

DATING

- STRAW, Lucky Envelope, Smidget Dating Game!
- HOST HUDDLE – get your HOST on board with the Dating Goal!
- CASH N CARRY Pool to get a specific date
- ROMANCE the EXCLUSIVE Host Gift Special!
- OFFER HOST \$20 off any one of your “Sets” you offer!
- NEED CASH? I’ll PAY YOU TO PARTY!! Profit instead of Host Gifts!
- Write Bottom of Order Form WHAT ½ Price Item would you choose and HOW LATE can I call you?
- Theme parties – “BUSY MOM’S COOKING Class!”
- Menu of parties postcards/book
- Shopper Order Form Wish List
- Plus 2 (or 3) envelope with Keychains
- Super Size It!
- Scale 1- 10
- Bag – gift bags 2/ date – sm med and large – sm bag brown – lg bag FUN/pretty
- 3 x 5 cards 2/*’s ie: am party = more Stars
- Bonus Gift in Car – Sticky Notes to “Tag” the item you choose
- FREE or ½ price Tent Cards
- Stack the host
- Exclusive Thank You Gifts and Host Gift Specials
- Auction party money or tickets
- Cell phone dating game – TEXT a friend RIGHT NOW!! FB post!
- ALWAYS use the “3 PART” CLOSE - Join, Free & ½, Loyal customer – Either way..I’m HONORED/COMPLIMENTED!

RECRUITING

- Our Razz Orientation Materials Page – Make 4 WISH BIG Bags for EVERY PARTY!
- REALLY Utilize our 2x a week BIZ OP CHAT!!!! Challenge EVERY host and guest! (You OWE it to yourself!)
- PURSE/Product game – FIT – Dream Containers – Be sure to then USE the 7 QUESTIONS Drawing Slip!!!
- Dream of a Job STORY using \$100 of money
- Use VISUAL Props!
- I have 1 F/T and 3 P/T positions open Help Wanted sign
- TW recruit cards – create an interactive activity!
- Host Huddle – ahead of party – u pick = I pick = gift
- REFINE/Practice your 30 Second Commercial and “I” Story!
- 3+ “Opportunity” Bids “sprinkled” throughout Party!
- IF our Host WAS to consider opening her business tonight....HOW MANY of you would DATE A PARTY to help her OPEN her STORE?
- Enroll – build value vs. overcome objections
- Scale of 1-10
- Cash in products – “Oh! There’s MONEY in Tupperware!”
- Think 3 – Personal Team and Recruiting
- Mary Mall and Tammy Tupperware Fake \$\$\$\$ - Benefits on back of \$\$
- Opportunity Tic tac toe
- TUPPER “T” close New Consultant/Host
- _____

Party Planning

- Our Razz Orientation Materials Page – What to put in a packete!
- RAZZ VERSION of TUPPERCONNECT!!!
- HOST COACH on HOW TO INVITE!! Excitement, Promoting the “theme” and value of what guests will learn/experience!
- Tic Tac Tupper OR Spice Shaker Coupon Book!
- Perfect Party Checklist and the STEPS of a Successful Party!
 - BOTH are on Razz Site – Orientation Materials Page!
- Top 10 ½ off o TKU Gift Choice UPSSELL them WAY in advance on their HALF PRICE offers!! (you get SALES CREDIT!)
- Party Plan Keychain
- 40 guests in 4 minutes / 24 names in 24 hours
- F.R.A,N.K.
- Have you ever thought of...doing what I do?
- Golden Ticket or Star Search hidden in Invitations
- Ie: look where they live and use that for your ‘star’ invites
- Attendance gift # - ie: \$25-50
- when 10 in attendance – gifts in car
- _____
- _____
- _____
- _____
- _____

