



# 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.