



Workbook: Share the Opportunity

Activity: Manager Introductions

- Name
- Length of time in Tupperware
- Part 1: Share whether or not you successfully recruited in your first few weeks.
Part 2: If so, what you attributed that success to; if not, what could have helped you to begin successfully sharing the opportunity with others.

The goal of this lesson is to:

Our goal for today's class is to review in depth Manager Success Habit #4: Share the Opportunity by providing you with the knowledge required to improve upon and become proficient and consistent as a purposeful recruiter and how to pass that knowledge, skill and passion onto Consultants on her team.

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

- Recognize the importance of personal and team recruiting to your continued success and growth of your Tupperware business.
- Understand that there's a direct correlation between personal / team party line-up and recruiting.
- Assess personal recruiting results and determine areas of opportunity to increase recruiting success.
- Apply the 5-Step Sales Process during the Opportunity Interview and overcome objections by applying LEAP and Feel, Felt, Found.
- Encourage the reporting of recruit leads by team Consultants and provide opportunities for Consultants to learn about the benefits of and steps to recruiting.



What are the benefits of recruiting?

As a Tupperware Manager, recruiting is the second cornerstone in your business, equal in importance to holding parties. As a Manager, what are the benefits of recruiting?

Benefits for you:

Benefits for your team:



“I Want to be a Purposeful Recruiter” Self-Assessment:

This questionnaire will help you identify areas in your personal recruiting efforts that you’ll want to focus on as you work to strengthen your recruiting results. Answer “yes” or “no” to the following questions:

Your Party Line-up

- | | | |
|---|-----|----|
| 1. I have a consistent weekly party schedule to maintain my pool of potential recruits. | Yes | No |
| 2. I date in close (within 14 days) to maintain close contact with the guests. | Yes | No |
| 3. I maintain a consistent weekly party schedule so I can talk about the income potential with credibility. | Yes | No |
| 4. I have parties in my datebook so my new Consultants can attend them as training parties. | Yes | No |

Your Attitude

- | | | |
|---|-----|----|
| 5. I am aware of how the Tupperware Opportunity has benefited me. | Yes | No |
| 6. I believe that the Tupperware Opportunity can benefit anyone and therefore talk about the opportunity with everyone. | Yes | No |
| 7. I realize that “no” is not a personal rejection of me. | Yes | No |

Your Leads

- | | | |
|--|-----|----|
| 8. I’ve reviewed the benefits of the Tupperware Opportunity with every Host during party planning. | Yes | No |
| 9. I include recruiting bids throughout my party. | Yes | No |
| 10. I offer to share the opportunity at every party with every Guest. | Yes | No |
| 11. I use the Dream Container at my parties to talk about the opportunity. | Yes | No |
| 12. I carry a catalog, recruiting flyer, Opportunity Cards and my business cards everywhere I go. | Yes | No |
| 13. I ask each of my Consultants to provide me with recruit leads during our weekly update call. | Yes | No |

Your Approach

- | | | |
|--|-----|----|
| 14. I have practiced my 30 second Commercial so I can respond with confidence and enthusiasm. | Yes | No |
| 15. I have practiced my Proud Out Loud I-Story so I can respond with confidence to the question: “How has Tupperware changed your life?” | Yes | No |
| 16. I am confident in using the Opportunity Cards to introduce the opportunity. | Yes | No |

Your Interview

- | | | |
|---|-----|----|
| 17. I am comfortable in building rapport and putting the prospect at ease. | Yes | No |
| 18. I am confident asking the 7 questions to discover the person’s needs. | Yes | No |
| 19. I can overcome common objections using Feel, Felt, Found. | Yes | No |
| 20. I can answer the 4 basic questions that most people ask. | Yes | No |
| 21. I can close the interview and either obtain a commitment or a referral. | Yes | No |



Recruiting Check Up

If your recruiting is not where you'd like it to be, take a close look at ...

