

Note about this presentation:

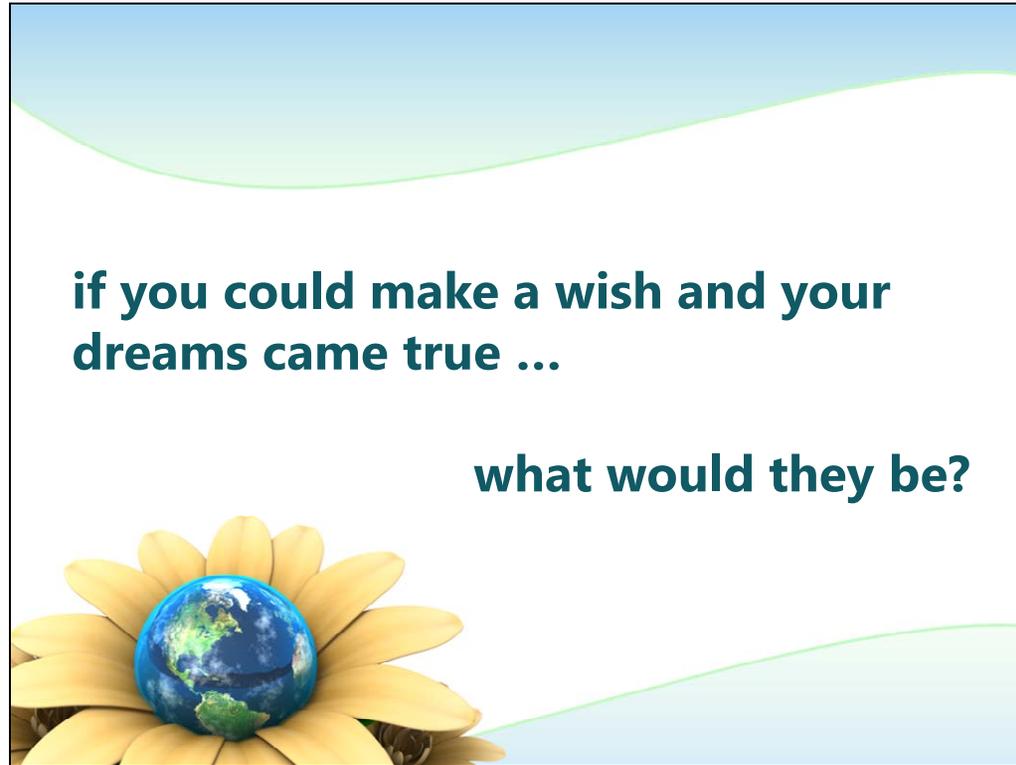
- The Dream Interview is intended to present the benefit, rewards and qualifications of the career path to Director.
- The interview is also designed for a personal discovery in a 1:1 meeting but can however be used in a group setting.
- Be sensitive to your audience and present only as much information based on what has been expressed or what you have discerned as the goal (Manager, Star Manager, Director).
- Have the Dream Interview Worksheet out to take notes.
- If the Consultant is in the first 13 weeks you can have her/him bring the STAR Datebook to the interview to record her dreams, why, goals and activities

Say: Thank you for agreeing to meet with me today and take time from your schedule to learn about the benefits of stepping into the Royalty Plan.

Say: I'd like to get some information from you before we start so I have it for my files. Complete the Personal Information section of the Worksheet.

Say: Why don't you tell me a little bit about yourself.

Say: First, I'd like to ask you to think about what your dreams would be in a perfect world.



Say: Tell me, if you could make a wish and your dreams came true . . .

Say: . . . What would your dreams be?

Say: It's human nature to dream of a better life...and there are more than 1,000,000 people around the world who are making their dreams come and are actually living better lives because of our wonderful Tupperware Opportunity.

Say: During our time together, it's my wish to discover what dreams and aspirations you have for you and your Tupperware business and show you how stepping up in the royalty plan can help you achieve those dreams.

Say: You may have heard the saying, "what you believe you can achieve"

You may share your own personal "dream story"

If you can dream it . . . You can live it!

Dream Big Dreams...

turn your dreams into goals...

turn your goals into action!



Say: We all know people who dream big dreams and make big plans, yet 5 years later they are no closer to their dreams.

Say: We also know people who set a goal and then achieve it – set another goal and achieve it over and over again.

Ask: Have you ever wondered what the difference is between those two types of people? (rhetorical)

Say: Tupperware has taught me that the ACTION step is the difference. People who achieve their dreams and goals get up and take ACTION each day to move them closer to their goals.

Say: Dreaming is great, but you can't just dream all day. You need to take the first step by putting your dreams into action by writing them down.

Say: Once you do, you can turn those dreams into goals which are measurable and specific

Say: Once you have your goals, you can turn the goals into a written action plan with step-by-step activities you need to do to reach those goals.

Everything starts with a Dream . . .

What do you want to **be**?

What do you want to **do**?

What do you want to **have**?

What do you want to **give**?



What's your "**why**" – the strongest reason you are in business for yourself?

