



1:1 Dream Interview Leader's Guide

1. Establish rapport and set expectations for the meeting (slides 1-3)

- Thank the person for taking the time from their schedule to meet with you.
- Ask, "What motivated you to meet with me today?"
- Ask, "What should I know about you (your family, career, hobbies, etc.) noting their responses on the Dream Interview Worksheet
- Ask, "Why did you join Tupperware?"
- Tell the person what you see in them that would make them a candidate for movin 'up
- Explain the purpose of the Dream Interview is to review the benefits of stepping into the Royalty Plan and develop their individual action plan.

2. Discover their "why" using the "My Dream Worksheet" activity (slide 4)

- Ask questions noting their response on the "Dream Interview Worksheet".
 - "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?"
 - "If you had everything that you needed, what else would make a difference in your life?"
 - "What hopes and dreams do you have for you and your family right now?"
 - "If you could achieve your dreams, how much money would it take each month, each year?"
 - "If you could make that income, what would be the first thing you would do?"
- You'll use these responses to tie to the benefits of stepping into royalty.

3. Review the Career Path, Success Plan and STAR Program (slides 5-9)

- Explain the Career Path and Success Plan
- Explain 4 hrs/week, 2 parties/week will maximize the Personal Sales Volume Bonus
- Review the STAR program and emphasize the awards earned for recruiting and promoting to Manager

4. Explain the Manager Opportunity, Income Potential and Benefits (slides 10-14)

- Explain that it's as simple as holding 2 parties a week and finding others who want to make an extra \$1,000 a month
- Review the requirements and potential royalty income at each level emphasizing the number of team parties needed to meet the requirements
- Highlight the Dream Drivers Cash Option at the Star Manager level
- Provide the person with a copy of the "Dreaming of Royalty Fact Sheet"

5. Share the Director Opportunity, Income Potential and Benefits (slides 21-25)

Note: You may skip to slide 26 if you feel that the person being interviewed has indicated that she/he is not ready for the Director opportunity.

6. Ask for commitment/Agree on action plan (slides 26-27)

- If they haven't done so already, have the person complete the commitment card with name, desired level, target date and the names of people who could use an extra \$1,000
- Review the action steps necessary to achieve the goal and build a team using the "Dreaming of Royalty Action Plan" which you will give to them at the end of the interview.

7. Offer your help as their dream coach (slide 28-30)

- Determine the skills that need developed or strengthened and make a plan
- Decide how often your follow-up contact is needed, days and times and note on the back of the commitment card
- Decide how you will communicate
- Ask that they complete as many activities on their Dreaming of Royalty Action Plan as possible and return the completed sheet to you each week.