- ❑ Your party line-up
- ❑ Your attitude
- ❑ Your lead generation
- ❑ Your approach
- ❑ Your interview



**Remember . . .
the Tupperware Opportunity is
a gift. So offer it to everyone.**

**It's their choice to accept it or
not!**

Recruiting Tips for Team Growth

Recruiting begins with your own personal party line-up.

- ❑ Always look for two or more leads at every party and immediately offer them the chance to hear more.
- ❑ Train and re-train new Consultants from day one to always give you two leads from every party.
- ❑ Schedule time for recruiting every week to make phone calls and set up appointments for interviews.
- ❑ Hold a minimum of five interviews every week— your goal is at least three personal recruits and two team recruits monthly.
- ❑ Ask everyone for referrals.
- ❑ Practice the opportunity interview and overcoming objections.
- ❑ Avoid prejudging who will or won't be interested.



Easy Steps for Recruiting Success

You'll want to develop a recruiting routine to follow that you can adapt and make your own.

Step 1: Set the Stage with Recruiting Bids

Step 2: Identify Recruit Leads

Step 3: Offer to Share the Tupperware Opportunity Story

Step 4: Set a Date for the Interview

Step 5: Conduct the Opportunity Interview

Step 1: Set the Stage with Recruiting Bids

- Offer the opportunity to the Host
- Create recruiting visuals
- Tell a Proud Out Loud Story
- Mention the benefits of being a Consultant
- Refer to the check boxes on the order form



Step 2: Identify Recruit Leads

Recruiting Party Guests – Who & Why

Listed below are potential new Consultants. Write why you feel they would make a great new team member.

Bright, bubbly person

One with children (it doesn't matter how many)

Mature person (age doesn't matter)

Part-time worker looking for more income

Trendy young person looking to finance their "retail therapy"

Career person looking to get ahead

Retired person

Person who places a large order

Person who orders nothing

New homeowner

Person getting married

College student

Person who has lost their job

Person who is pregnant or on maternity leave

Shy person who says nothing

Person who gives a good product use idea

Busy person

Host's best friend or work friend

Host's next door neighbor

Host's sister or brother



Recruit Leads are Everywhere: "Who do you know who . . ."

- has asked how you like being a Consultant?
- has asked how much you earn?
- lives on your street?
- is new in your neighborhood?
- needs extra money?
- has just turned 18?
- needs or wants to work at home?
- needs a challenge to get out and do something?
- has talked about saving to buy something special?
- was a former Consultant?
- is a teacher?
- is retired?
- is alone most of the time?
- is a school crossing guard?
- knows the most people in the area?
- likes Tupperware, but can't afford to buy it right now?
- has a husband out of work?
- has children in school?
- is looking for work with flexible hours?
- loves to cook?
- needs to get out of the house?
- has children entering college this year?
- wants to build a career at their own pace?
- has asked for service and lives far away from you?
- is a widow and would enjoy getting out and meeting people?
- is friendly and likes people?
- is a member of the PTA?
- is a waitress?
- has a wonderful personality?
- is a social person?
- belongs to lots of clubs?
- is busy?
- is unemployed?
- has several children?
- is a bank teller?
- is always smiling?
- has sold for another party plan or direct sales business?
- is a college student?
- wants to work independently?
- would like to own a business?
- has great selling skills and is looking for the right opportunity?
- likes to talk on the phone?
- wants to have fun?
- is not appreciated at work?
- **is someone just like you?**



Step 3: Offer to Share the Tupperware Story

What would you say to the following party guests to offer to share the Tupperware Opportunity?

