

*everyone needs a little  
black book!*

**GETTING**  
*Started*  
**GUIDE**

WHERE WILL **YOU** TAKE THE PARTY?  
**Tupperware®**

# Welcome to Tupperware!



21



Are you ready to party with the founders of fresh? You are now part of one of the largest and most recognized companies in the world and can customize your business to fit your needs and your lifestyle.

Be warned — now that you're a Tupperware Consultant people will want to "date you."

But we don't mean romantically. "Dating" parties is a term that's been used for decades in Tupperware. (Remember, we've been in the party business for over 65 years.) Simply put, a Host will date (or book) a party with you and she may earn some awesome swag (gifts), based on her party sales. Some Consultants think it's fun to ask people to "Date Me" for exclusive recipes and free Tupperware® products. We provide recipes and product info that we refer to as "Date Me" materials because they're to help you date and hold parties.

We can't wait to see where YOU will take the party. And just remember, the more you put into your business, the more you'll get out of it. Our One2One Success Formula for Consultants can help you get off to a great start, plus you can also talk to your Manager or Director about how you can attend hands-on training and success courses.



**4 |** Are you ready to party?

**6 |** Products to demonstrate

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Believe it—  
**TUPPERWARE** parties have  
*changed lives*  
 in important ways!

THINK  
**BIG.**

What is it you want to achieve: more free time, free products, debt-free lifestyle, vacations or cars? Decide on your purpose for joining Tupperware and stay focused on it.



**START  
 SMALL.**

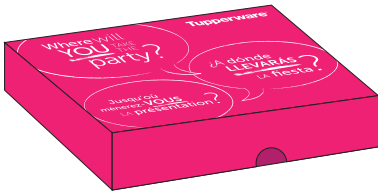
Start by making your contact list. Check out page 22 for tips on maximizing your existing social networks.

**BEGIN NOW.**

Date a party today by asking friends and family to host a party. Your first party sales will get you started in the Confident Start Program and on your way to Tupperware success.

You'll walk away with an iPad or the Chef Series Cookware 9-Pc. Professional Set at the end of a successful completion and you'll be well on your way to reaching those BIG dreams of yours.

**Think BIG, START small, begin NOW!**  
 We can't wait to see where you will take the party.



# Where will *you* take the party?

**THESE ITEMS WILL HELP YOU PLAN FOR SUCCESS AND LOOK PROFESSIONAL AS YOU BRAND YOUR BUSINESS. INCLUDED IN YOUR BUSINESS KIT YOU WILL FIND:**

- 1. GETTING STARTED GUIDE** Refer to this booklet first to learn the ins and outs of your Tupperware business. You'll find helpful tips to keep you partying way into the future!
- 2. DATE ME PLANNER** to capture important dates including family time and appointments. A full planner helps you remember how valuable your time is (and also makes you look a little busier when you first start scheduling parties).
- 3. 5 PARTY PLANNING FOLDERS** Check out page 25 for full details.
- 4. 5 MAILING ENVELOPES** to send the party planning details when you date over the phone.
- 5. CAREER GUIDE** to learn the benefits of growing your Tupperware business into a career.
- 6. 1 RECRUITING BROCHURE** to help you explain and talk to a potential recruit who is serious about opening a Tupperware business.
- 7. 20 RECRUITING FLYERS** Make sure to share the Tupperware Opportunity with your Hosts and party guests. You might be surprised by who is interested.
- 8. 50 BUSINESS CARDS** to get you started. Business cards are a great way to advertise your business and promote business relationships.
- 9. CONFIDENT START PROGRAM FLYER** will help you learn more about ways to grow your kit. Through the Confident Start Program, you can earn awesome products and business tools when you reach sales milestones.
- 10. 50 ORDER FORMS** for the many, many orders you'll be taking.
- 11. 20 CATALOGS** to share with party guests. Place a label with your contact information on the back of each catalog. (not pictured)
- 12. 20 MONTHLY BROCHURES** so you can share the latest great offers. (not pictured)
- 13. APRON** It's the mark of a true Tupperware professional!
- 14. BUSINESS KIT BAG** to take your Date Me party tools on the go!
- 15. DATING TOOLS** for small Tupperware® products you can give to those agreeing to date you. These are provided based on what is offered in our most recent brochure. (not pictured)

ARE YOU READY TO PARTY?

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

11.

12.

**DELIVERY FOR REORDERS CAN TAKE UP TO NINE BUSINESS DAYS.**  
 If you need additional information, contact your recruiter or Customer Care.

# Products to demonstrate

You know the saying, "Those who can't do, teach?" Well, that's silly—we can do both! At Tupperware, we know teaching party guests the awesomeness of our products through demonstrations is one of our most valuable sales techniques. Seeing is believing—so we've given you the tools to take your party on the road and wow your customers with product demos. Included in your Business Kit are some of our favorite, most popular items to get you started on your Date Me collection, start your business strong and reach new customers. "Date Me" is a term we use when referring to exclusive recipes given to Sales Force to help make the most of their parties and product demos.

**TOP  
SELLER**

1.



### 1. POWER CHEF® SYSTEM (Q)

It's the most efficient food processor ever! Blend, mix, emulsify and chop—all with the pull of a cord. Make your favorite snacks faster and easier!

### 2. MICROWAVE BREAKFAST MAKER

Prep breakfast the night before and kids can cook for themselves in the morning. Super time-saver and so inexpensive party guests can buy multiples so every member of their family has one.

2.



### 3. FRIDGESMART® SMALL DEEP CONTAINER

Prevent household waste (an average of \$800 each year!) with containers that extend the life of produce. Encourage healthy eating by keeping fruits and vegetables on eye level in refrigerator.



3.

4.



### 4. QUICK SHAKE® CONTAINER

Shake it up for a quick and healthy snack! Our instant blender features a sleek, easy-grasp design and lock-open, flip-top cap that lets you prep a healthy beverage and then drink it straight from the container.

PRODUCTS TO DEMONSTRATE

**5. SILICONE SPATULA**

One squared and one rounded corner to easily slide around any shape bowl or pan. But specially designed to perfectly fit Tupperware bowls. Extra-long handle reaches to the bottom of large jars. Silicone stands up to the heat of pots and pans.



5.

**6. CHIP 'N DIP**

This lightweight, large-capacity serving set features a stylish, innovative bowl that can hold lots of chips or a crowd-pleasing salad. To serve salsa or dip, hook the smaller bowls on the rim of the large bowl.

