

Tupperware®



CAREER GUIDE

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THIS IS THE REAL TUPPERWARE

When you're looking for an opportunity to advance your career while maintaining flexibility and control (and having a ton of fun along the way), look no further than the original home parties. We've been partying for over 70 years. No matter your reason for starting your Tupperware business, we're glad you're here. We want to make sure you know the full opportunity and benefits that await you.

As you'll read in this guide, there are so many reasons to **LOVE WHAT YOU DO** as you build your business and share your success with others along the way. And with that growth comes more rewards and more opportunities.



CONSULTANTS

-  Retain 25% profit on your sales
-  Sample Tupperware® products at a discounted rate
-  Qualify for exciting awards and challenges



MANAGERS

-  Retain 25% profit on your sales
-  Step up bonuses totaling \$450 (\$100–\$450)
-  2–4% Profit Plus on your unit sales
-  Monthly Executive Manager Bonus (\$150)
-  \$50–\$210+ monthly Vanguard Bonus
-  **PLUS** more opportunities to earn trips and recognition!



DIRECTORS

-  Retain 25% profit on your sales
-  One-time step up bonus (\$1,000)
-  6–8% Profit Plus on your Team Sales
-  Participation in programs like WOW and What's Your Drive? Car Program
-  **PLUS** more opportunities to earn trips and recognition!



ORGANIZATION LEADERS

-  Retain 25% profit on your sales
-  Director Development Bonus (\$1,500–\$2,500)
-  6–8% Profit Plus on your Team Sales
-  **ADD** 8.5% Leadership commission on promoted Director Team Sales
-  Participation in programs like WOW and What's Your Drive? Car Program
-  **PLUS** more opportunities to earn trips and recognition!



BUSINESS LEADERS

The opportunity to own your own business

Participate in the Business Leader Quarterly Challenge to earn exciting awards

Access to exclusive items for sale

Qualify for exclusive trips, such as Royal Rose, and recognition, such as Business Leaders of the Year, Lead With Your Heart, and Wings, Fountain, Seal

Note: Business Leader is an appointed position.



STANDARDS FOR SUCCESS

Growing your career with Tupperware has lots of benefits, and it might seem a little complicated at first, but it's really not. You really only have to do these two things:

- **Hold personal parties**
- **Build first a unit (as a Manager) then team (as a Director) and then organization (as a Star Director or higher) of people holding their own parties**

Yeah, that's it! Once you're up and running as a party pro, you simply start sharing the earning opportunity you know and love, and teach and support others as they party.

And to truly maximize not only your own success, but that of your people, it's important to try to make sure each party reaches at least the **standard party** amount of \$500.



“

I have a lot of TFFs (Tupperware Friends Forever) who are Business Leaders, especially. One of my TFFs invited me to a networking group she is a part of, and it's exciting after you meet these leaders and you realize how much you respect and appreciate them, and then you feel appreciated too. Relationships aren't always easy with women. Now, I've been in the business 20 years and my life, my friendships, are made up of Tupperware relationships.”

JACKIE RABOLD
Business Leader
Superstars



YOUR PATH TO SUCCESS

MANAGER

- 1 **Welcome 1 new Consultant** to your unit each week
- 2 **HOLD 2 personal parties** each week
- 1 Support every Consultant in your unit to **HOLD 1 party** each week

DIRECTOR

- 1 **WELCOME 1 new Consultant** per Manager unit each week
- 2 **HOLD 2 personal parties** each week
- 1 **PROMOTE 1 new Manager** each month

ORGANIZATION LEADER (STAR DIRECTOR & ABOVE)

- 1 **PROMOTE 1 new Manager** per Director team each month
- 2 **HOLD 2 personal parties** each week
- 1 **PROMOTE 1 Director** in your organization each quarter



DON'T PARTY ALONE. START BUILDING YOUR UNIT.

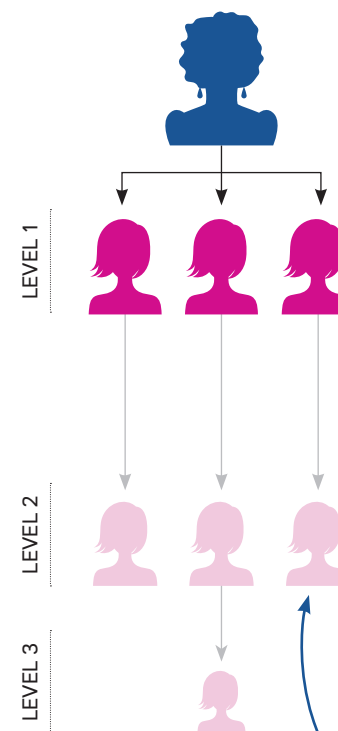
YOU ALREADY KNOW that it's so much more than just "selling" when you're really excited about what you're sharing. Think about how it feels to show people a Tupperware® product, give them a few tips and know that you've really improved their lives. The same goes for sharing the earning opportunity. When you start building a unit, you're sharing an opportunity that changes lives for the better.