To the Guest you liked the most:

To the Guest with the largest order:

To the Guest who is a stay-at-home mom:

To the person who complains about her job:

To the person who loves Tupperware products:

To your party Host:

To the person who asks a lot of questions about your job:



Step 4: Set a Date for the Opportunity Interview:

Once you've offered to share the Tupperware Story, the lead is going to respond one of three ways:

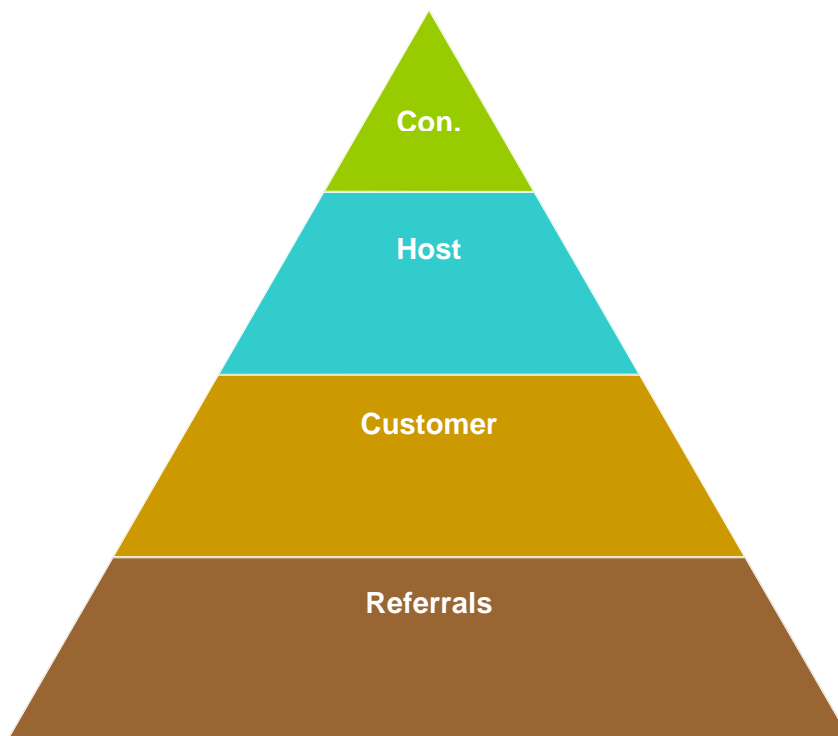
- Yes
- No
- Maybe

The "No!" – 3 Types

- "No!" – Conditioned response – convince me!
- "No, I'm not interested!" (followed by an objection) – I need more information.
- "No!" – I'm not interested (and that's final).

The Mountain of Success

It's easier to slide down than to climb up!



Always offer the best gift first!



The Opportunity Interview – An Overview of the Process

When it's time to conduct the interview, the process you use to move through the steps of the interview and gain commitment is called the "5-Step Sales Process." This process can easily be applied to any area of your business including dating, selling, and recruiting.

You will use several "tools" to aid you as you go through each Interview step with the prospective Consultant. Below is an overview of the steps and the tools.

Sales Process		4 Step Interview		Tools to Use
Prospect	➡	1. Build Rapport		Extend a warm greeting Pay a sincere compliment Create a comfortable working environment
Ask Questions	➡	2. Discover the Need	➡	F.O.R.M. 7 Questions
Sell the Benefits	➡	3. Tailor the Opportunity	➡	Opportunity Cards
Overcome Objections			➡	L.E.A.P. with Feel, Felt, Found
Close	➡	4. Close	➡	Types of Closes



Things to Take to the Interview:

- Catalogs and Order Forms
- Opportunity Flyers
- Welcome Pack materials
- Your Planner

Step 5: Conduct the Interview – 4-Step Opportunity Interview

1. Step 1: Build rapport
2. Step 2: Discover the need by using FORM and asking the 7 questions
3. Step 3: Tailor the Tupperware Story
4. Step 4: Close (and overcome objections using LEAP and Feel, Felt, Found)



FORM

Use FORM to get to know your prospective Consultant. Listen 90%/talk 10%. Take notes and ask broad, open-ended questions about:

Family

Occupation

Recreation

Then give the prospective Consultant the Tupperware **M**essage.

7 Discovery Questions

1. Why did you agree to see me?
2. Have you ever done anything like this before?
3. What other work experience have you had?
4. What are your outside interests?
5. What should I know about your family?
6. How much time do you want to commit?
7. How much money do you want to earn?