Set the stage: "My Dream Worksheet" Activity: 15 minutes

Say: First before we talk about your dreams can you share a little about your current situation.

Say: If you could change just one thing about your current situation (more income, more recognition, etc.) what would make a difference immediately in your life?

Say: If you had everything that you needed, what else would make a difference in your life?

Say: Everything begins with a dream. In the next few minutes, I'd like you to think about those desires, dreams and hopes and as they come into your mind, write them down on your "My Dream Worksheet." You don't need to write something in every category, only those that apply.

Explain: Next, put a star next to the one thing that is the most important to them and to write why it's so important. Their "why" is their compelling reason to succeed in their business.

Segue to activity allowing 15 minutes. Play inspiration music during the activity.

Conclude Activity: If in a 1:1 setting, have the person share their why with you and you can share your why with them. If in a group setting (depending on the number of people) ask for a few examples of their "why".

... which will determine your goals!

1 month	1 year	2-5 years
\$ _____	\$ _____	\$ _____

Based on our national party average, you earn about \$100/party. But if you have a dream you need a team.



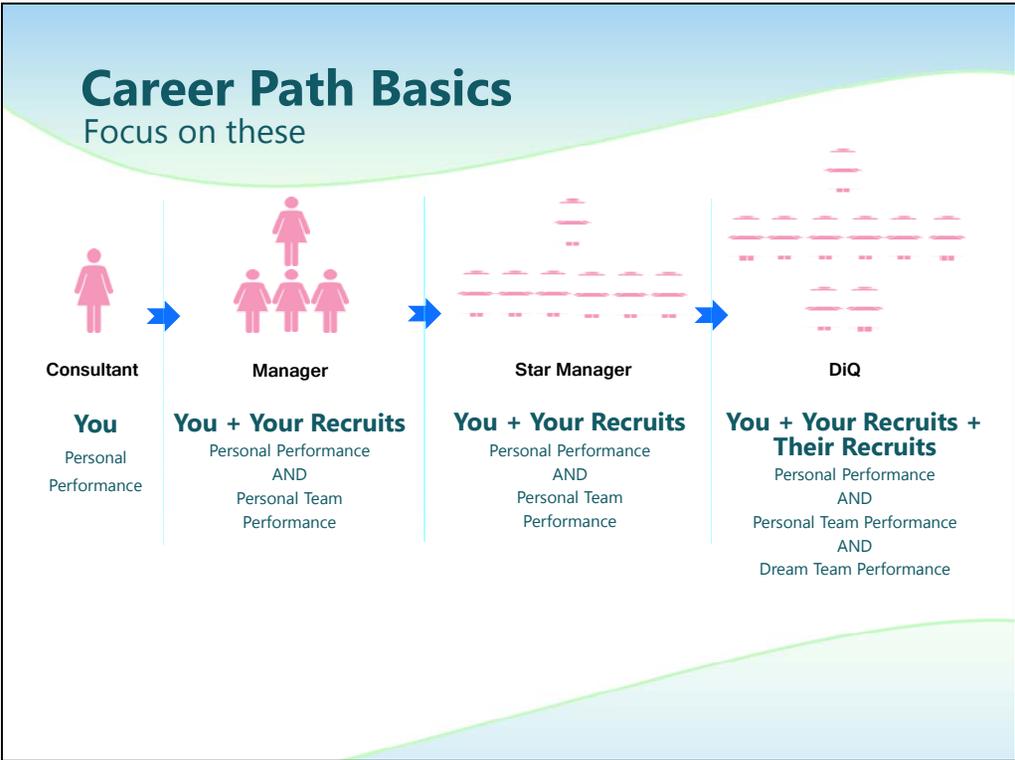
Say: Once you've reflected on your dream, the next step is to set some initial goals of the income you'd like to make from your Tupperware business.

Ask: What is your desired monthly income goal right now? (Divide the income goal by \$100 to determine the number of parties per week/month to achieve.

Ask the person to write down their monthly income goal on their "My Dream Worksheet" and the number of personal parties needed to achieve.