Along the bottom of each career level page, you'll see this chart explaining the expanding earning opportunities. It will help you compare the differences between levels and plan your career goals. See pages 46–47 for an overview of all career levels.

You continue to earn retained profit and volume bonus on your personal sales as you grow to any career level.

As a Manager, you begin to earn Profit Plus on the commissionable volume (75%) of your unit sales (your sales plus the sales of the three levels below you). You can also earn the Vanguard Bonus based on your monthly unit sales.

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES SALES AMOUNT	TEAM SALES PROFIT PLUS
Manager T i x p	25%	See pg. 46 (or pg. 30 of the Getting Started Guide)	2%	See page 8 or 46	—



- 1 Welcome 1 new Consultant to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support every Consultant in your unit to HOLD 1 party each week

TO BE A SUCCESSFUL MANAGER, you continue holding personal parties while growing a unit and teaching them how to hold great parties of their own.

To become a Manager, meet or exceed these qualifications in a sales month.

5+ standard unit parties (\$2,500+ in unit sales)

1+ standard personal parties (\$500+ in personal sales)

3+ active, personally recruited, level one unit members*

You receive a one-time **step-up bonus of \$100** for achieving the title for the first time. You receive title and are eligible to begin earning as a Manager effective the following sales month.

To maintain and be **PAID AS A MANAGER** each sales month, meet or exceed the same qualifications each month (though for you to maintain and be paid, your three active, level one unit members do not need to be personally recruited, they may be those who have moved up through compression).

If someone below you fully leaves the business**, anyone they recruited will move up a level. This is referred to as **compression**.

As a Star Director, you'll begin to earn Leadership Commission on your downline Director teams.

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—

*Active with \$600 or more in personal sales in a rolling six-month period.

**After going inactive (submits less than \$600 in personal sales in a rolling six-month period), they remain "inactive open" for six sales months, during which time they can submit regular orders; however, they will not receive the active Consultant sample price or be able to submit recruits. If they do not reactivate within six months, by submitting \$600 in cumulative sales, they go inactive closed at the start of the seventh month, and compression occurs at this time.



THE REWARDS OF BECOMING A MANAGER

YOU'RE INSPIRING OTHERS and helping them improve their lives, and that's rewarding in and of itself. But what makes that even sweeter? More money. And seeing your success is also what inspires your new unit to set their own goals.

As a Manager, you're eligible to begin receiving the **VANGUARD BONUS** based on your monthly unit sales. In 1954, Brownie Wise unveiled the Vanguard Manager Program to an excited Jubilee audience. She said "The common goal for all Vanguard Managers is leadership!" And that's as true today as ever. As in Brownie's day, Vanguard Managers enjoy special recognition in addition to the bonus. We're so proud of our long legacy of supporting, recognizing and rewarding new leaders!

As you grow your business, we're dedicated to making sure you get not only the compensation but the **RECOGNITION** your expanded efforts deserve. You will be recognized in one of four Vanguard categories based on your bonus: V1, V2, V3 or V4.

	MONTHLY UNIT SALES	VANGUARD BONUS AMOUNT
V ⁴	FOR EACH ADDITIONAL \$2,000	\$25
	\$16,000	\$210
V ³	\$14,000	\$185
	\$12,000	\$160
	\$10,500	\$140
V ²	\$9,000	\$120
	\$7,500	\$105
	\$6,000	\$90
	\$5,000	\$80
V ¹	\$4,000	\$70
	\$3,000	\$60
	\$2,500	\$50

The **VANGUARD MANAGER CREST**, based on the original design from 1954, is heart-shaped to symbolize that Managers are truly the heart of the business. The words "activity, recruiting, training and promoting" represent the foundation of a Manager's success. And each element of the design holds special significance.

