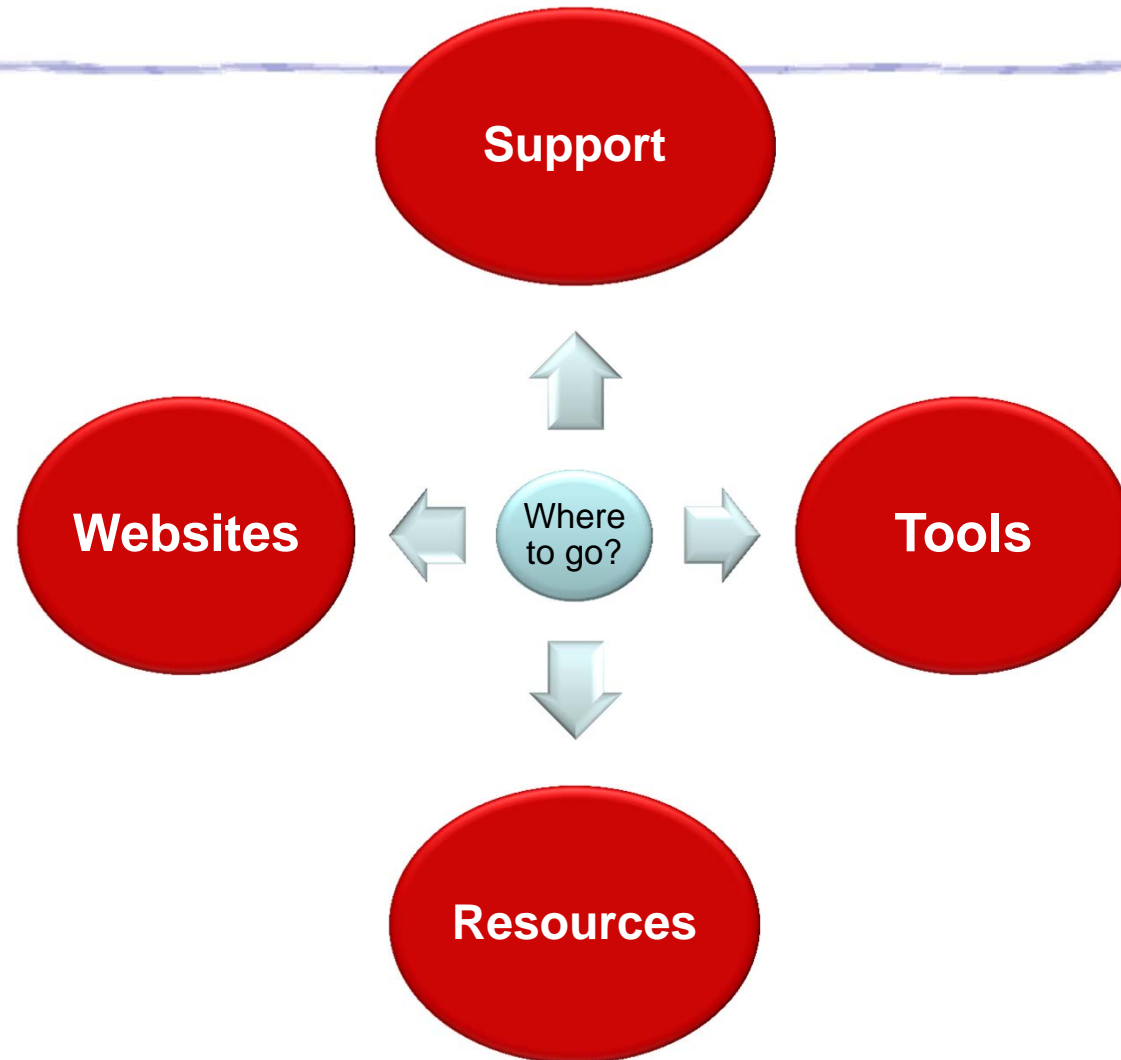


# 1-2-3 Success Plan

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- 1 → Talk to at least 1 person a day
- 2 → Hold 2 parties per week
- 3 → Find 3 people to join your team monthly

# Work smarter!



# 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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- Complete the Getting to Know You Worksheets and return to me
- Write down next career level goal and the target date
- Write 3 specific actions you'll take to achieve the goal
- Share your goal and the Dreaming of Royalty Fact Sheet with your family
- Achieve all activities on the Success Activity