

# RAZZMATAZZ STEPS TO ENSURE A SUCCESSFUL TUPPERWARE PARTY

## “BE GOOD - BE QUICK - BE GONE”

Task	Done
Set Date & Time For Party: _____ Immediately go home and set it up in your web office and Tupperconnect it – Learn the RAZZMATAZZ way of Tupperconnect – Talk to your director and/or attend our training webinar on this topic!	
Give/Send Host Party Planning Packet – On our RazzMaTazz Website under the New Consultant Tab, we have an Orientation Material tab. Here you will find all the forms to put into both your Party Planning Packettes and more! You will add Catalogs and Flyers <b>REALLY FOCUS ON TUPPERCONNECTING HER PARTY! CHALLENGE THE HOST with a GIFT FOR EVERY Tupperconnected order!</b>	
Mail Thank You for Dating Letter/Reminder To really work with Tupperconnect link and her personal invites!	
Start Party Manila Folder/Envelope (You will find this in the same location explained above)	
Party Plan With Host: (i.e. Host Gift Goal: Host Gift Special and any bonuses! Party Recipe, and review the FLOW of the party with her! Clearly Explain your Let’s Make a Deal and/or Auction with her so she MOTIVATES all her friends PRIOR to the Party!	
If needed - Prepare & Mail Party Reminder postcards – LEARN TO USE phonevite or postcalls! It’s a GREAT way to excite hosts/guests!	
Follow-Up Phone Call 1 Week Before Party! Invite host to listen in to Tues. Opp Chat!	
Call Host 2-3 Days Before Party to Get Directions For Party, Discuss # of Guests Who Have RSVP’d, Finalize Party Plans & Recipe Ingredients, Discuss Table Arrangements, Demo area, Remind her to have EVERYONE BRING A FRIEND! etc.	
Check Your Calendar For Dates You Would Like To Hold Future Parties/Gather Materials To Create at least 3 Party Planning Packets and prepare Dating Gifts AND Most of all – Make and Bring OPPORTUNITY Packets! (Flyers found on website)	
Prepare Host Gift and Game Gifts	
Prepare Catalogs/Order Forms	
Review Current Tupperware Promotions For Host, Party Guests, and For Yourself	
Determine Which Tupperware Products You Will Take To Your Party – Focus on SET SELLING and UPSELLING at the end of demo	
Practice Setting Up Your Display	
Create Party Flow Outline – We HIGHLY recommend you work with the PARTY CLOCK format also found on our website orientation materials tab!	
Rehearse Your Party, Either Out Loud or Mentally Until You Feel Confident	
Drive To And Set Up For Your Party CALL YOUR manager or Stephanie for a “pump up”	
Conduct Party, Suggest Fundraising and ASK THEM ALL TO BE AMBASSADORS, Invite them to the NEXT EVENT! Share your DREAMS!	
At Party End, Tell Host Her Party Sales & Datings and Review Host Gifts Earned To Date and What She Can Earn With More Outside Orders. Leave her with the YELLOW COPIES of all order forms and some POLYBAGS to pack up her party when it arrives.	
Set Date To Close Party, Usually Within 72 hours. Remind host that you can only except credit card payments after night of party! (close over phone w/credit card) and REMIND her to have anyone who didn’t come at the last minute to GO ORDER on her TUPPERCONNECT LINK!	
Drive Home From Party and CALL YOUR manager and/or Stephanie to share your learnings and aha’s! Let’s CELEBRATE together!	
Reflect On Party, Noting What Went Well and What You Might Do Differently Next Time – WHO DID YOU MEET YOU’D LOVE TO WORK WITH? Look for at LEAST 2 people from EVERY party/event that just TWINKLE to you!	
Enter Party Orders In The Computer As Soon After The Party As Possible. WRITE DOWN what Coupons you earned and watch for them to load! It sometimes takes a week or two, but have a notebook and keep track and check your awards off as you order them! Never miss a gift/award!	
Call Your Manager AGAIN To Let Her Know About Party Sales, Datings, Recruit Leads, To Ask Questions and For Support! And REVIEW with her WHO you liked the best and why!	
Close Party and Help Host Choose Her Gifts – IMMEDIATELY send a PERSONAL Thank You Card! Invite her to the NEXT Host Appreciation!	
Enter Final Orders In Computer and CELEBRATE YOUR PROFIT!!	
UPDATE YOUR PERSONAL PARTY LINE UP on the first screen of web order entry! Watch your business GROW! We NEED this!	
Congratulate Yourself On A Successful Party and Learning Experience	