*Exclusive color just for consultants!*



6.

**7. SMALL ECO WATER BOTTLE**

Take it with you wherever you go! You'll be amazed how many people will ask where you got it. Reusable, durable bottle with a contoured shape that fits comfortably in your hand. Reaching your daily water intake is simple when this stylish sipper is by your side.



7.

**8. MEASURING SPOONS**

A spoon that stands on its own? Yep, we've got that and now you do too. Durable measuring spoons have all the same cool features as the measuring cups.



8.

**9. MEASURING CUPS**

Measuring cups are embossed so measurements won't fade. Set includes two hard-to-find sizes. Sturdy handles are easy to hold and are suitable for left- or right-handed users.



9.

**10. CAN OPENER (Q)**

Party guests will be amazed when they see you run your finger over the rounded edge of the lid and can. Special tip picks up lid without leaving nasty residue and eliminating cross-contamination. It's so great, it basically sells itself!

*No sharp edges here!*



10.

**11. TINY TREASURES**

These handy tools make great gifts for your party guests! Includes Citrus Peelers, Rocker Scoops and Smidgets. (not pictured)

Learn more about these (and other) products at [My.Tupperware.com](http://My.Tupperware.com).

# Become a *Power Chef® pro!*

The Business Kit is built around our #1 Top Selling product to help you get the party started with demonstrations that are almost as fabulous as you!

**TOP  
SELLER**



**WITH THIS REMARKABLE PREP SYSTEM, YOU CAN:**

## **BLEND**

omelettes, smoothies,  
guacamole, hummus  
& other dips and  
spreads

## **MIX**

batters for  
pancakes &  
cakes, mousses  
& other desserts

## **EMULSIFY**

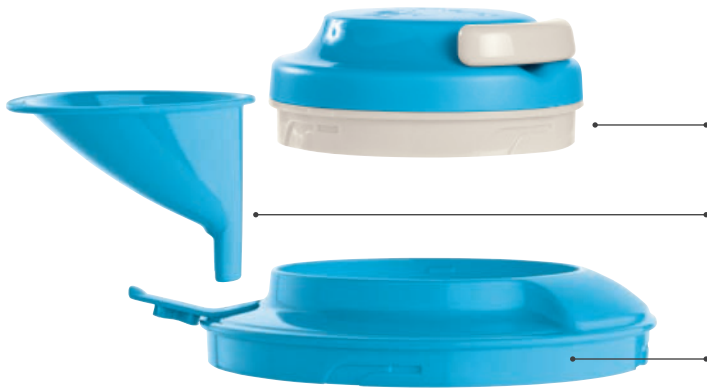
dressings, marinades,  
sauces & mayonnaise

## **CHOP**

vegetables, fruit,  
nuts & herbs  
for meal or  
dessert prep



You can create (at least!) five delicious recipes with what's included in your kit: Restaurant Style Salsa, Mango Smoothie, Peach Frozen Yogurt, Orange Strawberry Smoothie and Southwest Veggie Frittata. This section will serve as your cheat sheet while you learn about Tupperware® products.



Super-efficient pull-cord cover lets you control how much or how little your ingredients are mixed and chopped.

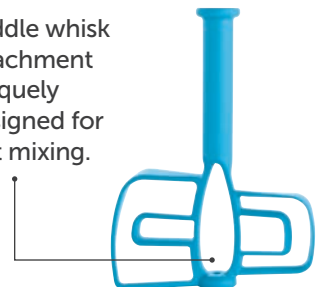
Funnel with measurements twists open or closed for slowly adding oils and other liquids.

Ring adapts pull-cord cover to 5¾-cup/1.35 L base.

Curved blades (with blade protector) which lift ingredients for incredibly thorough processing.



Paddle whisk attachment uniquely designed for fast mixing.



5¾-cup/1.35 L base is large enough to mix an entire cake.

Anti-skid ring keeps it stable.





# Restaurant Style Salsa

Serves 6 • Serving size: ¼ cups

14.5-oz./425 g can diced tomatoes, drained  
2 jalapenos, seeded & halved\*  
½ small onion, peeled & halved  
¼ cup cilantro  
½ tsp. coarse kosher salt  
½ tsp. cumin

*\*If desired, leave seeds for extra heat.*

Nutritional Information (per serving):  
Calories: 25 Total Fat: 0g Saturated Fat: 0g  
Cholesterol: 0mg Carbohydrate: 5g Sugar: 3g  
Fiber: 1g Protein: 1g Sodium: 350mg Vitamin A: 4%  
Vitamin C: 8% Calcium: 2% Iron: 2%

Place ingredients in base of Power Chef® System, fitted with blade attachment. Cover and pull cord until ingredients are chopped.

IN KIT



Power Chef®  
System



FridgeSmart®  
Small Deep  
Container



Can  
Opener



Measuring  
Spoons



Chip 'N Dip



10  
minutes

# Peach Frozen Yogurt

Serves 4 • Serving size: ½ cup

½ cup low-fat vanilla yogurt  
2 tbsp. honey  
2 cups frozen peaches

- 1.** Combine yogurt, honey and ½ cup of peaches in base of Power Chef® System, fitted with blade attachment. Cover and pull cord until ingredients are combined.
- 2.** Add another ½ cup of peaches, cover and pull cord until peaches have combined.
- 3.** Continue adding peaches until all have been combined. Serve immediately.

Nutritional Information (per serving):  
Calories: 70 Total Fat: 0g Saturated Fat: 0g  
Cholesterol: 0mg Carbohydrate: 19g Sugar: 16g  
Fiber: 1g Protein: 2g Sodium: 15mg Vitamin A: 6%  
Vitamin C: 110% Calcium: 4% Iron: 2%

IN KIT



Power Chef®  
System



Measuring  
Cups



Measuring  
Spoons



# Orange Strawberry Smoothie

Serves 3 • Serving size: 1/2 cup

- 1 cup frozen strawberries
- 6 oz./175 g low-fat vanilla yogurt
- 1/3 cup orange juice

Nutritional Information (per serving):  
Calories: 90 Total Fat: .5g Saturated Fat: 0g  
Cholesterol: 5mg Carbohydrate: 18g Sugar: 15g  
Fiber: 1g Protein: 3g Sodium: 40mg Vitamin A: 2%  
Vitamin C: 50% Calcium: 8% Iron: 2%

Combine ingredients in base of Power Chef® System, fitted with blade attachment. Cover and pull cord until strawberries are finely chopped and mixture is combined.