Acorn:
both unit and
personal growth

Ruler:
excellent
service

Jester's wand:
the ridiculously
awesome fun we all
have together

Tupperware seal:
our extraordinary
products

Tupperware rose:
the enduring beauty
of our relationship-
based earning
opportunity

Door:
symbol of both
opportunity and the
home, around which
our business is built

Gold key:
the key to success
you hold out to
everyone

Stars:
the stars we
shoot for and the
stars you're truly
becoming

Lamp of knowledge:
sharing knowledge
as you help others
grow

Bee:
the activity that is
vital to unit success

Hands:
the partnerships between sales
force, leaders, customers and the
home office

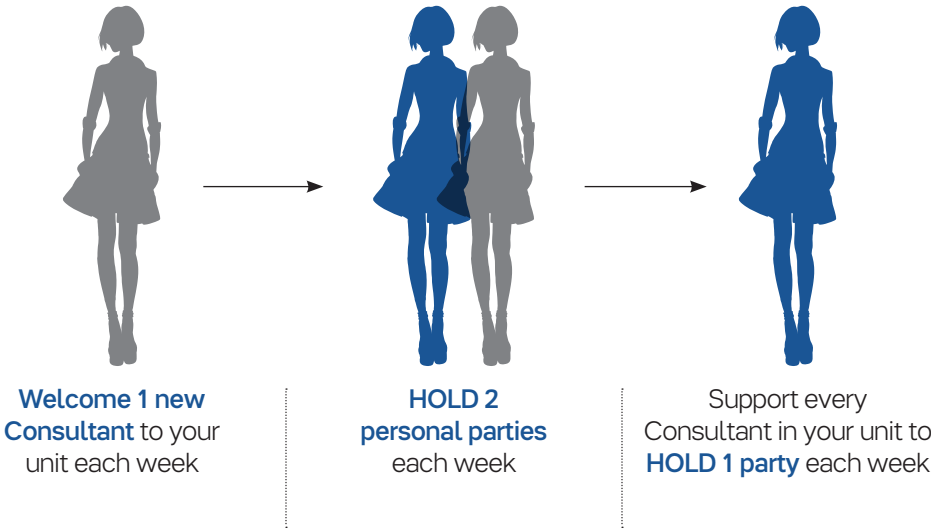


ONE 2 ONE

BEHAVIORS OF SUCCESSFUL MANAGERS

Though you run a unique business, it's helpful to explore the habits of our most successful business owners. We've captured those habits in our **ONE2ONE** success formulas. Build a growing business by focusing on these simple goals. Remember that attending and supporting all of your upline Director's meetings, trainings and coaching sessions will also help you and your growing unit to really thrive.

MANAGERS



THE ROYAL CREST EXPERIENCE

Royal Crest celebrates our Managers and those helping to build their Managers. This trip provides the experience to build life-long relationships with fellow growing leaders.



MANAGER GROWTH PROGRAM

First-time Managers are invited to earn awards by achieving points with unit recruiting. Plus, when participants meet or exceed their unit recruiting goal, bonus points can then be earned to put towards even more rewards, based on unit sales and unit size. See the Manager Growth Program flyer and Q+A on your Sales Force Website for more information, including the exciting awards that can be earned (sneak peek below)!

<p>LEVEL 1 MONTH 1 LAPEL PIN</p> 	<p>LEVEL 1 MONTH 2 MONEY BAG AND SET OF SIX PENS</p> 	<p>LEVEL 1 MONTH 3 CROSS-BODY BAG</p> 
<p>LEVEL 2 MONTH 2 PADFOLIO</p> 	<p>LEVEL 3 MONTH 3 CHEF SERIES II 6.2-QT/5.8 L CASSEROLE PAN WITH GLASS COVER</p> 	



STEP UP TO STAR MANAGER

As you share the opportunity, you’re really becoming a star. Taking this next step, to Star Manager, involves growing your unit with at least **6** active, personally recruited, level one unit members. You continue to hold your own parties while teaching your unit how to hold their own parties.

To achieve the title of **STAR MANAGER**, meet or exceed these qualifications in a sales month.

- 10+ standard unit parties** (\$5,000+ in unit sales)
- 1+ standard personal parties** (\$500+ in personal sales)
- 6+ active, personally recruited, level one unit members***