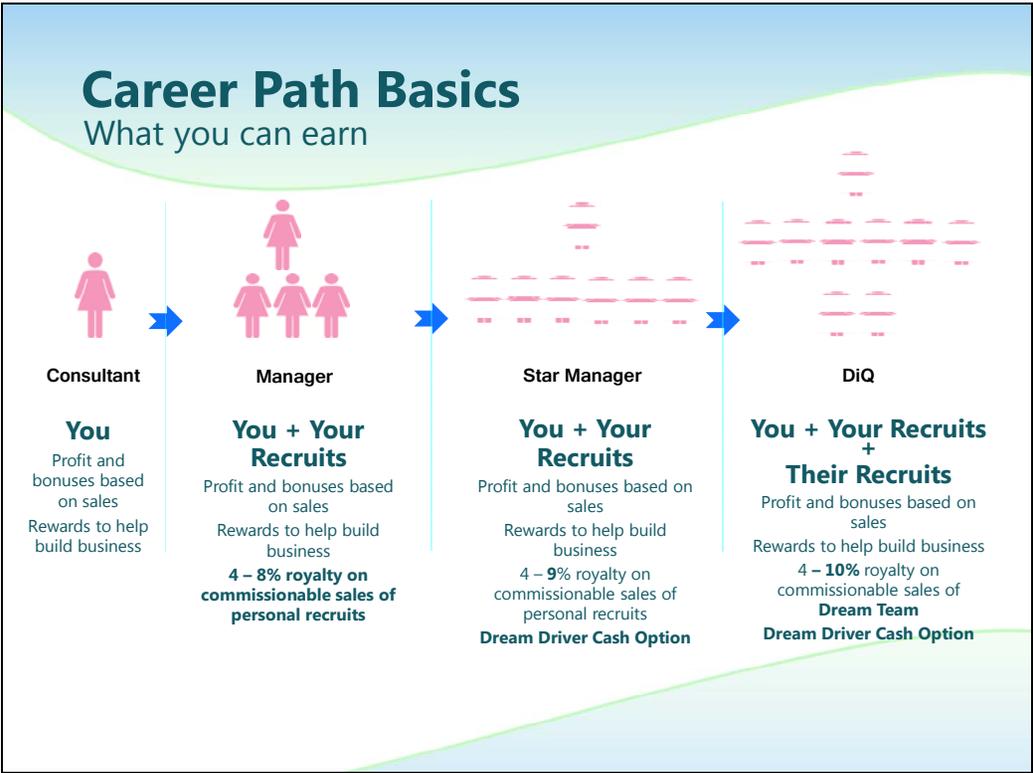
Ask: How much would you like to make in 1 year? In 2-5 years?

Say: I'm going to share with you how you can achieve your dream even faster by sharing the opportunity with others.



Explain the four levels

Review the chart and explain you'll go into more detail later.



Review the potential ways to earn on the chart emphasizing what's added at each basic level.

Dreams can come true when you ...

Follow our 1-2-3 Success Plan

- 1 → Talk to at least 1 person a day
- 2 → Hold 2 parties per week
- 3 → Find 3 people to join your team monthly

Say: The first step toward reaching your dreams is to follow our 1-2-3 Success Plan.

Say: Dreams really do come true in Tupperware with our proven 1-2-3 Success Plan.

Say: It's truly simple when you talk to at least 1 person a day about your Tupperware business and connect with that person to find out their need and show them how Tupperware can fill that need.

Ask: If you talk to one person a day about your Tupperware Business, how many people would you talk to in a month? (30)

Ask: If you talk to 30 people in a month, do you think you'd could find 2 people each week who would love to host a party?

Say: On average between 6-8 people will attend a party.

Ask: If you had 2 parties per week how many people would you meet in a month's time? (48-64)

Say: So you could be potentially talking to between 78 – 94 people every month.

Ask: So if you're following our success plan do you think you could find 3 people from all the people you've met that would be interested in making extra money just like you?

Your personal sales

25% profit 2 average* parties each week	\$900*
Personal Sales Volume Bonus	<u>\$360</u>
Total Profit	\$1,260

*based on national party average of \$450

Say: When you maximize the success plan of 2 parties a week you can potentially earn over \$1,200 a month based on our \$450 national party average (which is the first level that Hosts can qualify for exclusive Host gifts and offers) or \$15,000 a year by investing 4-6 hours and 2 parties a week toward your personal sales. That's \$112 retained profit per party.

Say: You can invest more time and make more money or less time and make less money. It's up to you.

Say: And, if you want, you can really achieve big things and it doesn't take the effort that you might expect. It's as simple as sharing the dream with others just like you who want to make an additional \$1,200 a month.

In Your First 13 Weeks		Receive with Your Next Order	
Hold Parties Each week when you sell at least \$450 or more	Week 1 	Week 2 	Week 3 
	Week 4 	Week 5 	Week 6 
	Week 7 	Week 8 	Week 9 
	Week 10 	Week 11 	Week 12 
	Week 13 	Consistency Bonus: Achieve Weeks 1 through 4 qualifications and receive the current Consistency Bonus each week you qualify during Weeks 4-13 in addition to the weekly STAR award.	
	Share the Opportunity Personally add one team member* <small>*Team members must qualify by selling at least \$450 in their first 30 days</small>		<ul style="list-style-type: none"> • \$25 off your next order of \$450 or more • Personalized name badge • Star for your name badge • Chain of Confidence® necklace (silver cobra necklace with silver- and gold-tone sides) 
Personally add 2nd team member* <small>*Team members must qualify by selling at least \$450 in their first 30 days</small>		<ul style="list-style-type: none"> • \$50 off your next order of \$450 or more • Second star for your name badge 	
Personally add 3rd team member* <small>*Team members must qualify by selling at least \$450 in their first 30 days</small>		<ul style="list-style-type: none"> • \$75 off your next order of \$450 or more • Third star for your name badge 	
Build to Royalty (Manager) <ul style="list-style-type: none"> • Personally sell \$500 • Team Sales of \$2000 during month • Personally share the opportunity with 3 qualified recruits <small>*Team members must qualify by selling at least \$450 in their first 30 days</small>		<ul style="list-style-type: none"> • Team royalties of 4 - 8% • \$150 off your next order of \$450 or more • New Tupperware Kit Bag (\$75 value) • Reward Trip (\$400 average value) 	
START YOUR BUSINESS TODAY & ADD ADDITIONAL INCOME IN YOUR FIRST 13 WEEKS!			



offers great rewards & recognition!