Take it on the go!

IN KIT



Power Chef® System



Quick Shake



Measuring Cups



# Mango *Smoothie*

Serves 3 • Serving size: ½ cup

- 1 cup frozen mangos
- 6-oz./175 g low-fat vanilla yogurt
- ⅓ cup orange juice

Combine ingredients in base of Power Chef® System, fitted with blade attachment. Cover and pull cord until mango is finely chopped and mixture is combined.

Nutritional Information (per serving):  
 Calories: 110 Total Fat: 0.5g Saturated Fat: 0g  
 Cholesterol: 5mg Carbohydrate: 25g Sugar: 22g  
 Fiber: 1g Protein: 3g Sodium: 40mg Vitamin A: 10%  
 Vitamin C: 6% Calcium: 45% Iron: 0%

IN KIT



Power Chef®  
System

Take it  
on the go!



Quick  
Shake



Measuring  
Cups

# Breakfast made like *Magic*

The **Microwave Breakfast Maker** is what every kitchen doesn't know it's missing...yet.

An absolute morning must-have, the Microwave Breakfast Maker helps you make omelets, oatmeal and French toast quickly and easily in the microwave. It's especially amazing for busy moms, on-the-run commuters and dorm-room chefs. Make it part of your balanced breakfast.

Tips for use:

- Add 1 tbsp. water or milk while beating eggs for a more uniform texture.
- Cook no longer than 5 minutes on high power in a 900 watt microwave oven. For best results, cook on 50% power. Adjust time and microwave power level as you experiment with different recipes.
- Don't add oil or any other fats to your recipes, as this will damage the product.

Ridged, stay-cool handles for a sure grip



Vent holes allow steam to escape during cooking



Microwave and dishwasher safe material

1<sup>3</sup>/<sub>4</sub>-cup/430 mL base cooks two eggs with additional ingredients like veggies or four eggs with no additional ingredients

Simple instructions engraved inside cover



*This product, like everything we sell in the U.S. & Canada, is BPA-free.*

## MICROWAVE BREAKFAST MAKER

5

minutes

PREP: 3 minutes

COOK: 2 minutes 15 seconds

# Southwest Veggie Frittata

Serves 2 • Serving size: 1/2 frittata



1/2 jalapeno pepper, seeded\*  
 1/2 small onion, peeled and halved  
 1/4 medium tomato or 1/4 cup grape tomatoes  
 3 large eggs  
 1/8 tsp. coarse kosher salt  
 2 tbsp. water  
 1/2 cup pepper jack cheese, shredded

*\*If desired, leave seeds for extra heat.*

1. Combine jalapeno and onion in base of Power Chef® System, fitted with blade attachment. Cover and pull cord until chopped.
2. Add tomato to Power Chef® base, cover and pull cord to roughly chop.
3. Remove blade and replace with paddle attachment. Add eggs, salt and water, cover and pull cord until combined. Pour mixture into Microwave Breakfast Maker and sprinkle with cheese.
4. Cover and microwave on high power 2 minutes and 15 seconds. If desired, serve topped with additional cheese and tomatoes.

Nutritional Information (per serving): Calories: 220 Total Fat: 15g Saturated Fat: 7g Cholesterol: 305mg  
 Carbohydrate: 6g Sugar: 3g Fiber: 1g Protein: 16g Sodium: 440mg Vitamin A: 8% Vitamin C: 10% Calcium: 25% Iron: 8%

IN KIT



Power Chef®  
System



Microwave  
Breakfast  
Maker



Measuring  
Cups



Measuring  
Spoons

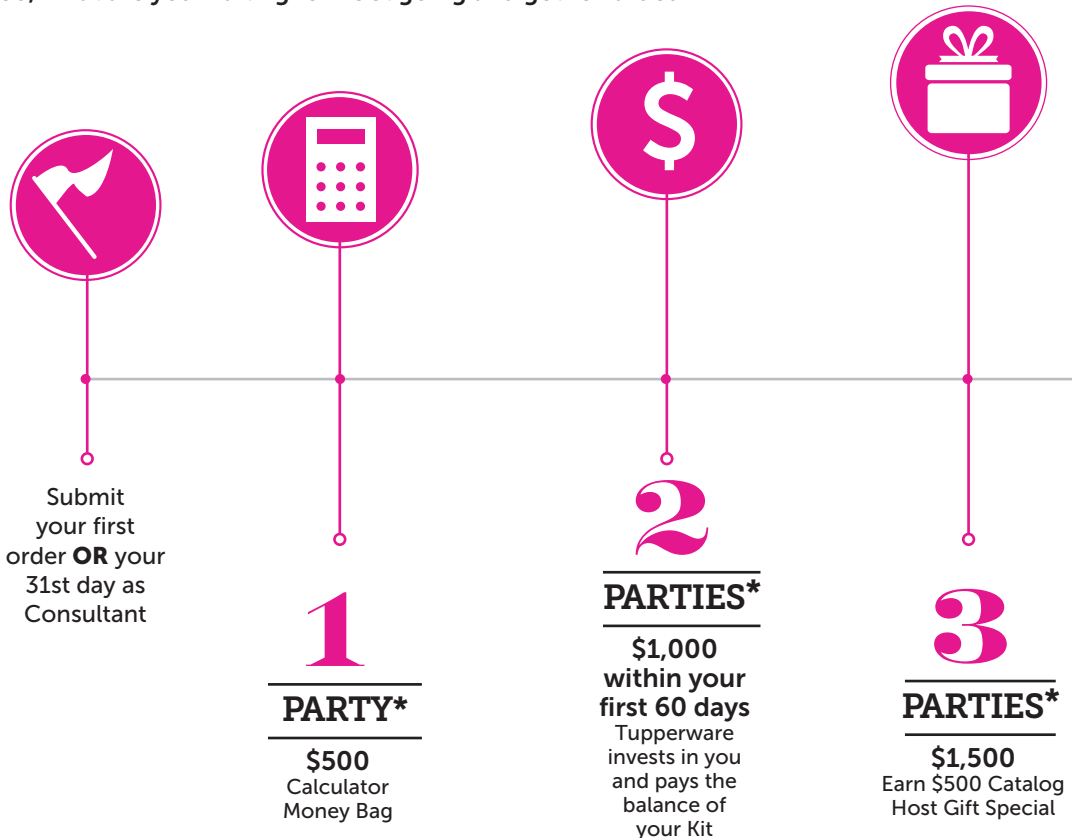


Silicone  
Spatula

# Let's get this *party* started right!

**Ready, Set, Go!** Start down the right path to success – and earn awesome rewards – by taking advantage of the Confident Start Program. You will be automatically enrolled after submitting your first order or on your 31st day as a Consultant, whichever comes first. Once you begin, you'll have **13 weeks** to meet the Program goals. (Fast finishers, rejoice! There's no need to use the full 13 weeks. The sooner you complete the program, the sooner you'll be eligible for additional weekly Consultant rewards.)