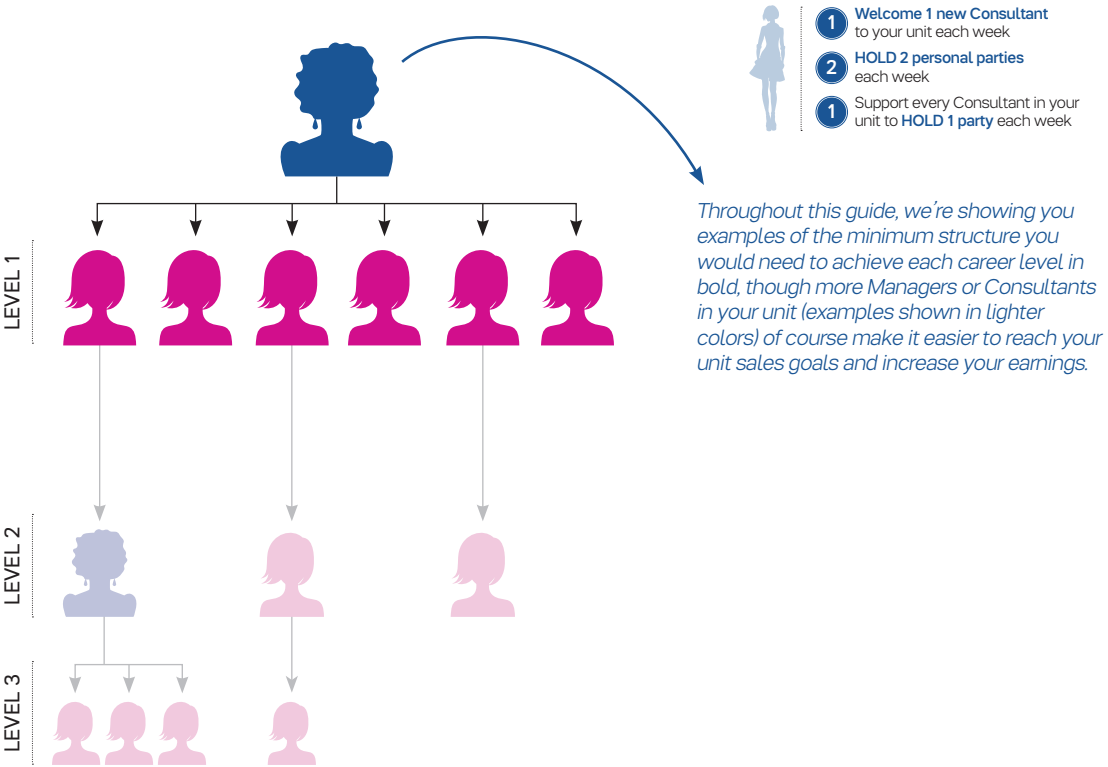
You receive a one-time **step-up bonus of \$150** for achieving the title for the first time. You receive title and begin earning as a Star Manager effective the following sales month.

Step from Consultant to Star Manager in one month? Then you receive both one-time step-up bonuses (for Manager and Star Manager) for a total of \$250!

To maintain and be **PAID AS A STAR MANAGER**, meet or exceed the same qualifications each month (though for you to maintain and be paid, your six active, level one unit members do not need to be personally recruited, they may be those who have moved up through compression).

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES AMOUNT	TEAM SALES PROFIT PLUS
Star Manager 	25%	See pg. 46 (or pg. 30 of the Getting Started Guide)	3%	See page 8 or 46	—

*Active with \$600 or more in personal sales in a rolling six-month period.



- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—



STEP UP TO EXECUTIVE MANAGER

As an executive, you're really driving your career. You're continuing to build a powerful unit that can develop right alongside you as you encourage and support each other.

To achieve the title of **EXECUTIVE MANAGER**, meet or exceed these qualifications in a sales month.

15+ standard unit parties (\$7,500+ in unit sales)

1+ standard personal parties (\$500+ in personal sales)

9+ active, personally recruited, level one unit members*

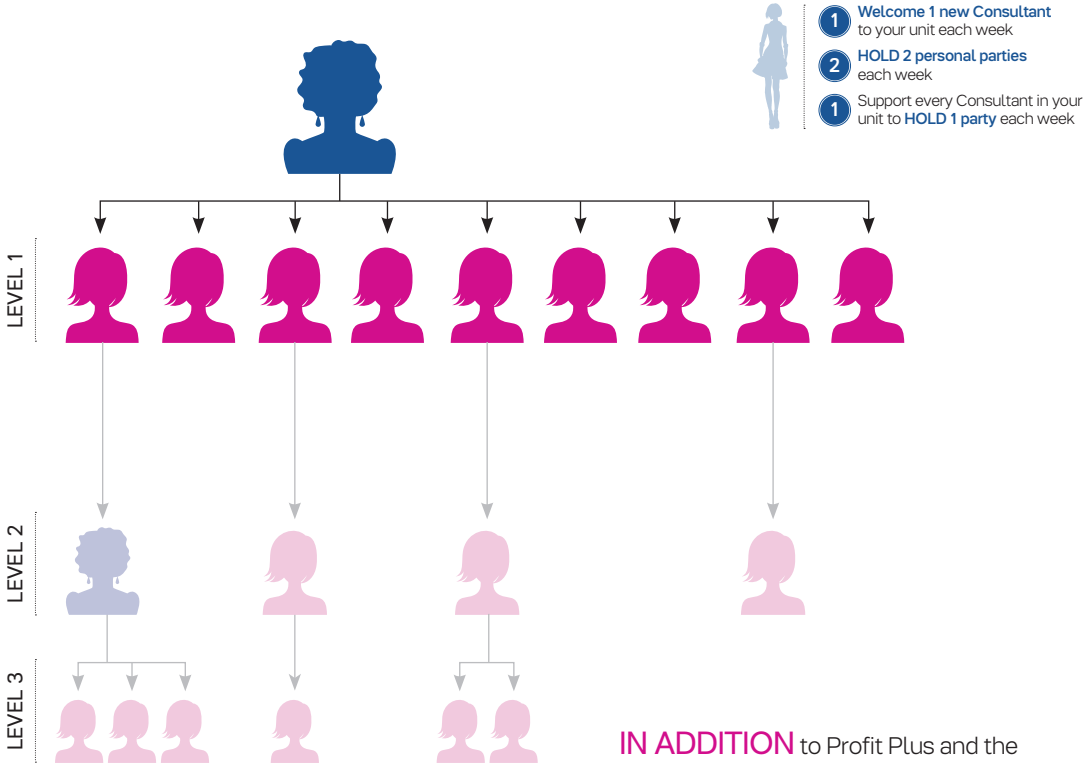
You receive a one-time **step-up bonus of \$200** for achieving the title for the first time. You receive title and begin earning as an Executive Manager effective the following sales month.