4 Important Answers!

1. How much _____ can I make?
2. How much _____ will it take?
3. How will I _____ what to do?
4. How much does it _____? Or, how do I get started?



Types of Closes

The Assumed Close:

"So, (prospect), let's go ahead and book your Grand Opening and get that income coming in so you can (prospect's need)."

"Let's get you signed up and registered right now. We can hold your Grand Opening next week."

The Preference Close:

"Would next Tuesday or Thursday be better for you to hold your Grand Opening? I have both evenings free."

"How would you like to pay for your business kit – check, cash, credit card?"

The Open-Ended Close:

"Based on what you've learned so far (prospect) how does it sound to you?"

"On a scale of 1 – 10, with one being 'I could NEVER do this' and 10 being 'I'm ready to start making money TODAY,' where are you....and you can't say 5! What would it take to get you to a 10?"

"If your family thought it was a good idea, how are you feeling about what I've shared?"

"How soon would you like to start making money?"

The Conditional Close:

"If I could show you how you could earn your investment with the profit from your first party, would you be ready to start your business today?"



Using LEAP with Feel, Felt, Found and the Close

Listen	Empathize	Ask	Produce	Close
<p>Prospect: "I have small children."</p>	<p>Manager: "I understand how you feel. I felt the same way too." <u>or</u> "I understand how you feel. Many Consultants who are moms felt the same way too."</p>	<p>Manager: "What concerns do you have regarding your children?"</p>	<p>Manager:</p> <ul style="list-style-type: none"> <input type="checkbox"/> "What we've found is the beauty of being a Tupperware Consultant is how perfectly it works into any busy mom's schedule." <input type="checkbox"/> "You can hold parties whenever and as often as you want." <input type="checkbox"/> "The profit you make being a Tupperware Consultant could really come in handy for buying extra goodies for the children." 	<p>Manager: "We've talked about the things that are important to you such as working from home and we agreed that Tupperware can give that to you. If your family thought it was a good idea, how are you feeling about what I've shared?"</p>
<p>Prospect: "I'm so busy, I couldn't do another thing."</p>	<p>Manager: "I can relate to how you must feel with such a busy schedule. I felt the same way too." <u>or</u> "I can relate to how you must feel with such a busy schedule. Others felt the same way too."</p>	<p>Manager: "Are you involved in organizations or clubs?"</p>	<p>Manager:</p> <ul style="list-style-type: none"> <input type="checkbox"/> "Being a busy person, you must know a lot of people." <input type="checkbox"/> What we've found is these same people become your Tupperware Hosts. <input type="checkbox"/> "We've also found that fundraisers can also be very profitable for any of your clubs or organizations." 	<p>Manager: "If I could show you how you can work your business around your schedule, how soon would you like to start making money?"</p>
<p>Prospect: "I would like to but I have a full-time job."</p>	<p>Manager: "I understand how you feel about not wanting to leave your job. Other Consultants who work full time felt as you do."</p>	<p>Manager: "What concerns do you have about working a few evenings a week?"</p>	<p>Manager:</p> <ul style="list-style-type: none"> <input type="checkbox"/> "We have many Consultants who work full time at other jobs." <input type="checkbox"/> We've found that these Consultants hold 2-3 parties a week. They find it is easy to do, and love the extra income." <input type="checkbox"/> "You may find that you like the hours and the profit better with a Tupperware business." <input type="checkbox"/> "By starting part time, you'll have the chance to see which is better for you and your family." 	<p>Manager: "So, let's go ahead and book your Grand Opening and get that income coming in right away."</p>