As you complete each level, you will receive an email that lets you know where to redeem your award coupon and where to download complementary Date Me recipes. Track your progress on My Sales as you qualify for cool tools to help build your Tupperware business. **So, what are you waiting for? Get going and get rewarded.**



*\*Qualification is based on total personal sales. A standard party is \$500.*





5

**PARTIES\***

**\$2,500**

Select 1 of the Date Me product sets

Be sure to check your Sales Force website for more great Date Me recipes!

8

**PARTIES\***

**\$4,000**

Rolling Kit Bag, Name Badge and Tablecloth

10

**PARTIES\***

**\$5,000**

Select 1 of the Date Me product sets

Be sure to check your Sales Force website for more great Date Me recipes!

15

**PARTIES\***

**\$7,500**

iPad or iPad Mini OR Chef Series 9-Pc. Cookware Set

*\*iPad orders cannot be shipped to a PO Box.*

*Check your Sales Force website for the most current Confident Start Program flyer.*

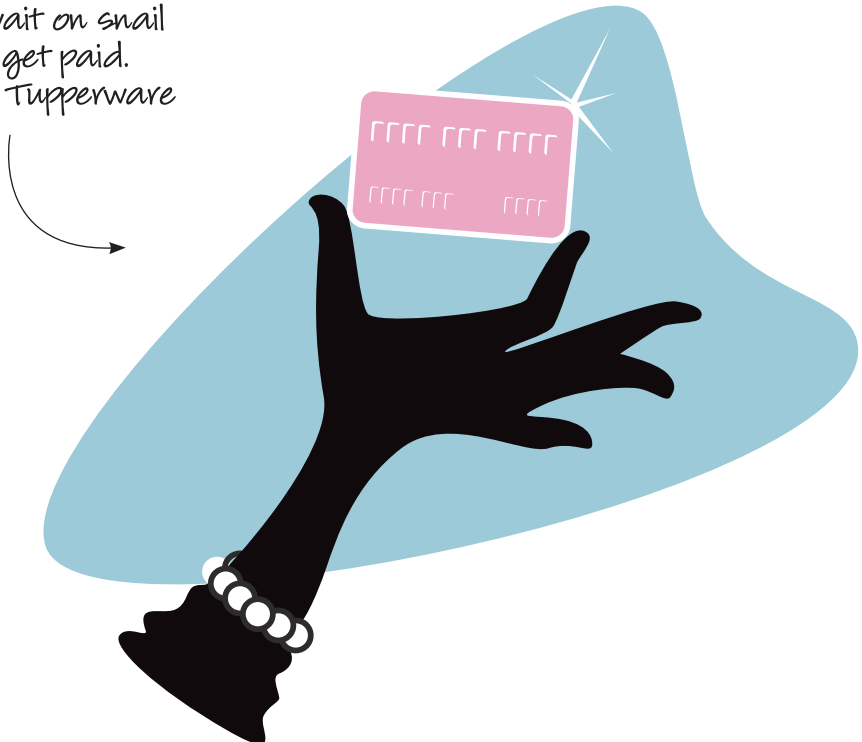
# GETTING *paid!*

**BONUS!** When you personally hold 3+ standard parties\* (\$1,500+ total) in a sales month, you will earn a 5% monthly bonus on your total personal sales. Adds up fast, right?

**DOUBLE BONUS!** Hold 8+ standard personal parties (\$4,000+ total) to receive a 10% bonus that month on your total personal sales.

**CHOOSE A METHOD OF PAYMENT:** Have a check mailed to your home, or, to get your income in your pocket even faster, sign up for the Tupperware Card. Page 36 of this guide has more details on the awesome Tupperware Card.

*Don't wait on snail  
mail to get paid.  
Get the Tupperware  
Card!*





*Directors in Les Diamants, pictured above, have discovered friendships, confidence and great success - TOGETHER!*

## **READY TO SEE YOUR COMMISSION SOAR? BUILD A TUPPER-UNIT!**

When you share the Opportunity with others, you help them see new possibilities for their life. It's as simple as telling your own story and what you love about your business. Then, helping at least three personal active recruits to also spread the word about money-saving, waste-reducing, time-freeing Tupperware® products.

Sure, supporting your unit could translate to more commission for you. But it could also mean financial freedom for the Consultants you help develop along the way. And trust us, helping others feels amazing.

Profit Plus (or the percentage you earn on your unit's sales) are paid once per month, on the 3rd Monday after the end of the sales month. See Compensation Overview Chart on your Sales Force website for more information.

## **GO DIGITAL AND UPGRADE YOUR COMMISSION**

Sign up for a My.Tupperware account by visiting My.Tupperware.com. When you upgrade to a paid subscription, you'll get your very own Tupperware.com website and earn 25% on everything you sell online through your website. And that's not all! When you sell 1+ standard personal parties (\$500+ total) or more in personal sales in the previous sales month, you'll also be included in our ecommerce pool to earn more money. Check out your Sales Force website for more details.

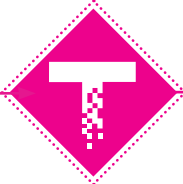
*\*Based on a standard party of \$500.*

# GET Connected



## YOUR SALES FORCE WEBSITE

(aka My.Tupperware Website)  
Visit by going to My.Tupperware.com.  
Access important information about catalogs, monthly brochures, short-term promotions, product knowledge, training and more.



## T-APP

Offers quick access to catalogs, videos, news from the Home Office, a fan wall to chat with other Consultants and more. Available for Android users in Google Play and Apple users in iTunes.



*A must see!*

## MY WEEK EMAIL

Each week you'll receive an email, to the address you listed in your account set up in My Sales, with important info ranging from the latest Host and customer offers to the incredible awards you can earn. You are automatically signed up to receive this email.