Step from Consultant right on up to Executive Manager in one month? It's possible when you say **I'M POSSIBLE!** If you do so, you receive all three one-time step-up bonuses for achieving Manager titles for a total of \$450!

To maintain and be **PAID AS AN EXECUTIVE MANAGER** each sales month, meet or exceed the same qualifications each month (though for you to maintain and be paid, your nine active, level one unit members do not need to be personally recruited, they may be those who have moved up through compression).

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES AMOUNT	TEAM SALES PROFIT PLUS
Executive Manager 	25%	See pg. 46 (or pg. 30 of the Getting Started Guide)	4%	See page 8 or 46	—

*Active with \$600 or more in personal sales in a rolling six-month period.



IN ADDITION to Profit Plus and the Vanguard Bonus, you can also begin receiving the **EXECUTIVE MANAGER BONUS**. As an Executive Manager with \$7,500 or more in unit sales for two consecutive sales months (which can include the month in which you first achieved title qualifications), you qualify to add a \$150 bonus during the third sales month and again for each month in which your unit achieves \$7,500 or more in sales (as long as you maintain the Executive Manager title).

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
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—	—	—	—	—	—	—



MAKE YOUR DREAM A REALITY

IN THE DIRECTOR-IN-QUALIFICATION PROGRAM

The **DIRECTOR-IN-QUALIFICATION (DIQ) PROGRAM** is your path to leadership and the rewards of being a Director. When you become a Director, you'll be rewarded with higher income and awesome awards—including a first-time **\$1,000 CASH STEP-UP BONUS**.*

To be eligible to start the program, you hold personal parties and support your unit as they hold personal parties to meet or exceed these qualifications during a given sales month.

15+ standard Dream Team parties
(\$7,500+ in total Dream Team sales)

Dream Team sales are your unit sales plus the sales of all of your recruits' recruits (all levels deep), excluding the teams of any downline Directors and the units of any downline Managers who have completed one month of qualifying sales in the DIQ Program.**

5+ standard unit parties
(\$2,500+ in unit sales)

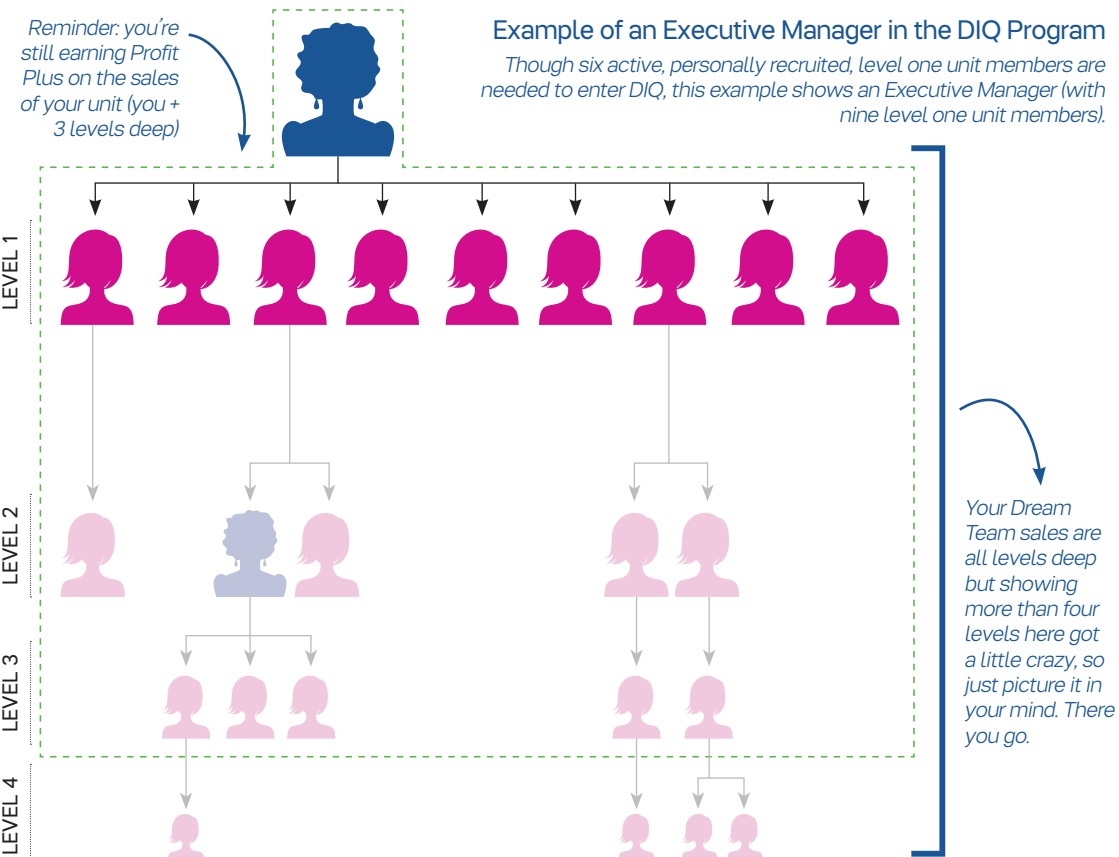
1+ standard personal parties
(\$500+ in personal sales)

