

Sales Force Member Minimum Requirements

Sales force minimum requirements are an integral part of any successful direct sales company. Being without minimum requirements is like driving across the United States without a road map. Those who consistently work to maintain or grow their business can feel proud, knowing that there is more to being a member of the Tupperware sales force than simply purchasing a Kit.

To join Tupperware as a new Consultant, an individual must:

- Be at least 18 years of age;
- Register with Tupperware as a recruit of any active sales force member;
- Purchase a Tupperware Business Kit;
- Sign a Tupperware Consultant Agreement.

Maintaining active status with Tupperware

- Those at the New Consultant level and up must have a minimum of \$250 in personal retail sales within a four-month period of time (please refer to the Terms and Conditions of the Tupperware Consultant Agreement).
- For new recruits, the month following your recruit date will count as your month “1” for sales force minimum purposes only.
- After four consecutive months without minimum personal retail sales of \$250, the sales force member will be repositioned to Inactive Consultant and her/ his downline will be forfeited. The forfeited downline will be moved to the next available upline member.
Note: This forfeited downline is moved up to the next upline member; however, the downline does not count as personal recruits to that upline member.

An Inactive Consultant is not eligible to:

- Receive sampling discounts
- Participate in some contest/challenge awards (they must have reached active status by the end of the challenge to be eligible to receive awards)
- Recruit and register new Consultants.

Regaining active status with Tupperware

- Any sales force member repositioned to Inactive Consultant will have eight months to “reactivate” or to regain active status.
- This eight-month period starts at the beginning of the month in which the sales force member is repositioned to Inactive Consultant and ends the last day of the eighth sales month from that date.

Note: Due to processing times, the \$10 fee may not display on the inactive Consultant’s account for a few days after the close of the month.

Example: Consultant goes inactive at the end of the December Sales Month. Their eight-month period starts on the first Day of the January sales month and ends on the last day of the August sales month. (in chart below A =Active and I = Inactive)

Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
A	A	A	Goes Inactive at end of Sales Month	I	I	I	I	I	I	I	Goes Closed at end of Sales Month

<-----Rolling 4 months ----> < ----- 8 month period ----->

Regaining active status with Tupperware (continued)

- To become reactivated, the Inactive Consultant must pay a \$10 activation fee and have \$350 or more in personal retail sales before the end of this eight-month period.
- Consultants who reactivate will not be considered new recruits for any programs, promotions or compensation related purposes.
- The reactivated Consultant does not regain their original downline team members.
- The reactivated consultant is now subject to the Active Salesforce Minimum requirements. They must have \$250 in personal retail sales in a rolling 4 month period.

Example: Consultant is inactive in January through May. In June, they complete their \$350 requirement and become reactivated. In July Tupperware looks at their rolling 4 month total to ensure they maintain their active status. This Consultant’s personal retail sales total is less than \$250 and will go inactive at the end of the July Sales Month.

January	February	March	April	May	June	July	August
\$0.00	\$200.00 <small>*paid \$10 fee</small>	\$50.00	\$0.00	\$50.00	\$50.00	\$50.00	\$ 0.00
Inactive	Inactive	Inactive	Inactive	Inactive	Reactivated and now has active status (title does not change until end of the month)	Sold \$150.00 (April thru July) therefore goes inactive at the end of the sales month	Inactive and must pay \$10 again. New 8 month period starts.

- Any sales force member who does not reactivate by the end of the eight-month period will have her/his account closed.

Example: Consultant goes inactive at the end of the December Sales Month. Their eight month period starts with the first day of the January Sales Month and ends with the last day of the August Sales month.

January	February	March	April	May	June	July	August
\$0.00	\$50.00 <small>*paid \$10 fee</small>	\$50.00	\$0.00	\$200.00	\$10.00	\$10.00	\$ 10.00
Inactive	Inactive	Inactive	Inactive	Inactive	Inactive	Inactive	Account Closed at end of Sales Month

←----- 8 month period ----->

Rejoining Tupperware

Once an account is closed, the individual can rejoin Tupperware as a new Consultant by:

- Registering with Tupperware as a new recruit of any active sales force member;
- Purchasing a Tupperware Business Kit;
- Signing a Tupperware Consultant Agreement.

This Consultant will be considered a new recruit for all programs, promotions and compensation-related purposes.

Note: Due to processing times, the closed sales force member’s account will not be available for re-recruiting for a few days after the close of the month.

Transfer, Moves and Repositions

Sales force members are not permitted to transfer or move to another recruiter, manager, Director or Organization until her/his account has been closed based on the above guidelines.