## TUPPERWARE TEXT MESSAGE SERVICE (SMS)

See your Sales Force website for details on how to sign up. With text messaging you can update your party schedule and access valuable information:

- product & parts information
- current sales data
- order status and more.

Join in on the Tupperware family fun! **#TWPARTY**

Visit us at:



[facebook.com/tupperwareusca](https://facebook.com/tupperwareusca)



[@tupperwareusca](https://twitter.com/tupperwareusca)



[tupperwareusca](https://instagram.com/tupperwareusca)



[pinterest.com/tupperwareusca](https://pinterest.com/tupperwareusca)

## TRAINING OPPORTUNITIES

**BE LIKE**  
*Brownie**Invented  
social selling!*

**We've been in the home party business for more than 65 years. We'll teach you everything you need to know.**

In the '50s, the original Tupperware lady, Brownie Wise, recognized the power of social networks and genuine "face-time" with friends. If she can do it, you can do it. And here's how:

**PERSONALLY YOURS**

Talk to your recruiter or Director about attending:

- a training party
- new Consultant Success Class (aka New Consultant Orientation)
- monthly unit and team meetings
- rallies or sales meetings
- specialized training classes.

**LOG IN AND LEARN**

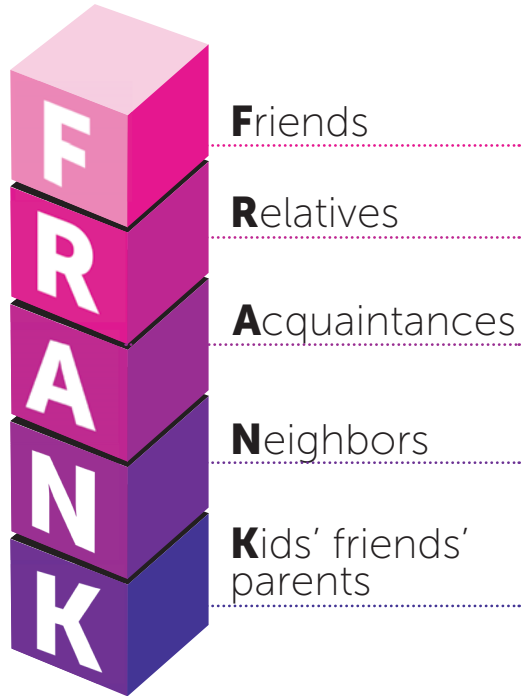
iTUP Interactive Learning System is a fun, interactive tool to help you learn about the company, Tupperware® products and preparing for parties. The iTUP link and other training materials are on your Sales Force website.

# building YOUR contact list

## DATE YOUR FIRST PARTIES WITH FRANK

You may not have heard of Frank, but he knows pretty much everyone and will help you build your initial contact list.

To begin building your contact list, add your:



### TAKE CARE OF YOUR T ZONE! NOT THAT ONE, YOUR TUPPERWARE ZONE.

Reach out to your neighbors in your "t" zone to let them know you're a Tupperware Consultant with incredible Host rewards and party recipes to share.

# ONE GOOD PARTY LEADS TO ANOTHER

Each party guest is a potential next Host. Don't miss an opportunity by leaving anyone out. And, whatever you do, don't deprive anyone of Tupperware!

## DO THESE THREE THINGS AT A PARTY, AND YOU WILL DATE YOUR NEXT

**1. When they learn, they return.** There's value in education. Teach your guests how Tupperware makes everyday life easier and saves them money.

**2. Always leave them wanting more.** There are many Tupperware solutions. Let your guests know that you've got even more great tips in store for them.

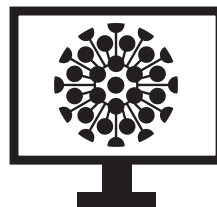
**3. Have fun!** Tupperware is a great reason to get together. Guests, your potential Hosts, will enjoy the party so much that they'll happily date you.



### HOST REWARDS

Sharing the amazing rewards you can offer to Hosts is pretty much the best way to date parties. So what can Hosts enjoy when they date you?

- Tupperware Hosts can qualify for free, exclusive and/or reduced-cost products based on their party's total sales. See your current catalog and sales brochure for complete details regarding the Host Gift Specials.
- Conversation starters and dating gifts need to be ordered in advance as sales aids. All other Host gifts are ordered when you place the party order.



### TUPPERCONNECT® PARTIES

Not all guests have to be present to help grow the party's sales. Hosts may invite out-of-town family and friends to shop via a TupperConnect® Party.

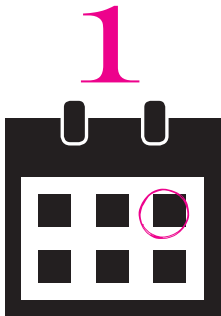


### DATE ME RECIPES

Tupperware catalogs include Date Me recipes using a specific product. Add to your collection with the help of our Confident Start Program. When you're ready, you can download even more recipe cards from your Sales Force website.



## PARTY BLUEPRINT



1  
Select a date and mark it in your planner.



2  
Share Date Me recipes with your Host and ask her to provide the necessary ingredients for her recipe selection.

3  
Give your Host a party planning folder.



4  
Call your Host 48 hours before the party to let her know you're excited about the party and to find out how many people are coming so you'll be prepared.



## BEFORE THE PARTY

**PREP YOUR HOST**

Your Host will want a successful party so that she can maximize her Host rewards.

Help her out by prepping her with a party planning folder including:

- Current Host Gift Sheet (printable version on your Sales Force website)
- 2 catalogs and 5 brochures
- 3–5 order forms
- 1 recruiting flyer

**PREP YOURSELF**

Remember these party essentials:

- Your Business Kit
- Catalogs
- Brochures
- Order Forms
- 3–4 party planning folders
- Pens
- Date Me Planner
- Money bag (with change)
- Dating gifts (Citrus Peelers, Rocker Scoops, Smidgets, etc.)
- Recruiting flyers



**BEFORE YOU GO** | Check your Sales Force website for any new special offers available for Hosts or guests. And, keep your party attire simple. A nice pair of slacks, blouse (or shirt for men) and your Tupperware apron are appropriate for most parties.