Say: This STAR Program offers great rewards and recognition! Each week when you sell at least \$450 or more... you will receive Tupperware® product/business tools

Explain: Consistency Bonus – Each week during weeks 4–13 when you submit a party with \$450 or more in retail sales, you'll qualify for both that week's award AND add a bonus award: one Simple Indulgence™ Southwest Chipotle Seasoning Blend and one pack of the current dating gifts.

Say: Your next step is to build your team and Build to Royalty!

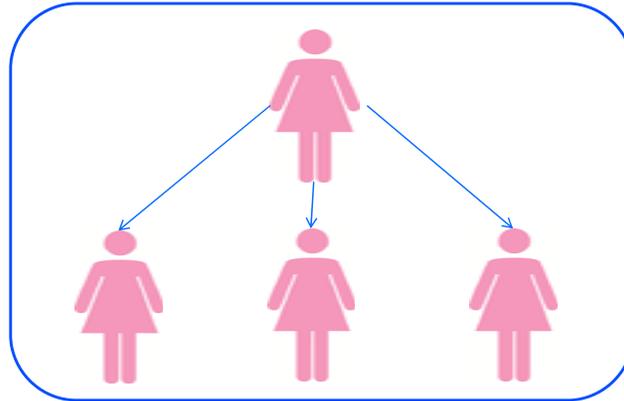
- Personally sell \$500
- Team Sales of \$2000 during month
- Personally share the opportunity with 3 qualified recruits
 - Personally add one team member and with your next \$450 order you'll receive \$25 off your next order, a personalized name badge and a Star for your name badge
 - Personally add 2nd team member and with your next \$450 order receive \$50 off your next order
 - Personally add 3rd team member and with your next \$450 order receive \$75 off your next order.
 - Remember: Team members must qualify by selling at least \$450 in their first 30 days

By doing this you will...

- Team royalties of 4 - 8%³ - \$2,000 = \$60
- \$150 off your next \$450 order
- New Tupperware Kit Bag (\$75 value)
- 2 night getaway (\$400 value)

That means you can start your business today, add team members to your team you'll add an additional \$300 to your income during your first 13 weeks plus product sets, new products and business tools that will help you continue to grow your business.

You're a Team . . .



and add a second source of income: royalties!

Say: So, how do you step into your dream?

Say: You can begin stepping into your dream when you find 3 people who want \$1000 or more a month just like you. When you personally sell \$500 in a month and have 3 team members with active status and a total of \$2,000 or more in team sales, you'll be paid as a Manager that month and step up to royalty!

Explain Manager Team consists of the Manager and the Manager's personal recruits

You're on your way to a Star!



Say: Are you ready to earn more? When you follow the success plan by holding 2 parties per week and offer 3 people the opportunity that you have, you step into royalty. Even with only one average party per month per each team member, you could earn \$149 in royalties. You and your team are holding 11+ parties/month.

Say: Want more? Add and qualify a new team member this month and not only do your team sales increase but your royalty percentage increases giving you a \$243 royalty or \$94 MORE for offering one more person the TW opportunity!

Say: Add and qualify another team member this month and your team sales continue to increase as does your royalty percentage giving you a \$307 royalty or \$158 MORE.

Say: One more qualified team member this month gets you \$425 or \$276 MORE!!! And at this team sales level and team member count, you are now a STAR MANAGER and your team is hold about 14+ average parties/month. Add this to your \$1400 Personal Sales Profit and PSVB and your potential monthly income is \$1,685.

Say: You are also one step closer toward qualifying to enter our Dream Driver Car/Cash Program and Director-in-Qualification Program.

Need help with those car payments or extra cash?

Dream Driver Car / Cash Program

Earn Dream Drivers Cash Award as early as your third month as a Star Manager or Director In Qualification (DIQ)! To qualify, achieve the following for 2 consecutive months!

It's as easy as 4
Team Parties each
week for a total of
16 Team Parties
each month.

- ✓ \$500 personal sales
- ✓ 6 active personal recruits
- ✓ \$7,000 in Team Sales



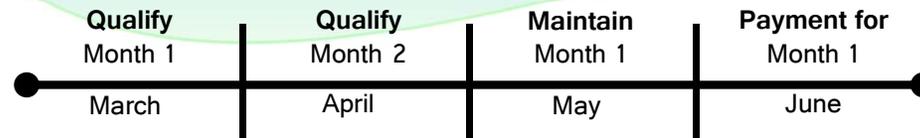
If you are in the DiQ Program and meet
all the requirements, you can count
your "Dream Team" sales.