<p>1A Recruiting Role-play: Party Guest</p> <p>You were a guest at your very first Tupperware Party. You've had a great time and are glad you went. You were a little curious how much profit the Consultant earned but you don't know how you could squeeze one more thing into your busy schedule. While you were finalizing your order, the Consultant asked you about the opportunity. You reluctantly agreed to hear more. The objection you will give is "I'm too busy!" (You have 3 children to take care of who occupy most of your time.)</p>	<p>1B Recruiting Role-play: Party Guest</p> <p>While you were finalizing the guest's order, you noticed the guest did not indicate on the order form any interest about the opportunity. However, you knew the guest enjoyed the party. She seemed outgoing and someone you'd love to have on your team. All you know about the guest is that this was the guest's first Tupperware party and has 3 children. You invited the guest to hear more about the Tupperware Opportunity and set an appointment to meet.</p>
<p>2A Recruiting Role-play: Outside Order</p> <p>Your best friend just had a Tupperware Party. As a matter of fact, your friend is thinking about becoming a Consultant. Although you wanted to go, your daughter got sick the day of the party and you had to stay home. You placed an order though, and are looking forward to getting your products. The phone rings and it's the Tupperware Consultant asking you about your order. The Consultant turns the conversation to talking about the opportunity. You're interested and agreed to meet her but you really need to speak with your husband before you make a decision like this.</p>	<p>2B Recruiting Role-play: Outside Order</p> <p>The Host's best friend was unable to attend the party because her daughter was ill. You know the Host is considering becoming a Consultant and you wanted a chance to meet her. She placed a large order so you made a "Morning After Call" to make sure she knew how to use the products. During your call you said how excited you were that her friend was considering becoming a Consultant. You offered to share the opportunity and set an appointment to conduct the interview.</p>
<p>3A Recruiting Role-play: Early Departer</p> <p>You attended a friend's Tupperware party yesterday but had to leave early because your husband works two jobs and wants you home in the evening to care for your children. Today you are surprised by a phone call from the Tupperware Consultant. The Consultant asks if you have questions about your order and wants to talk to you about the opportunity. You did have a good time and the Consultant made it look fun, but you're afraid what your husband might say. You agreed to meet with the Consultant to hear more.</p>	<p>3B Recruiting Role-play: Early Departer</p> <p>One of the guests from yesterday's party had to leave early so you didn't get a chance to review her order with her or talk about the opportunity. She seemed to enjoy herself and did place an order so you decided to make a "Morning After Call." You asked if she had any questions about her order and then turned the discussion to the opportunity. She agreed to hear about the opportunity. All you know is that her husband works two jobs to make ends meet and she had to leave early to watch the children.</p>



<p>4A Recruiting Role-play: Store Clerk</p> <p>You are a friendly clerk in a local retail store. You work long hours and are paid little. You wish you could spend more time with your children. You are approached about becoming a Consultant, but you're not comfortable standing in front of other people and giving a demonstration. "You're not really a sales person."</p>	<p>4B Recruiting Role-play: Store Clerk</p> <p>You are shopping in a store. When you pay for your purchases, you notice that the clerk is very friendly and has a great personality. You know the clerk would make a great Tupperware Consultant. If she's reluctant to commit, you plan to invite her to attend the next team meeting.</p>
<p>5A Recruiting Role-play: Restaurant Server</p> <p>You are a server at a local restaurant. You love your job because you get to meet so many different people which is great because you just moved to the area. One of your customers begins talking with you about Tupperware. You've heard of the products but haven't seen them lately. Your main objection to becoming a Consultant is you just moved to the area and don't know anyone.</p>	<p>5B Recruiting Role-play: Restaurant Server</p> <p>You are eating at your favorite restaurant and the server provides great service. She's friendly and efficient and makes sure you are pleased with your meal. You think she would make a great addition to your team. You decide to compliment her on her outgoing personality and invite her to hear more about the Tupperware Opportunity.</p>
<p>6A Recruiting Role-play: Neighbor</p> <p>You are outside playing with your young son. One of your neighbors brings her son outside to play. You start chatting and the topic turns to Tupperware. You've noticed her carrying the products and have wondered what she's doing. You don't know much about Tupperware but you need extra income to pay for the mounting bills because you left your job to stay home. Your objection is you do not have money for the kit.</p>	<p>6B Recruiting Role-play: Neighbor</p> <p>When you take your son outside to play, you notice a neighbor that you're acquainted with. You don't know her well, but you decide to get to know her better by talking with her about how she could benefit from the Tupperware Opportunity. You haven't yet told her you're a Tupperware Consultant but you know she's seen you carrying your Business Kit.</p>
<p>7A Recruiting Role-play: Party Guest</p> <p>You have found yourself in a Tupperware party chain. This is the third party you've been to in three weeks. The Consultant talked to you about becoming a Consultant because you purchased products at every party and you agreed to meet. But you're shy and don't have confidence. (No matter what the Consultant says or does, stick to your no.)</p>	<p>7B Recruiting Role-play: Party Guest</p> <p>You approached one of the guests at your party. You've been able to get to know her pretty well because she's been to three parties and ordered every time although she's very quiet. You know she would make a great Consultant because she loves the product. You were very persuasive and she agreed to meet you.</p>



