

MAY BIRTHDAY PARTY TIPS

We've been partying for 65 years so our May birthday bashes should reflect that we are the party experts. The following document offers tips to help you achieve your goals and the goals of all your special May Hosts. Celebrate good times!

It can be fun to go all out in celebration. Your Host is the special birthday girl and, after a party like this, all of the guests will want a chance to be the birthday girl or boy.



BRING THE PARTY

Pack up the following for a brilliant birthday bash.

Your favorite Tupperware® products and Host gifts featured in the May-only Birthday Month brochure, the mid-April or mid-May brochure (depending on the date of the party) and Summer 2013 catalog.

More fun items

- Birthday hats, noisemakers and decorations for birthday fun
- Tiara and/or feather boa for the birthday Host
- Cellophane bags with vintage-era candy and a citrus peeler or other Tiny Treasures tied with ribbons for all guests
- Huge gift bag for the Host Gifts as a visual to show all a Host can receive

PARTY GAMES

What's a birthday bash without a few fun games and prizes? Pick one or two of the following or play your own favorite games to celebrate 65 years of Tupperware parties.

Serving Center® Set Penny Toss

Set up a Serving Center® Set with a prize in each section, with a more valuable gift in the center. Have guests toss pennies into the Serving Center® Set. Guests receive the gift in the section where the penny lands.

Eco Water Bottle Penny Drop

Party guests stand above an Eco Water Bottle on the floor at their feet and try to drop 5 pennies into the mouth of the bottle. The one who lands the most pennies wins!

Cracker Whistle

Have all party guests eat a saltine or other cracker and be the first to be able to audibly whistle a tune to win a prize.

CONTINUED



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PIN THE BIRTHDAY HAT ON STEIN OVE

Tupperware U.S. & Canada President Stein Ove Fenne really wants to go to all of your parties. Cut along the dotted line and affix this image to your Host's wall or fridge. Cut triangles out of different colors of construction paper to create party hats that your blindfolded guests will pin (or tape or sticky-tack) as close to his head as possible. The closest wins!



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HOW TO HAVE A \$1,000 BIRTHDAY PARTY

The amazing Host offers available during May make it easy to entice Hosts to the \$1,000 level. These tips can make it even easier:

Ask Your Host to:

Set their goal at \$1,000 in party sales

Show your Host all of the amazing rewards available when they reach \$1,000 in party sales. It's a great idea to say something like: *"You won't believe it. I can give you OVER \$900 in selected Tupperware for only \$65!"*

Over-invite

On average, only about one third of your Host's guests will be able to make it, so if your Host is aiming for 7–10 attendees, ask them to invite 21–30 people. If they're aiming for 15–20 attendees, invite 45–60. Your Host can invite using email, TupperConnect® invites, by creating a Facebook event and/or mailing the sales brochure. Also, offer a gift to any guest who brings a friend.

Use catalogs, brochures and TupperConnect® to collect orders before the party

Ask your Host to give a catalog to their spouse, roommate and other friends to bring to their workplaces. Their orders all count toward this party's sales. Hosts can also use a TupperConnect® party to gather orders online from friends near and far. Aiming for 10 outside orders gets a Host well on their way to a \$1,000 party.

Call guests to remind them about the party

The day before the party, have your Host give each person on their invitation list a quick phone call, or send texts or Facebook messages, to remind them about the party.

Collect orders after the party by the party's closing date

At the party, remind guests that they still have a little time after the party to place an order by contacting you or the Host. Be sure to let them know the party's closing time, which should be no more than a few days after the party: *"If you saw something you know your Mom would LOVE, give me or Jane a call by Thursday at noon and we will be sure to get that ordered for you."* Also, ask your Host if they are alright with you phoning invited guests who were unable to attend so you can let them know that they are still able to place an order. This helps your Host reach their goals and helps you make new contacts: *"I was so sorry I wasn't able to meet you in person at Jane's party, but I wanted to let you know that this party is open until Thursday at noon if there is anything you would like to order."*

RECIPE

Make any cake in the TupperWave® Stack Cooker as your recipe for the party and demonstrate the features and benefits of the Stack Cooker as well as other products you use in the preparation process.

Fast & Funfetti Cake

1 box funfetti cake mix
(and any additional ingredients box calls for)
1 container lemon frosting

To create your cake, prepare the funfetti cake mix according to directions on the box. Insert the Cone into the TupperWave® Stack Cooker 3-Qt./3 L Casserole and pour the prepared mix around the cone. Microwave on high power 10 minutes. Allow to rest 2 minutes. While cake is resting, warm frosting by spooning desired amount of prepared lemon frosting into the 2-cup/500 mL Micro Pitcher. Microwave at 80% power for 30 seconds. Flip cake onto the Stack Cooker cover and pour frosting over cake. Decorate with candles and enjoy!



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SHARE THE BIRTHDAY LOVE



The following suggestions help you collect more May datings during your May birthday parties:

Dating Cards

Create a “deck” of cards with your available May party dates and place on a table. Take 3–4 to create a hand of cards and hand to a guest to allow them to choose a date. After a guest has chosen, replenish the hand with another card from the table and hand the deck of 3–4 cards to the next guest. You can also have guests fill out the cards with their contact information and a brief product wish list and return to you.

Dating Drawing

Share with party guests that when you schedule 2 or more new datings to be held by May 31, all those who date will be entered into a special drawing for a piece of Tupperware. Have this piece on display, decorated with a birthday bow to entice guests to date during the party.

Good Luck Penny

Greet your guests and thank them for coming to this Tupperware Birthday Party. Say that you want them to remember you as their Tupperware representative and present them with a lucky penny (you can use the ones you had handy during the Serving Center® or Eco Water Bottle game). During the party, say *“I have given each of you a lucky penny. You can do one of 3 things with it:”*

1. *“Keep it for good luck and remember me as your Tupperware representative!”*
2. *“Use it to take a penny off of your total order.” (this should get a few laughs)*
3. *“Cash it in to get this awesome Tiny Treasure (or other gift) and set up a time to get together with your friends and earn free gifts as my special birthday Host because it just makes cents to get more in May from Tupperware!”*

SO MANY WAYS TO CELEBRATE A BIRTHDAY

Your \$1,000 birthday bashes will be a blast, but why stop there? These party ideas are also great all year round.

Double Host Birthday Party

A double Host party is when two friends host a party at one place at the same time. Each Host works on their own guest list and outside orders. Each party is planned separately (separate Host Envelope) with each setting their own goals. We recommend not combining sales. You might challenge them to a fun competition in which they compete for the highest sales, most datings, most guests, etc.

Mystery Host Birthday Party

It's your party. You'll Host if you want to! Hold a mystery Host party in your own home. Send special invitations and invite everyone you can. Offer gifts for bringing a friend. Give a gift to the guest who brings the most outside orders. Sales are totaled and a drawing is held to determine the Host who receives the sales credit for Host gifts. That Host will usually continue working on additional sales and datings during the week to strive for even more gifts.

GOOD THINGS COME
TO THOSE WHO
WORK

NEVER
GIVE UP