6+ active, personally recruited, level one unit members***

To remain active in the program, meet or exceed the above sales qualifications each sales month.

I've met so many people through my business who are now like family. I believe in my team, and they believe in the business. My hope is that they achieve more than I did. I want them to win many awards and for them to achieve financial wellness with Tupperware. Something that I always say to myself: 'Today, I will never finish, because I'm earning (money) and the more I earn, the more I help people to earn (money) and to believe in themselves.'

MARIA GUTIERREZ
3 Star Director
Exploradora Sales



Want to begin earning Profit Plus on all levels? Turn your Dream Team into a reality when you complete the program by promoting to Director (see next page).

*The \$1,000 bonus is paid to Sales Force Members stepping up to Director for the first time.

**Though their first month of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs.

***Active with \$600 or more in personal sales in a rolling six-month period.



STEP UP TO DIRECTOR

When you complete the DIQ Program and promote to Director, you begin to enjoy exclusive programs and **earning Profit Plus** on all of your recruits' recruits (all levels deep), excluding the teams of any downline Directors. This was your DIQ Dream Team but is now considered your team.

To complete the DIQ program and qualify to become a Director achieve:

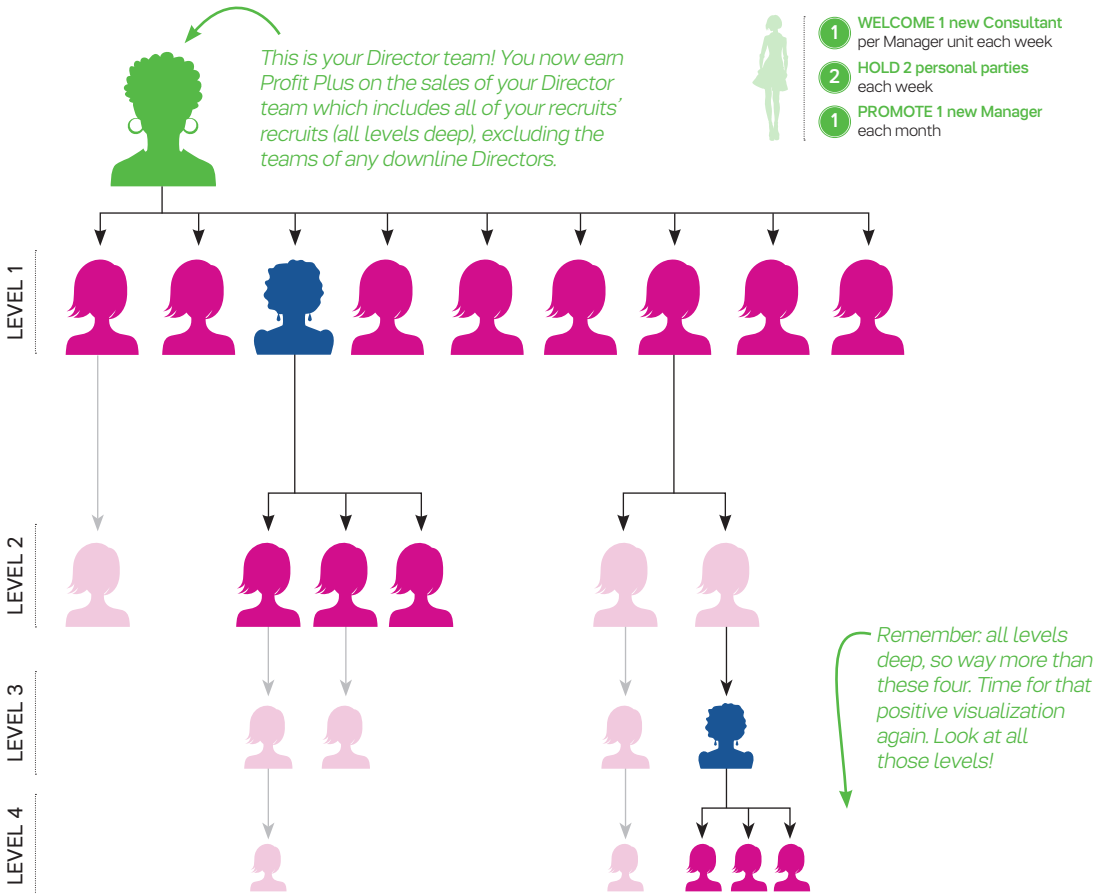
- 60+ standard Dream Team parties** (\$30,000+ in cumulative Dream Team sales) within three consecutive sales months*
- 2+ members of your Dream Team with qualified Manager sales** in your last qualifying month