Say: One of the incentives created to reward you as you progress, is the Dream Drivers Program. You can earn the Dream Drivers Cash Award as early as your third month as a Star Manager or Director In Qualification (DIQ)!

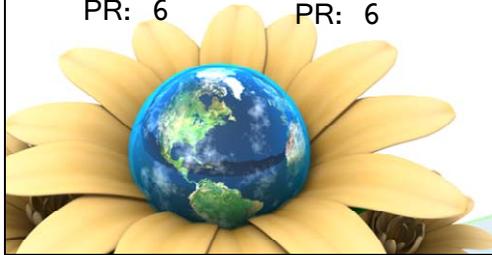
Say: As a Star Manager with your 6 team members you can earn Dream Drivers cash. When your team sales total \$7000 a month for 2 consecutive months each month your team sales are \$7000 or more you will earn the \$350 cash bonus paid the following month along with your royalty compensation. **Say:** Using our example of the Star Manager income potential, adding that \$350 would total \$1986 based on our success plan.

Say: Let's take a closer look at our Dream Drivers' Program

How does it work?



Star Manager	Star Manager	Star Manager	Star Manager
PS: \$500	PS: \$500	PS: \$500	PS: \$500
TS: \$7,000	TS: \$7,000	TS: \$7,000	TS: \$7,000
PR: 6	PR: 6	PR: 6	PR: 6
		Paid Dream Driver cash bonus	Receive \$350 Dream Driver cash bonus for May



Review the chart and explain how to qualify to be eligible and when the Dream Drivers cash is paid.
Highlight that in the example for the month of May, the Star Manager is now qualified and is eligible to receive May Dream Drivers' cash (if qualifications maintained for May) paid in June.

Your income potential

3 months' income

Want to learn
how you can
qualify for
\$350/mo. Dream
Driver Cash?

AS A MANAGER

Personal Sales Profit	\$3,780
Team Royalties (3 PQRs)	\$792
Total	\$4,572

AS A STAR MANAGER

Personal Sales Profit	\$3,780
Team Royalties (3 PQRs)	\$1,276
Total	\$5,056

*Assumes 2 average personal parties per week and each team member holds one average party per month. This example is not a statement of earnings.



Say: Let's take a look at the income potential

Review chart as Manager / Star Manager making the following point:

- Person sales profit is based your retained profit and sales volume bonus of 2 parties per week
- Increase in team royalties and total income for the month goes up as a Star Manager because you have more members on your team selling and you have a higher royalty percentage when you have 3 PQRs each month.

Say: Now let's look at the income potential as a Director-in-Qualification

Want to fast track your success?

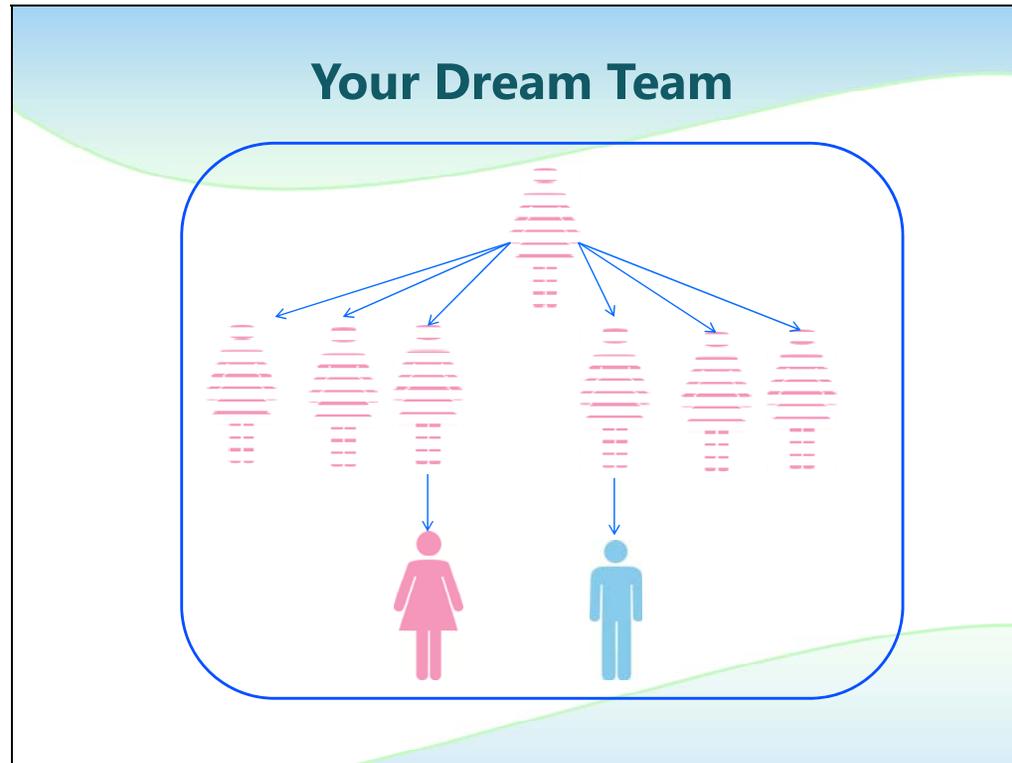
As a Star Manager, when you ...

