



tupperware university

Education and development that takes you by the hand!

Habit #3 Share the Opportunity



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.

Learning Objectives



Recognize the importance of personal and team recruiting.



Apply the 5-Step Sales Process during the Opportunity Interview.



Recognize the correlation between personal / team party line-up and recruiting.



Encourage recruit leads by Consultants and provide benefits & training.



Assess personal recruiting results and determine areas of opportunity to increase recruiting success.

Benefits of Recruiting



Benefits for you:

- _____
- _____
- _____
- _____
- _____

Benefits of Recruiting



Benefits for your team:

- _____
- _____
- _____
- _____
- _____

I Want to Be a Purposeful Recruiter Activity!



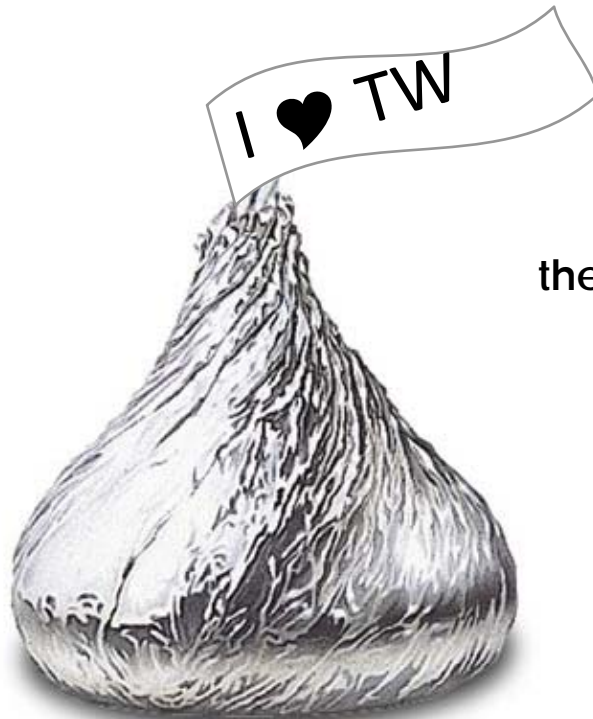
- This self-assessment will help identify areas in your dating approach that you'll want to focus on as you work to strengthen your datebook.
- Take 5 minutes and answer yes or no to the “I Want to Be a Purposeful Recruiter!” Self-Assessment in your workbook.

Recruiting checkup!

- If your recruiting is not where you'd like it to be, take a close look at:
 - Your party lineup
 - Your attitude
 - Your lead generation
 - Your approach
 - Your interview



The Tupperware Opportunity



Remember . . .

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

It's their choice to accept it or not!



Recruiting Tips for Growth

- Identify 2+ 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
- Hold a minimum of five interviews every week.
- Ask everyone for referrals.
- Practice the interview and overcoming objections.
- Avoid prejudging who will or won't be interested.

Easy Steps for Recruiting



Step 1: Set the stage with recruiting bids!



Step 2: Identify recruit leads.



Step 3: Offer to share the 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

Activity



- Refer to the “Recruiting Party Guests – Who & Why” in your workbook.
- For each description of a potential new Consultant, write why you feel they would make a great new team member.

Step 3: Offer to Share the Opportunity



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

- Guest you liked the most.
- Guest with the largest order.
- Guest who is a stay-at-home mom.
- Person who complains about her job.
- Person who loves Tupperware products.
- Your Party Host.
- Person who asks a lot of questions about your job.

Step 4: Set a Date for the Opportunity Interview



- The response will either be:
 - Yes!
 - No.
 - Maybe ?