<p>8A Recruiting Role-play: Party Guest</p> <p>You are a single person who still lives at home with your parents while you attend college. You are invited to a party by a friend of your Mom's and were surprised that you had such a good time. When the Consultant approached you about becoming a Consultant, you agreed to meet. The excuse you give is, "Nobody I know would come to my parties." You're worried that your friends don't have money to spend.</p>	<p>8B Recruiting Role-play: Party Guest</p> <p>You're about to meet with a young, single college student from one of your parties. You almost didn't want to speak to her about the opportunity, because you felt she was too young but offered to meet with her anyway. You didn't want to prejudge someone. You know that she could use the extra income toward college, and Tupperware has wonderful product solutions for everyone.</p>
<p>9A Recruiting Role-play: Party Guest</p> <p>You are a busy corporate manager who is in the middle of a very big project at work, working long hours. You've squeezed in time to attend this party, but it wasn't easy! You would like to get out of the corporate environment and be your own boss but you just don't know how you'd manage the transition. Now is just not a good time for you. Maybe sometime in the future when you're not so busy.</p>	<p>9B Recruiting Role-play: Party Guest</p> <p>You met a business woman you would just love to have on your team. She's sharp and might even make a great Manager or Director someday. She seems stressed, though. She didn't talk much during the party but ordered quite a few products. You know she works very hard at her job. You'd set an appointment for her to hear about what Tupperware has to offer.</p>
<p>10A Recruiting Role-play: Party Guest</p> <p>You didn't really want to go to the party, but you did as a favor to your friend. You didn't spend much because money is tight, even though you love the product. You were surprised that you had such a good time! You'd like to hear more and agreed to meet with the Consultant but you've heard people can't make money selling Tupperware.</p>	<p>10B Recruiting Role-play: Party Guest</p> <p>Your Host told you that this guest could really use the extra income to pay bills. You really did not get a chance to greet her before the party because she came late. She didn't say a word during the demonstration although she did smile a lot and seemed to enjoy herself. She seemed interested when you shared your Tuppermonial during the party and you agreed to meet with her to share what Tupperware can do for her.</p>
<p>11A Recruiting Role-play: Party Guest</p> <p>You came to the party on a last minute invite from your friend, which was no problem since you're retired. It was good to get out and be with people. You had so much fun at this Tupperware party and have loved the product for a long time. You'd decided to hear more about the business, but you're on a fixed income.</p>	<p>11B Recruiting Role-play: Party Guest</p> <p>WOW – this party was so much fun and one guest who came at the last minute knew every feature and benefit of almost every product you demonstrated. She practically did your demo for you. You can't wait to talk with her about becoming a Consultant.</p>



Explain How to Pay for the Kit

It's important that during the interview process you are able to explain the cost related to the kit. In addition to explaining the cost, you will want to know how to answer questions related to the actual kit and its contents.

Introduce the cost of the kit by saying:

"Let's talk about how you get started. You'll be glad to know that you can get everything you need to start your business. (\$___ of product to demonstrate and business support and training materials) for only \$___. So how would you like to pay for your kit today? Check, cash, MasterCard, Visa or Discover? The sooner you start, the sooner you realize your goal of earning money as fast as possible."