- ✓ → \$500 personal sales
- ✓ → 6 active personal recruits
- ✓ → \$2,000 in sales by you and your personal recruits
- ✓ → \$7,000 in Dream Team Sales



You qualify to enter the Fast Track DiQ Program

Review the qualifications to enter the DiQ Fast Track Program.



Explain Manager Dream Team consists of the Manager and the Manager's personal recruits and their recruits and increases for PQR's

Note: If in a 1:1 meeting and you have access to the internet, view the qualifications and Dream Team Sales on the Potential Leader Report in My Sales.

Emphasize that the Dream Team Sales are used to determine qualification for Dream Drivers and Director-in-Qualification.

Your dream income

Royalty percentages

PQR's	Manager	Star Manager	DiQ	Director
0 Personal Qualified Recruits	4%	4%	4%	6%
1 Personal Qualified Recruit	6%	6%	6%	8%
2 Personal Qualified Recruits	7%	8%	9%	11%
3 Personal Qualified Recruits	8%	9%	10%	12%

Review chart as DIQ and Director emphasizing percentage increases with PQRs
Say: Now let's look at the potential royalty income at these levels.

Your dream income

Royalty income

PQR's	Manager	Star Manager	DiQ*	Director
0 Personal Qualified Recruits	\$60	\$120	\$300	\$450
1 Personal Qualified Recruit	\$90	\$180	\$450	\$600
2 Personal Qualified Recruits	\$105	\$240	\$675	\$825
3 Personal Qualified Recruits	\$120	\$270	\$750	\$900

*Assumes commissionable volume on \$10,000 Dream Team Sales. This example is not a statement of earnings.



Review chart as DIQ and Director emphasizing royalty income increases with PQRs and with stepping up in the career plan.

Say: Now let's look at the potential as a Director

Your dream income potential on your way up!

3 months' income*

AS A DIRECTOR-IN-QUALIFICATION

Personal Sales Profit	\$3,780
Team Royalties (3 PQRs)	\$2,250
Dream Drivers Cash	\$1,050
Total	\$7,080

AS A DIRECTOR-IN-TRAINING

Personal Sales Profit	\$3,780
Team Royalties (3 PQRs)	\$2,700
Dream Drivers Cash	\$1,500
Total	\$7,980

*Assumes 2 average personal parties per week and 3 month Director qualification.
This example is not a statement of earnings.



Review chart

Say: As a DIQ, you're still doing your 2 parties each week and your 3 PQRs each month, but notice that the team royalties have increased from Star Manager because your royalty percentage is higher and your team and sales volume are growing.

Say: But it doesn't stop there. Let's take a look at the income potential of a Director as the team grows. Notice the biggest change here is the royalty percentage has increased again to a maximum of 12% with 3 PQRs and now that you're a Director your Dream Drivers cash is \$500 each month you qualify.

Achieve these goals & qualify to be a Director . . .

in up to 3 months

-  → \$500 personal sales minimum each month
-  → \$2,000 in sales by you and your personal recruits
-  → \$7,000 in Dream Team Sales
- 
-  → \$30,000 Dream Team sales (in up to 3 consecutive sales months)
-  → 2 “paid as” Managers in your Dream Team in your final qualifying sales month

That's just 22 average parties on your Dream Team/month

Say: To achieve Director just continue the personal and team success habits you've already established as a Dream Driver qualified Star Manager.

Say: Next, focus on accumulating a total of \$30,000 in Dream Team sales in a rolling 3 month sales month period **and** have 2 paid as Managers in your Dream Team in your final qualifying sales month.

How does it work?

Take up to 3 rolling months to qualify!

Team Sales \$26,000			Drop March	
March	April	May	June	July
\$7,000	\$9,000	\$10,000	\$11,000	\$12,000
		2 Managers (in title)	2 "Paid As" Managers	

Rolling Months

Team Sales \$30,000				
March	April	May	June	July
\$7,000	\$9,000	\$10,000	\$11,000	New Director!
		2 Managers (in title)	2 "Paid As" Managers	

Review the chart and explain how to qualify.

Explain the difference between Managers in Title and "Paid As" Managers

Emphasize Minimum Dream Team sales of \$7,000 and minimum personal sales of \$500 are required each month to stay in the DIQ program.

Your Dream Career

Imagine life on your terms

Imagine an executive-level income with a stay-at-home lifestyle

Delight in enjoying those things you have only dreamed of together with your family

Receive unmatched training and personal growth opportunities to be your best and help others be their best

Be appreciated with recognition and rewards for a job well done

Enjoy fabulous vacations to exotic destinations



Say: People build their dream career for different reasons.

Review the elements on the chart

Say: Most often in the corporate world, the only reward or appreciation you receive for your hard work is more work, longer days and more stress.

Say: With a Tupperware career, when you work hard we recognize your efforts for a job well done. If you want to work even harder you receive even greater recognitions and rewards. You're in control of how fast you achieve your dreams.