As a Director, you hold personal parties and continue coaching and supporting your team as they hold their own parties. You'll also be partnering more closely with your upline Director to conduct more training, and coordinate events and meetings. To be paid as a Director in a given sales month, meet or exceed the following qualifications:

20+ standard team parties (\$10,000+ in team sales)

Hold personal parties each week**

**Meeting or exceeding 1+ standard parties (\$500+ in personal sales) each month.



- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve title, lighter colors are not but indicate additional earning potential.

TITLE	PERSONAL SALES		UNIT/TEAM SALES			
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES	AMOUNT	TEAM SALES PROFIT PLUS
Director 	25%	See pg. 46 (or pg. 30 of the Getting Started Guide)	—	—	—	\$20,000 + = 8% \$15,000–\$19,999 = 7% \$10,000–\$14,999 = 6%

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—

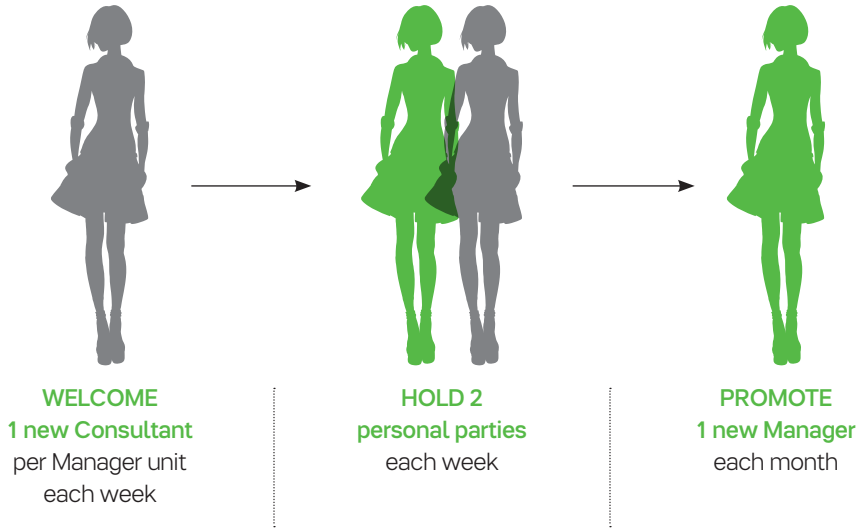
*With no month less than 15 standard Dream Team parties (\$7,500 in Dream Team sales).



BEHAVIORS OF SUCCESSFUL DIRECTORS

As a Director, we know you'll be balancing more responsibilities (developing more Managers, mentoring those Managers as they grow their units, organizing or helping organize events, still serving your own Hosts and customers) so your **ONE2ONE SUCCESS FORMULA** reflects that balance.

DIRECTORS



DIRECTOR GRADUATION CEREMONY

Directors will be honored in exclusive recognition at Tupperware events, such as the New Director Graduation at Jubilee! The Director class of 2018, made up of over 100 new, first-time Directors, participated in a graduation ceremony, where they were awarded with the Director Logo pin and a beautiful scarf.





miles OF MOMENTS

WE BRING
THE **PARTY**
ALL OVER
THE WORLD

Even as you enjoy more successes, we know it's still hard to set aside the time and money for traveling. So why not see the world on all-expense-paid trips?