After the "Yes": Welcome to Tupperware!

Once your prospect has agreed to become a new Consultant, there are a few steps you'll want to cover right at the interview to help the Consultant start quickly and successfully.

If the new Consultant is pressed for time, reschedule this "Welcome to Tupperware" conversation within 24 hours or less. Remember, from the moment the Consultant says "yes," the second-guessing begins, so you want to get the Consultant active as soon as possible.

You can use the materials contained in the **New Consultant Welcome Pack** to guide your welcome conversation. The materials can be printed from the sales force website under the Activation Systems section on the My Learning tab, and the folders can be ordered as a recruiting sales aid.

Use the **After the "Yes"** checklist and the suggested word choices on the next page to ensure you cover everything.



Steps to a Successful Start - After the "Yes" Checklist

<p>❑ Set Grand Opening party date within the first 7 days.</p>	<p>"Let me share with you a few things necessary for your immediate success. First, we're going to set a date within the next 5-7 days for your Grand Opening.</p>
<p>❑ Create the contact list</p>	<p>"Next, we're going to create a contact list of everyone you know. These names form the foundation of your new business." (Use FRANK to help build the list.)</p> <p>(If time permits, make calls to date one party for her.) "In addition, we're going to make a phone call today to someone on your contact list so I can show you how easy it is to put a party in your planner for next week,"</p>
<p>❑ Schedule training parties</p>	<p>"To learn how to present a party, you'll want to attend training parties with me as soon as possible. I have a party Wednesday and one Friday. Which is better for you?"</p>
<p>❑ Invite to the New Consultant Orientation</p>	<p>"Also, because we want to provide you with all the support and training necessary for you to achieve your goals, I'd like to personally invite you to attend our New Consultant Orientation and Success Classes. Our orientation is held (date/time). Here you will learn the basics of scheduling, planning and conducting parties as well as how to grow your business. You won't want to miss it."</p>
<p>❑ Invite to the next Team Meeting</p>	<p>"One of the best ways to learn in this business is to hear from other Consultants and Managers who are succeeding. That's why you'll want to be sure to attend our weekly sales meetings held (date/time) at (location)."</p>
<p>❑ Introduce the Star Program</p>	<p>"The STAR Consultant program (Start Today, Achieve Royalty) is designed to help you get the most out of your first 13 weeks in your Tupperware business. During this time, you can earn rewards for building your business. You can add a new product to your kit for each week that you submit qualifying sales. Also, you'll receive \$25 savings for your 1st personally qualified recruit, \$50 savings for your 2nd and \$75 for your 3rd. Do all of this in your first 13 weeks and you can qualify for a 2 night hotel getaway."</p>



After the “Yes” Checklist (continued)

<p>❑ Set first goals</p>	<p>“Most Consultants who start a Tupperware business truly want to succeed. Experience has shown that the way to get off to a great start is to conduct six parties in your first 2-3 weeks. Now since I know you want to be successful, that’s the goal we’re going to work toward.”</p> <p>“I know you’re going to be excited to call the rest of the people on your Contact List. So after I leave, I encourage you to contact as many people as possible. You can use the sample word choices contained in this Welcome Pack of materials to get you started.”</p> <p>“When I get home, I’m going to give you a call back and you can let me know how many more parties you’ve dated. If you find that you’re getting a lot of negative responses, stop calling and call me immediately. We’ll do some 3-way calls.”</p>
<p>❑ Help New Consultant think “recruiting” right from the start</p>	<p>“You heard earlier in our interview how you can be awarded not only for conducting parties, but also for sharing the Tupperware Opportunity with other people. I know you would like to earn that extra cash or even the 2-night getaway, so who can you think of today that might be interested in a part-time or full-time Tupperware business?”</p> <p>(If time permits, make a call with the goal to set a time for an interview.)</p>
<p>❑ Close by thanking her/him for time and provide your phone number and next contact time</p>	<p>“I want to thank you again for your time. I’m so excited about your Tupperware business. It’s going to really make a difference in your life, and I know you’ll be a wonderful addition to our team. When I leave, you may have questions. Never hesitate to call me. I will be happy to answer your questions and point you in the right direction. I’ll give you a call when I get home.”</p>
<p>❑ Write a personal thank you note immediately</p>	<p>“Hi, Mary! Thank you for giving me the opportunity to share the Tupperware Opportunity with you. You’ll be great, and I will help you every step of the way. I’ll call you on Wednesday to see if you have any additional questions. And don’t forget New Consultant Orientation on (day/time) at (location) and team meeting on (date/time) at (location). You’re on your way! Congratulations again!”</p>