Segue to high level overview of the benefits and rewards of the Director opportunity.

Directors receive “shiny” things!



Say: Directors receive “shiny” things, while they’re learning and growing and earning. They also reserve their place in the spotlight onstage for incredible recognition and awards. I’m talking diamonds are waiting for you.

(Director testimonial if in a group setting)

Say: We believe in spoiling you...and we all deserve to be spoiled, right? Take a look at another reason the Director lifestyle may be the best dream career you could ever imagine.

What dreams are made of...



Talk about the WOW trips to Hawaii for you and a loved one or Walt Disney World for you and your family

Share where you went on your WOW trip.

Explain to qualify for WOW award need 4 Managers in title within 6 months of promotion to Director and retain Director Title at the time of the trip.

Say: But there's more.

WOW dream it, do it, drive it



...your trophy on wheels

Say: Your dreams don't have to stop there. You can earn the keys and title to your very own Ford Mustang convertible in white with special Tupperware logo trim.

Share: Your personal Tuppermonial if you or others on your team earned the WOW vehicle

Directors keep more money in the bank



\$1,500



\$1,200 - \$1,300



\$1,000



\$800 - \$950

\$350 - \$500

Say: And all the traveling in style isn't by airplane when you have a Tupperware business. What if you received a new car every 2 years. We have company cars you may enjoy that include insurance, tires and glass. If you'd prefer to pick your own car, we have cash bonuses instead from \$500 all the way to \$1500 each month.

(Director testimonial from someone currently in the Dream Drivers program if in a group setting. Ask how many have had cars with Tupperware by a show of hands. If time permits, ask a few to share when was the last time they made a car payment.)

How BIG can you dream?

Add Dream Drivers Cash and income from your parties to these potential monthly royalties

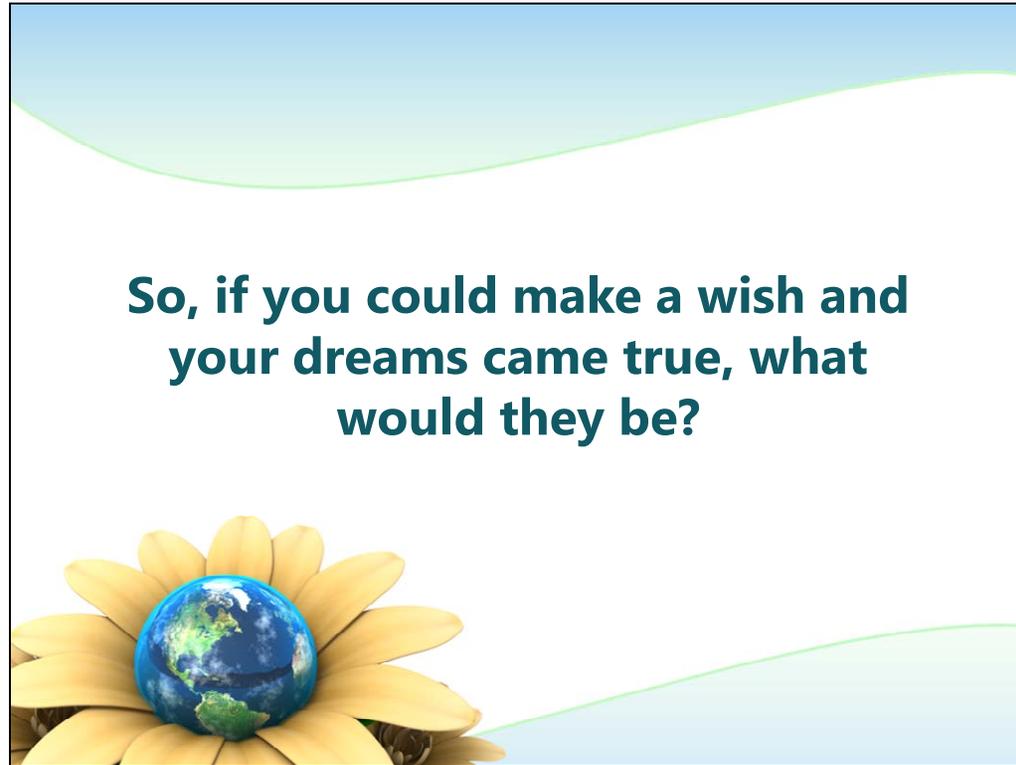
Monthly Director Team Sales /Commissionable Volume	Team Parties Week/Month	Monthly Royalty Income*
\$10,000/\$7,500	5+/22	\$900
\$20,000/\$15,000	11/44	\$1,800
\$30,000/\$22,500	16+/66	\$2,700
\$40,000/\$30,000	22/88	\$3,600
\$50,000/\$37,500	27+/110	\$4,500

*Assumes 3 PQRs.

Review the chart emphasizing the potential monthly income beyond the team minimum.

Explain that these potential royalties are in addition to the income and bonuses they receive from their personal parties as well as the Dream Drivers Cash award each month they qualify.

