

# Training Party Observation Checklist

Date \_\_\_\_\_

Director/Manager \_\_\_\_\_

Host Name \_\_\_\_\_

**\*\*\*please keep in mind you are a GUEST/"Silent" Partner. Dress Professional and Be Helpful – ENJOY learning!**

**1** How far in advance of the party does the Director/Manager arrive?

\_\_\_\_\_

**2** Where does the Director/Manager set up the display? How are the products and the Host Gifts arranged?

\_\_\_\_\_  
\_\_\_\_\_

**3** How does the Director/Manager greet the guests? What are some questions she/he asks to learn a little bit about each person?

\_\_\_\_\_  
\_\_\_\_\_

**4** How does the Director/Manager get the guests' attention and set the stage for moving the party into the kitchen?

\_\_\_\_\_  
\_\_\_\_\_

**5** How does the Director/Manager put together the TUPPERWARE demonstration? How does she/he move from one product or recipe to another? What are some tips on the products you'd like to remember?

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\_\_\_\_\_

**6** How does the Director/Manager create interest in the products? Write down word choices, a story, or idea you want to be sure to use.

\_\_\_\_\_  
\_\_\_\_\_

**7** When does the Director/Manager mention dating to the group? Write down the phrase that you particularly like and when it was introduced during the demonstration.

\_\_\_\_\_  
\_\_\_\_\_

**8** What does the Director/Manager do to get recruit leads?

\_\_\_\_\_  
\_\_\_\_\_

**9** Jot down any phrases you like that the Director uses when talking with the guests one-on-one about dating.

\_\_\_\_\_  
\_\_\_\_\_

**10** As you observe guests, jot down the names of those you think would be great at having their own home-based business with Tupperware and then compare notes with the Director after the Tupperware Party