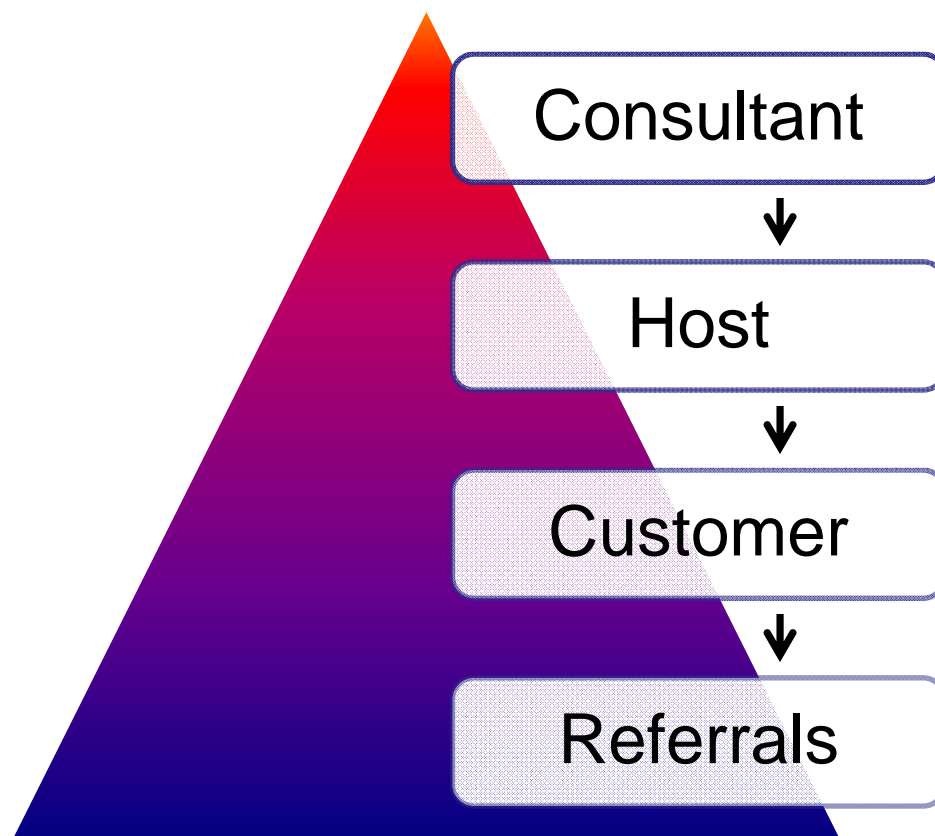


Three Types of “No’s”

- “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 climb up!



The “Sales Process”



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

4-Step Opportunity Interview



Step 1: Build rapport!



Step 2: Discover the need-ask questions.



Step 3: Tailor the Opportunity Story.



Step 4: Close!



Step 1 – Build Rapport



- Warm greeting
- Sincere compliment
- Comfortable work environment

Step 2: Discover the Need



- **F**amily
- **O**ccupation
- **R**ecreation
- will help you tailor the Tupperware **M**essage

Step 2 – 7 Discovery Questions



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

Step 3 – Tailor the Opportunity



-
- Reinforce the Tupperware Benefits that meet the prospect's needs.
 - Use the Opportunity Cards.



4 Important Answers

- How much _____ can I make?
- How much _____ will it take?
- How will I _____ what to do?
- How much does it _____ ?



Types of Closes

- Assumed close
- Preference close
- Open-ended close
- Conditional close

After the “Yes” – A Great Start



-
- Set Grand Opening party date within the first 7 days.
 - Create the contact list.
 - Schedule training parties.
 - Invite to the New Consultant Orientation.
 - Invite to the next Team Meeting.
 - Introduce the Star Program.
 - Set first goals .
 - Help New Consultant think “recruiting” right from the start.
 - Close by thanking her/him for time and provide your phone number and next contact time.
 - Write a personal thank you note immediately.



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.



Encourage Recruit Leads

- 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.

Review

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

feedback

Challenge / Action Plan



- Write your personal recruiting goal and a team dating goal.
- Write 3 actions you will take to reach those goals on the “My Recruiting Action Plan” on **Workbook page 23.**