Emphasize the key to achieving these sales is to grow and develop their team.



Say: Think about the dreams you shared with me for you and your family right now

Ask: If you could achieve your dreams, how much money would it take each month?

Record: Income Goal on Dream Interview Worksheet

Convert the desired income to # of parties/ week (based on \$450 party average which equals \$112 per party) and record the Sales and Party Goals on the Dream Interview Worksheet and in the Goals Section at the bottom of each week in the STAR Datebook.

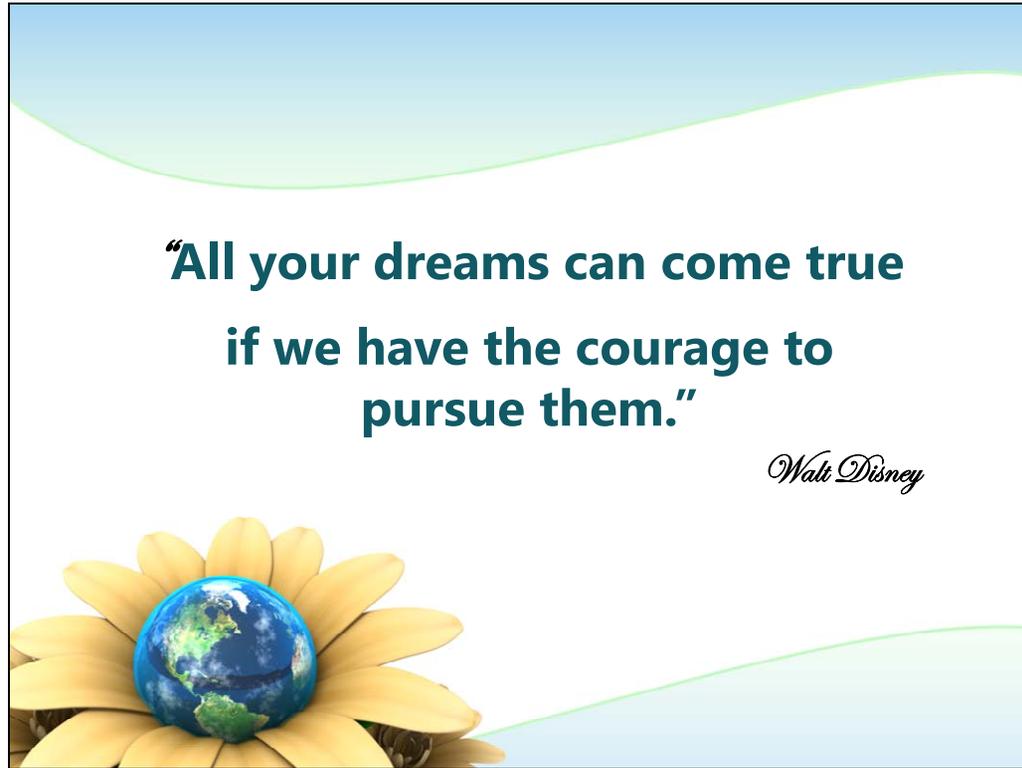
Ask: If you could make that income, what would be the first thing you would do?

Determine the recruit goal and record on the Worksheet

You're on your way to your dreams when you ...

- ✓ → Share your enthusiasm with family & friends
- ✓ → Work your 1-2-3 Success Plan
- ✓ → Aim for 3 + 3 + 3 (3 parties/week, 3 recruit leads/party, 3 new recruits/month)
- ✓ → Share your "Why" with your party guests using the Dream Container
- ✓ → Be prepared for recruiting and share the gift with others using the Opportunity Cards
- ✓ → Attend and bring guests to every meeting

Say: Your first steps to achieving your dreams begin with sharing the Tupperware Opportunity
Talk about the recruiting and the other specific activities on the action plan.
Determine any development needs and record them on the Worksheet and in the Weekly Activities Section of the STAR Datebook.



Say: Walt Disney said, "All your dreams can come true if we have the courage to pursue them."

Say: You can have the courage to pursue your dreams because I'll be with you every step of the way.

As your dream coach...

I will provide training to develop and strengthen your skills!

I will monitor your progress and guide you with direction!

I will communicate with you weekly!

I will encourage you to achieve your dreams!



Say: My commitment to you as your dream coach is to

- help you develop and strengthen your skills,
- monitor your progress and provide direction,
- communicate with you each week and
- encourage you to reach for and achieve your dreams.

Handout the commitment card.

Ask: the person to complete the card with their name, desired royalty level, and target date and record on the Dream Interview Worksheet

Ask: the person to write on the back of the card, write the names of at least 3 people they know who would be interested in making an extra \$1,000 a month on the back of the commitment card and return the commitment card to you.

If doing a group meeting, explain, you'll be following up with each one of them within the next 24 hours to develop a plan of action.

Congratulations

You have taken the first step toward
achieving your dreams.



Say: Congratulations. You have taken the first step toward achieving your dreams.

Determine the follow-up communication plan, record the date and time in your schedule and on their action plan.