

## Opportunity Kit Issue Checklist – **RIBBON CUTTING!!** Open THEIR Business!!

### In Person Kit Issues are BEST – But you can do it over the phone!

The review of a new Consultant's opportunity kit is a very important step in their development and future success and should be conducted in person whenever feasible. Even if your Director reviews these items during New Consultant Orientation, it is beneficial to hear the information multiple times to reinforce the learning. If an in-person meeting is not possible, don't skip this step. It is still important and can be done over the phone.

- ❑ Set a date and time to review the kit, in person if possible.
- ❑ Congratulate the new Consultant on their decision to open their Tupperware business.
- ❑ Explain that the activities of a new Consultant include:
  - Planning, preparing for and holding Tupperware parties.
  - Dating future parties.
  - Ordering product purchased at Tupperware parties.
  - Providing you with potential Consultant leads.
  - Sharing the Tupperware Opportunity with others.
- ❑ Review the 1-2-3 Guide to Getting Started steps and encourage the new Consultant to complete each step as soon as possible.
- ❑ Help the new Consultant assemble the tabs in the Business Binder, reviewing the purpose of each tab.
- ❑ Present the STAR Datebook pages and place them behind the "Calendar" tab.
  - Write your contact information in the "Your Recruiter's Information" section.
  - Write your Director's contact information in the "Your Director's Information."
  - Explain the sales periods as you review the Month End information, emphasizing the sales cutoff times for your area.
  - Review Tupperware Support information, emphasizing the support hours.
  - Encourage the new Consultant to set aside time to complete the My Dream Worksheet by emphasizing that this activity is the first step toward establishing their Tupperware career goals.
  - Thoroughly review the STAR Program Chart pointing out the product awards they can earn each week to add to their business kit and the cash awards they can apply toward their orders when they personally recruit and qualify new Consultants.
  - Write in the Grand Opening date/time and any parties that have already been dated.
  - Write in team meeting dates and times.
  - Write in date/time for New Consultant Orientation.
  - Write in the end date of the new Consultant's 13<sup>th</sup> week.
  - Set a weekly date/time when you can touch base, emphasizing the importance of these calls.
- ❑ Remove each item from the kit, tell the Consultant the name of the item, and review the purpose of each. Most of the business tools in the kit have a detailed "how to use" instruction sheet which can be filed behind the "Training" tab in the binder.
- ❑ Remove each product from the kit, briefly reviewing the features and benefits.
- ❑ Direct the new Consultant to the Features & Benefits stickers included in the kit. Encourage your Consultant to apply the stickers to the product as a handy reference while demonstrating the product at parties.

## Opportunity Kit Issue Checklist (continued)

- ❑ Review the party planning steps outlined on the instruction sheet explaining how to create a planning packet. Emphasize the steps to party planning success and stress the importance of thoroughly planning every Tupperware party as soon as possible after dating.
- ❑ Emphasize the importance of attending New Consultant Orientation where they will learn:
  - What activities Consultants should consistently do to be successful.
  - How to plan, prepare for and hold Tupperware parties using the “Thumbprint of the Party” as a guide for each step.
  - How to date future parties.
  - How to order product purchased at Tupperware parties.
  - How to identify potential Consultant leads and share the Tupperware Opportunity with others.
- ❑ Explain the Tupperware Warranty and the Quality Guarantee and explain that this will be covered more in detail at New Consultant Orientation.
- ❑ Check the Consultant’s progress of creating their Contact List. Provide suggestions using FRANK.
- ❑ Role-play dating on the phone and dating at parties.
- ❑ Role-play how to use the Opportunity Cards to share the benefits of the Tupperware Opportunity.
- ❑ Conclude the meeting by setting initial dating and recruiting goals, congratulating the new Consultant again for making the decision to grow their Tupperware Business and offering your support.

### **MAKE SURE YOU THOROUGHLY COVER THESE KEY SUPPORT SYSTEMS EXCLUSIVE TO RAZZMATAZZ:**

- ❑ **WOW CLASS** and the **RAZZ TRACK** SERIES!!
- ❑ WELCOME TAB AND PRODUCT KNOWLEDGE, RECIPE TAB
- ❑ YOUTUBE – 5 videos on HOW TO DO YOUR FIRST PARTY
- ❑ FACEBOOK FAN PAGE – RazzMaTazz Sales Organization – **PHOTO ALBUMS!!**
- ❑ ORIENTATION TAB
- ❑ THEME PARTY TAB
- ❑ SUCCESS PLAN Calendar/Important Dates
- ❑ MONDAY NIGHT events/area meetings
- ❑ TUESDAY NIGHT Product Knowledge Calls
- ❑ WEDNESDAY NIGHT – STEPS TO SUCCESS WEBINARS
- ❑ SATURDAY MORNINGS – 8am PST Theme Party Call EVERY WEEK
- ❑ BIZ OP CHATS are held Tuesdays and Saturdays!!