Encouraging Team Recruiting – Why Consultants Recruit:

Consultants will recruit for a variety of reasons. They recruit because . . .

- you set the expectation right from the start.
- they want the recruiting cash offered in the STAR Program.
- they want to help you and/or the team.
- they want to be a Manager.

Tips to encourage Recruit Leads from Consultants:

- Help them remain active by teaching them how to be consistent daters.
- Help them to recognize recruit leads at/away from the party.
- Ask the Consultant to pick two people at the Grand Opening.
- Explain the benefits of recruiting – especially in the STAR Program.
- Take Consultants with you on Opportunity Interviews.
- Ask Consultants to give you “hot” leads immediately and “warm” leads during your weekly call.



Following Up on Consultant's Leads:

When Consultants provide you with the names of recruit leads, use the examples below to develop your own words choices when following up to share the Tupperware Opportunity Story. Remember, you will want to follow up within 24-48 hours to increase your success in obtaining an appointment.

- **To a Consultant's lead, say:** *"Hi Sue, this is Sheila from Tupperware. Alice really enjoyed meeting you last night at the party and she has highly recommended you to be a Tupperware Consultant. It's the highest compliment she could pay you since our people only come in through personal recommendation. Alice said that the reason she selected you was (compliment). Sue, have you ever heard the full story of the Tupperware Opportunity? (response) Why don't we grab a cup of coffee together this week and I can fill you in on the details. Would Monday or Wednesday be better?"*
- **To the upcoming Host of one of your Consultants, say:** *"Hi Sandy, this is Marie with Tupperware and I work with Debbie, your Consultant. I understand that you have a get-together planned with her at the end of the week and I'm calling for a special reason. She and I were working together this morning and I asked her if she knew anyone who would be a great asset to our team and guess whose name came up? Have you ever heard the full story of the Tupperware opportunity? (response) Debbie thinks you'd be a very successful Consultant because of your personality. Why don't we meet for coffee Wednesday, and I'll give you the facts. Should you decide Tupperware is right for you, your party can become your Grand Opening and all the parties dated will go to you. How does that sound?"*



My Recruiting Action Plan

My Personal Recruiting Goal is _____ for next month.

After you've taken the "I Want to Be a Purposeful Recruiter" Self-Assessment, use the following action plan to chart the improvement you have made in the areas of opportunity you identified.

Question #	Action Plan	Date	Date Achieved
Q10	<i>I offer to share the opportunity at every party with every Guest.</i>	3/26	4/30

My Team Recruiting Goal is _____ for next month.

Action Plan	Date	Date Achieved

I attended the Share the Opportunity Workshop

Please present me with my
Certificate of Achievement.

Manager's Signature

Director's Signature

I offered the Tupperware Opportunity to every guest at my parties this week

I would like to claim my reward.

Manager's Signature

Director's Signature

I held 5 interviews this week!

I would like to claim my reward.

Manager's Signature

Director's Signature

I offered the Tupperware opportunity to every Host!

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 perfected my "Dream Container" presentation & used it at my parties

I would like to claim my reward.

Manager's Signature

Director's Signature

I spoke to each Consultant after their party and asked for 2 recruit leads

I would like to claim my reward.

Manager's Signature

Director's Signature