# AT THE party!



- Plan to arrive at your party location 20–30 minutes before the party starts to set up your display and prep recipes if needed. From the time you arrive to the time you depart, the goal is to keep your parties to about two hours.
  - Greet guests as they arrive at the party.
  - During the demonstration, explain product features and benefits.
  - A feature is what makes the product special.
  - A benefit is what the feature does for you.
- If you are demonstrating a recipe, highlight the features and benefits of the product you are using to make that recipe.
  - Involve your guests no matter what kind of party you are doing. They'll have a lot more fun if the party is interactive.
  - Remind guests that the best way to get Tupperware is to get it FREE for hosting their own party.
  - Give dating bids throughout the party.

AT THE PARTY



- Share the Tupperware Opportunity by sharing why you started your business and what you like about your business.
- Collect orders.
- Your customers can pay using cash, MasterCard, Visa, Discover or personal checks made out to you.
- Total each customer's order and add the appropriate tax and shipping charges.
- Tax should be charged based on the location of the ship-to address.
- Party plan with any guests who date a party.
- Review total party sales with your Host and coach the Host to close the party within 48 hours, if needed.
- Most importantly, **HAVE FUN!**

# Post Party **IN 3!**

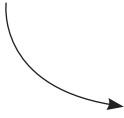
## WRAP UP YOUR TUPPERWARE PARTY IN 3 EASY STEPS:

1. Deposit guests' checks and cash in your Tupperware business account.
2. Enter party orders in My Sales (see next page for details).
3. Send thank you notes to everyone who dated a party.

## ACCEPTING PAYMENTS

After a party, **deposit guests' cash or check payments directly into your bank account!** Then, make a payment to Tupperware for the party order. (This is where the Tupperware card comes in handy!) Tupperware accepts Visa, MasterCard, Discover and, of course, Tupperware Check or Debit Card for your Consultant payment. Use the credit card payment sheets for guests paying with credit card. Use plastic to buy plastic!

*Insta-cash!*



*Handwritten notes are super special!*



## ENTERING PARTY ORDERS

A step-by-step reference for entering your customers' party orders (this and other training videos can be found under the training section on your Sales Force website!):

**1.** Select the order type that applies to your order (Is it for a customer or you, the Consultant?)

**2.** If the order is for a customer, check the direct-ship option if the customer wants their order shipped straight to the address he/she provided (and he/she has paid the additional "customer direct" shipping charge of \$4.50.)

**3.** Click the dated a party option if that customer dated a future party with you and enter party date in the corresponding field

**4.** Enter your customer's information in the home address fields  
Please remember to complete all fields

**5.** Click next to begin entering items into the order

If you're looking for a little extra help entering orders, have your recruiter or Director walk you through the process or **call Customer Care\* (at 1-888-921-7395)** with the following information:

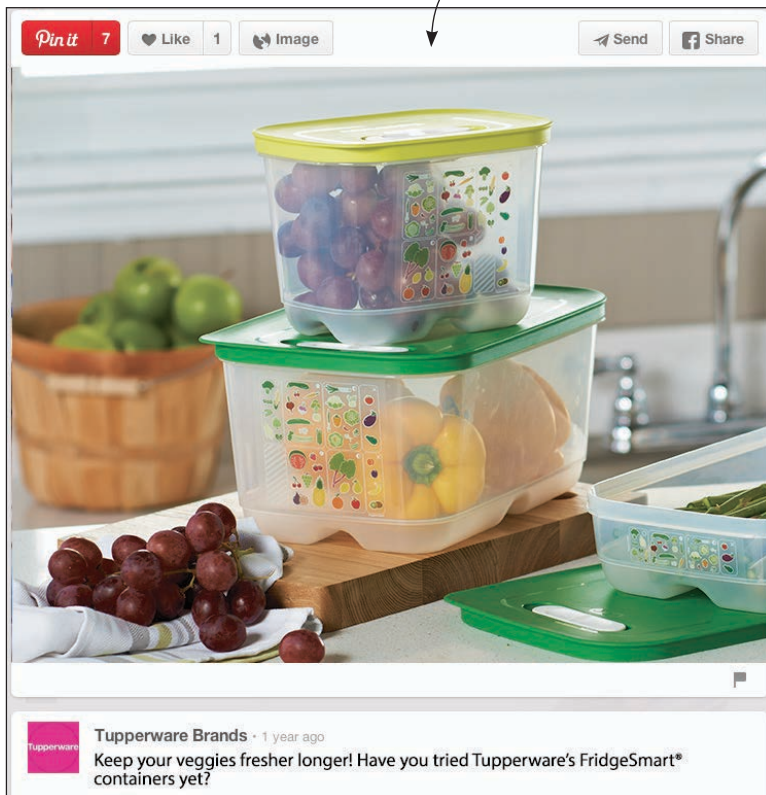
- Your 11-digit Consultant ID number
- Summary of party information including Host address
- All customer and Host orders (including first and last names)
- Addresses for orders that will be direct-shipped to customers or paid for with a customer's credit card
- All valid item numbers, item names and quantities needed
- Retail sales, shipping and tax totals for verification

\*During your first 13 weeks, there's no processing fee for a party to be entered by Customer Care. After your first 13 weeks, a 1.5% of retail fee applies for orders placed through Customer Care.

# Working YOUR BUSINESS

**BRAND YOUR TUPPERWARE BUSINESS  
TO BEST FIT YOUR PERSONALITY.**

*Here are some suggested posts  
for your social media sites!*



## LIKE EATING FRESH?

Educate others about the benefits of eating local and teach them how FridgeSmart® containers save nutrients, time and money.

## DO YOU LOVE TO ORGANIZE?

Help others get a handle on their pantries, cupboards and cabinets with Modular Mates® containers. Party guests will thank you for the help and the commission is great, too.



## DO YOU ENJOY MAKING A DIFFERENCE IN YOUR COMMUNITY?

Tupperware can help. By holding a Tupperware fundraiser, benefitting organizations receive 40% of the proceeds! Your commission will be based on the remaining 60% of party sales.

## ARE YOU A HEALTH NUT?

Great! Tupperware® SmartSteamer, TupperWave® Stack Cooker and Tupperware containers are awesome tools to teach your family and friends about healthy meal prep and eating on-the-go.

## ARE YOU CONSCIOUS OF YOUR CARBON FOOTPRINT?

Tupperware® products are reusable and reduce waste. Show others how they can reduce their impact on Mother Nature.



Talk to your recruiter or Director about the Tupperware® product replacement process and how you can help your customers fulfill warranties.