DEMO TIPS and IDEAS

- Product Knowledge – Use/Value/Belief System – OWN it!
- People remember the first and the last thing you say!
- Set Selling Focus on PIECE Count
- F.A.B. – Focus on the “emotional” value!!
- PWP & Attendance – ALWAYS Sample these! Add on Sales – Upselling
- ART of Selling – CONNECT and SERVE vs. CONVINCING and SELL.
- Use VALUE BASED words... like INVESTMENT, quality, classy, stylish, innovative, relevant, diverse, functional.....
- POSITIVE thought starters...Isn't it fabulous to know.... Wouldn't it be marvelous to.....Doesn't give you confidence to realize...Can you see how this could..... Doesn't it make perfect sense to....
- WISH LIST – follow along write/circle etc...
- Use TENT cards and the 3 PART CLOSE
- HOOK – BOOK – LOOK- TOOK
- Price vs value - use dot and then circle then circle bigger and continue bigger and bigger , etc
- Value of Sale Credit
- IMAGE - You've GOT to “Close the Trust Gap!”
- to tell the truth
 - how it looks when collecting credit cards
 - respect
- HGS & Exclusive TKU Gift
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Games – Guest Involvement

- USE and PROMOTE prior to the PARTY! Auction Money, or Tickets
- Playing Cards – Highest Hand or Points
- CONNECT – Using F.O.R.M (family/friends occupation recreation)
then...tailor your party “message” to some of those key things!
- Dream Vacation – Name, where going and bringing?
- PASS THE GIFT game!
- PURSE Game
- TRIVIA that is an enhancement to Demo, Recipe or theme!
- ADD ON \$1.00/LOTTO/RAFFLE - collect from EACH guest and
then DRAW – order product on the winners order form!
- Shape O Relay or Other Fun Product Type Game.
- Challenge Guests to DEMO – share ideas for uses
- Tupperware Benefit Cards
- PLEDGE to be an AMBASSADOR
- Cell phone game – text – or FB POST and Tag your host!
- Tic tac toe
- What would you spend \$1000 on _____
- SEASONAL – bring, wear, share your favorite.....
- Fruit and Veggie Poem/Left Right Poem
- Food/toy drive
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- _____
- _____
- _____
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Training

- Big checks – little checks BIG business or little business
- OUR WELCOME tab, then ORIENTATION tab
- www.razzmatazzsales.com
- YOUTUBE – 5 10 min videos on HOW TO DO your 1st party!
- Our Training tab – VIDEOS to learn from!
- GRAND OPENINGS and your FIRST FOR PROFIT PARTY all on the same night!!!
- STAR REWARD program!!
- RAZZ VERSION of TUPPERCONNECT
- RAZZ'S SUCCESS PLAN calendars and IMPORTANT DATES!
- Party clock/Flow of a Party
- Value of Sales Credit
- SAMPLING and SALES aids
- HOW TO CLOSE dating, interviews, set selling
- F.A.B.
- Party planning
- Fundraising
- IMN – Tupper Trends
- Yahoo groups
- Podast site
- Webinars
- Free Conf call
- Time management
- Personal responsibility

- Bridal showers
- Seasonal
- Vendor events
- TW card – direct deposit
- Coupon redemption
- Datebook garter
- Online parties DIFFERENT from a Tupperconnected party!
- Gift giving
- Reverse look up – 411.com, whitepages.com
- Door prize slip
- Up-selling
- Jubilee
- Accountability for datings
- Shopper order form
- Personal responsibility
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- _____
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RECIPES - go to WWW.RAZZMATAZZSALES.COM

SOOOO MANY Booklets and Recipes there!

NEXT - go to your website and "SEARCH" TUPPERCOOK!

- Chocolate or Strawberry Mousse!
- Candies
- Salsas
- BUSY MOM's COOKING class chicken and cake!
- Peanut butter, almond butter, cashew butter
- Quick chef booklet, Salsa Booklet, Whip it Booklet!
- Cake and Ice Cream Booklet
- Make a Mix Booklet
- Pie crust
- Puppy chow
- Caramel corn
- Unexpected Margaritas
- Chicken Enchiladas
- Happy Chicken
- Candy making class
- Tri - Tip
- 8 min - Chocolate Lava Cake
- International Coffees
- FALL theme parties
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BUSINESS TIPS

- MORE BENEFITS – on Tupperware Site
- Vista Print
- RAZZMATAZZ’S WEBSITE ROCKS!
- Tax Tips
- Don’t Recreate – Follow the SYSTEMS of Success!
- Binder for current offers
- Outlook or Mail program – folders to organize
- Techno tips
- What to bring to party
- IMAGE
- Closings
- Invest in Personal Growth
- Branding
- Etiquette
- Name Tags
- Professional pictures
- Phone box – If you have small children
- Time Management
- Social Media
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