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# Product WARRANTIES

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One of the things people love about Tupperware® products are our warranties. Here's what you need to know:

## **TUPPERWARE LIMITED LIFETIME WARRANTY**

Tupperware® products are warranted against chipping, cracking, breaking or peeling under normal non-commercial use for the lifetime of the product.

## **QUALITY WARRANTY (Q)**

Products identified in the catalog with the Q symbol are warranted to be free from manufacturing defect up to one year after purchase.

## **30-DAY WARRANTY (G)**

Products identified in the catalog with a G symbol are warranted to be free of manufacturing defects up to 30 days after purchase.

## **SHIPPING AND HANDLING CHARGE**

Warranty replacement items or parts are subject to shipping and handling charges.

## **CHEF SERIES COLLECTION & ULTRAPRO OVENWARE**

Chef Series Culinary Collection & UltraPro Ovenware carry a limited lifetime warranty against defects in the material or workmanship under normal or household non-commercial use.



PRODUCT WARRANTIES

**WARRANTY IDENTIFICATION** Use this reference tool to help you identify what is covered by a Tupperware warranty.

**CHIPPING:** Chipping may occur along the edges of a product.



**BREAKING:** Breaking produces a hole in the product.

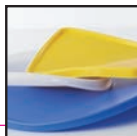
**PEELING:** Peeling can occur mainly in older products.



**Q WARRANTY:** Q Warranty products are warranted to be free of manufacturing defects up to one year after purchase.

**WARPING:**

Products manufactured after September 1979 are dishwasher safe and if warped, should be replaced at no charge.



**CRACKING** can be large or tiny, like this crazing (network of fine cracks).

**NON-WARRANTY IDENTIFICATION** Here are some examples of damage Tupperware product warranties do not cover. If a product has both warranty and non-warranty damage, honor the warranty and replace the product.

**MICROWAVE DAMAGE:**

Foods high in sugar or fat can cause this type of damage when microwaved.



**CUTS OR CHEWING:** Cuts by knives or other sharp objects including chewing are not covered by warranty.

**STAINS:** Food stains and discoloration are not covered under Tupperware warranties.



**Q WARRANTY:** Damage to products carrying a Q warranty are not covered when damage is the result of improper care such as rusting blades.

**MELTING:** If products touch a burner on the stove, a heating element in the dishwasher or other extremely hot objects, the heat can melt the product. Melting is not covered by warranty.



**SCRATCHES:** Warranty does not cover scratches that happen under normal product use.



**WARPING:** Before September 1979, products were not manufactured to be dishwasher safe and warping due to dishwashers prior to this period are not covered by warranty.

# TUPPERTALK

Here's a head start on understanding some of the lingo you're likely to hear at team meetings and in the communications you'll receive from the Home Office.



## ACTIVE CONSULTANT

Consultants are considered "active" when they submit \$250 or more in personal sales in a rolling four-month period.

## DATE & HOLD GIFT

(Sometimes called a Thank You Gift.) This free gift is given to thank a Host for holding a Tupperware party with sales of \$175 or more. A qualifying Host may make her selection from the Catalog or a special Date & Hold Gift may also be available in the monthly brochure

## DATING

A definite commitment to host a Tupperware party; dating is also the process of asking a potential Host for that commitment.

## DATING GIFT

A token gift offered to Hosts who date their party within a specified period of time.

## DATING LEAD

Someone who may be interested in hosting a Tupperware party, or someone you think would be a good Host.

## OUTSIDE ORDERS

Customer purchases made before or after a party, but before the party ordering closes. The Host earns Host credit for all outside orders as well as orders at the party.

## PERSONAL ACTIVE RECRUIT

Someone you personally recruited who submits \$250 or more in sales in a rolling four-month period.

## PERSONAL SALES

Sales you personally gather and submit through parties, outside orders, Fundraisers, sample orders and online sales.

## SALES AIDS

In addition to catalogs and brochures, Tupperware offers a variety of sales aids including Date Me recipe cards, polybags for packing products, logo ink pens, key chains and more. Print a copy of the current list by visiting the Sales Aids link on your Sales Force website and look for the Sales Aids Price List page.

## SALES MEETINGS/RALLIES

A sales meeting (sometimes called a "rally") is a weekly meeting for all the Consultants and Managers of a Director or Top Leader. Most Sales Meetings are held on Monday evenings. These meetings are a fun way for Consultants and Managers to get the information, ideas, recognition and support they deserve!

## SAMPLES

Keep your parties up to date with the latest products. The sampling program gives you the opportunity to purchase select catalog, monthly brochure products and exclusive Host gifts at a 35% discount. Buying a sample gives you the opportunity to use a product before a party demonstration.

## SEAL

The world-famous Tupperware seal is the unique "top" that fits securely on a Tupperware container and protects the contents from outside air, moisture and insects. Seals are never called "lids" because of their superior function.

## STANDARD PARTY

\$500 is the goal party amount set to assist you in achieving consistent success and also enables your Host to achieve the Host Gift Special.

## TUPPERWARE SALES WEEK

The Tupperware sales week runs from Saturday through Friday.

## TUPPERWARE SALES MONTH

The Tupperware sales month starts the Saturday after the last Friday of the month. Sound a little complicated? It's really not so bad. Your Date Me Planner has the beginning

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*The party is the easiest place to date. It's fun and Hosts love the **FREE** products. Do your party guests a favor by asking, "who's dating next?"*

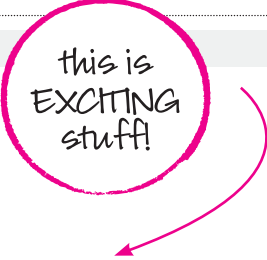
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of each sales month marked for you.

It's important to note the last day of each sales month because it's your last chance to close parties, submit orders and have sales count toward the current month (which is often important when you're hoping to qualify for awards, trips, recognition etc.). Each Tupperware sales month closes at 11:59 p.m. your local time. If you live in Alaska, Hawaii, Guam or anywhere outside the continental U.S. or Canada, ask your recruiter or upline for your closing time.

## UNIT

As you start recruiting to build your earnings, your first goal is to reach the title of Manager by having three active personal recruits. This is the beginning of your unit! As your recruits also recruit, you are paid on three levels deep of your unit.



this is  
EXCITING  
stuff!

## MORE BENEFITS... **MORE VALUE**

Here you'll find a wealth of products and services – like business cards, banners, printing assistance, cell phone plans and travel arrangements – from top office supply and service companies ready to serve you. Best of all, many of these services are offered at significant savings.

Explore these vendors and their products in this handbook, then go to your Sales Force website and click on **MORE Benefits** to learn more. Visit the section often – our preferred vendors frequently offer special discounts and services throughout the year.

**We hope these valuable resources help you create the professional and productive business you'll be proud of!**

## **BUSINESS SERVICES**

### **OFFICEMAX**

Take advantage of OfficeMax's Tupperware corporate discount program for all of your business needs through the OfficeMax Retail Connect Discount Card program. Enjoy the significant discounts and savings offered to Tupperware whether shopping online or at one of 900+ store locations nationwide. In fact, you can save as much as 50% on printing through OfficeMax Impress, the print and document division of this retailer.

### **POSTCALLS VOICE MESSAGING SERVICE**

Stay in touch with your team and customers using PostCalls, a sophisticated voice notification system designed to immediately reach everyone on your list with just one phone call.

### **STAPLES**


You enjoy a 20% discount and more, on all Staples products and services offered (excluding stamps, self-service and 3rd party vendors) offered at any Staples Copy and Print center. In order to receive your discount, you would present your Business Development Program card that is available in the Perks > MORE Benefits section of your Sales Force website. This card can also be used for personal purposes.

### **TUPPERWARE CARD**

The Fastest, Easiest, Most Value-Packed Ways to Make Your Tupperware Purchases. The Tupperware Check Card links directly to your existing checking account into which your Tupperware commissions are deposited for the fastest possible payment of your Tupperware commission. It can be used to make Tupperware purchases, debiting your account in the same amount of time it takes a check to clear. A record of your transactions will appear on your checking account statement. The Tupperware Debit Card is linked to a special account into which your Tupperware commissions are deposited. It can be used to order Tupperware® products, withdraw cash from an ATM or make purchases anywhere you see the Star or Plus networks. Every time you use either card, you earn points redeemable for valuable rewards to help you build your business or earn discounted Tupperware® products. The cards are easy to get, easy to use and make earning valuable rewards easier than ever.

## EQUIPMENT NEEDS

**DELL |** The **Dell Employee Purchase Program (EPP)** makes it even easier to shop and save on Dell computers and equipment. Exclusive discounts help you get compelling deals you won't find anywhere else. Our new perks are better than ever.

**HP |** The HP Employee Purchase Program (EPP) offers award-winning HP and Compaq consumer products at discounts up to 20% plus free shipping. You can also take advantage of national mail-in and instant rebates, coupons and exclusive Employee Purchase Program deals on top of your EPP discount. Shop online at the HP Home & Home Office Store and look for the EPP tag [  ] throughout the store to see your member savings.

**AT&T |** You can receive savings and benefits on personal wireless service (must be in member's name). Choose from a range of affordable calling plans and get special prices on wireless devices and a monthly service discount on monthly voice and data plans.

**T-MOBILE |** You can enjoy a number a number of discounts and special offers, including a 12% discount off monthly services.

## OTHER SERVICES

### **COMPLETEBOOK.COM**

We have teamed with Completebook.com to select a variety of recommended book titles for your enjoyment and professional and personal development. You'll receive special discounts on books whose topics include sales and training techniques, leadership skill development, personal growth and teamwork.

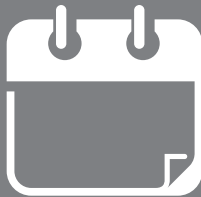
# Stay Connected



sales



social



datings



recruitment

Increase **sales**, **social** sharing, **datings**  
and **recruitment**. Find out how with IMN's  
**Tupperware trends** newsletter.

## PROMOTIONAL PRODUCTS AND SERVICES

### IMN

IMN Loyalty Driver for Party Plan is a top-rated email marketing service used by direct-selling companies worldwide. Its Tupperware-branded service, Tupperware Trends, enables Consultants to automatically deliver personalized, consistent e-newsletters tailored to their personality. Tupperware Trends also provides Warm Call™ reports: valuable consumer tracking reports that identify prospects who responded to articles and promotions, the most promising opportunities, and include scripts and notes to empower Consultants to turn every call into a sale, dating or new recruit. Consultants will always know who to call and what to say, all the time!

### VISTAPRINT

Online print leader Vistaprint has partnered with us to create a specially branded, unique web portal where any Tupperware Sales Force Member can order custom marketing and promotional products like business cards, postcards, hats, pens and lawn signs at a low cost. Custom-made templates and previously uploaded logos ensure that products stay consistent across the entire network and have the same look and feel as other vendors.

## TUPPERWARE TBOUTIQUE

Step up your Tupperware style with trendy merchandise in the Tboutique! When it comes to your business, we got you covered! Advertise your business with professionally branded apparel and promotional products, including fabulous aprons and T-shirts. Sales Force Members show off your Tupperware fashion with casual polos, shirts and tees. Need to whip up a dish during a party demonstration? Wear one of the date me aprons! Start shopping savvy at [www.tupperwaretboutique.com](http://www.tupperwaretboutique.com).

## MORE BENEFITS DISCLAIMERS

In no event shall Tupperware's compilation of the MORE Benefits create an employer/employee relationship between Tupperware and a Consultant/Manager/Director. Consultant/Manager/Director understands and agrees that the MORE Benefits are not provided by Tupperware, but by independent third parties. Any questions concerning details of any of the MORE Benefits, including qualifications necessary to participate in or receive such Benefits, services or programs, should be directed to the specific provider of such Benefits, services or programs. Tupperware makes no representation or warranty that Consultant/Manager/Director will be eligible to participate in a particular provider's plan or program, or to receive services from a particular provider. Providers of the MORE Benefits may, at any time without Tupperware knowledge, discontinue or change any of the MORE Benefits. In no event shall Tupperware be liable for the performance or the non-performance of such Benefits, services or programs offered by a provider of the MORE Benefits to Consultant/Manager/Director.



**MY CONTACT INFO**

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

11-digit Consultant ID # \_\_\_\_\_

**MY RECRUITER'S CONTACT INFO**

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

**MY DIRECTOR'S CONTACT INFO**

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

**CUSTOMER CARE IS ALSO HERE TO HELP YOU.**

We are available during the following hours.

**1.888.921.7395**

Monday–Friday, 8:30 a.m. – 11:59 p.m. Eastern Time (except during the second and last Fridays of each sales month when we are open 12 p.m.–3 a.m. Eastern Time)

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ORDERING # 76654  
2015-0680-30 ENG 2.0