ROYAL KEY EXPERIENCE

New Directors—
Business Leaders can
achieve sales and
growth goals to attend.



ROYAL CROWN EXPERIENCE

Grow your total
organization or
company sales over
the year prior to qualify.



ROYAL ROSE EXPERIENCE

Achieved with total
company sales
growth.



For more information on each trip
experience, view flyers and Q+As on
your Sales Force Website.



QUALIFY FOR A SWEET RIDE

As a Director, you can qualify to drive the **CHEVY TRAX**, through the What's Your Drive? Car Program, by achieving \$12,500 or more in team sales for three consecutive sales months. You can also qualify to become a Director in the DIQ Program while also qualifying for the Trax. This fully branded baby can keep your business (and life!) running a little smoother. It's your **TROPHY ON WHEELS** that helps you show off your achievements as a business owner in your community.

MONTHLY TEAM SALES:

- 25+ standard team parties (\$12,500+)
- 20–25 standard team parties (\$10,000–\$12,499)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$150
- \$350
- \$650

OR CASH BONUS

We want to encourage you to succeed, even before you get behind the wheel. Directors can earn cash bonuses by achieving the following in a single month.

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$250
- \$150

After achieving \$12,500 or more in team sales for three consecutive months, you qualify to participate in the What's Your Drive? Car Program, and then you may choose between the car or continue with an increased cash bonus opportunity:

MONTHLY TEAM SALES:

- 25+ standard team parties (\$12,500+)
- 20–25 standard team parties (\$10,000–\$12,499)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$325
- \$250
- \$150



For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.



My life before Tupperware was work. Day, evening, night—work. Sometimes I couldn't even be home eight hours between shifts. I am a hard worker, and now, with Tupperware and owning my own business, the results of that hard work are more noticeable. When you do more and you climb faster, you advance and it pays off. My career now is very rewarding."

DEBBIE DUFOUR
2 Star Director
Les Diamants





WOW PROGRAMS

TO HELP YOU GROW YOUR TUPPERWARE BUSINESS

*YOU
could be
here!*

Initially, WOW was an acronym, (we were kind of acronym crazy for a few years) that stood for “Wildly Outrageous Wins.” Each WOW Program is designed to help you grow your Tupperware business at a successful pace while wowing you with some very cool awards.



WOW NEW DIRECTOR PROGRAM

First-time Directors enjoy the opportunity to earn an incredible award in only six months (while setting up a very successful business at the same time). That's the best kind of multi-tasking. To qualify:

ACHIEVE 120+ standard team parties (\$60,000+ in cumulative Director team sales) within your first six months (or less) as a new Director.

MAINTAIN 15+ standard team parties (\$7,500+ in Director team sales) during each of those six months.

HAVE 4+ Managers in title at the same time during any of those six months (which may include at the start of your seventh month, as title is effective the following month.)

Note: Must be titled as a Director at the time you select and receive your award. While you may enroll multiple times in Running Start to WOW Growth and WOW Growth, you only have one opportunity to complete the WOW New Director Program.

CELEBRATION AWARD OPTIONS



TRIP for two to Hawaii



TRIP for four to Walt Disney World Resort in Orlando, Fla.



Brilliant 1.5-carat total weight diamond ring

Technology Essentials Package



Note: MP3 player pictured with audio system not included.

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.

*Can't decide?
Qualify to choose again through
WOW Growth (see next page).*



“I chose Hawaii for the first WOW trip that I earned, and I took my mother. My parents were military, and that was the one place in the world they hadn't been and really wanted to go. Over the summer, I earned my second WOW trip and I chose to take my three children to Disney. Disney was a lot of fun when the kids were little, but Disney is amazing when your children are adults. We had the best time. Next, I earned the trip to Cuba and I'm taking my daughter for her birthday present. We're so excited.”

ALICIA MANNING

3 Star Director
Eagle Enterprises



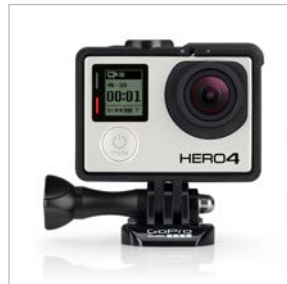
WOW PROGRAMS

RUNNING START TO WOW GROWTH: When you’ve achieved 20+ standard team parties (\$10,000+ in Director team sales) in a given sales month, you can enter Running Start to WOW Growth.* This bridge program helps get you to the 30+ standard team party (\$15,000+) level needed to enter WOW Growth (and pick up another great award along the way).

To successfully complete Running Start, achieve 7% month-over-month growth in Director team sales, for six months. Then, you are automatically entered into WOW Growth and can choose one of these incredible rewards:



1-carat total weight diamond pendant



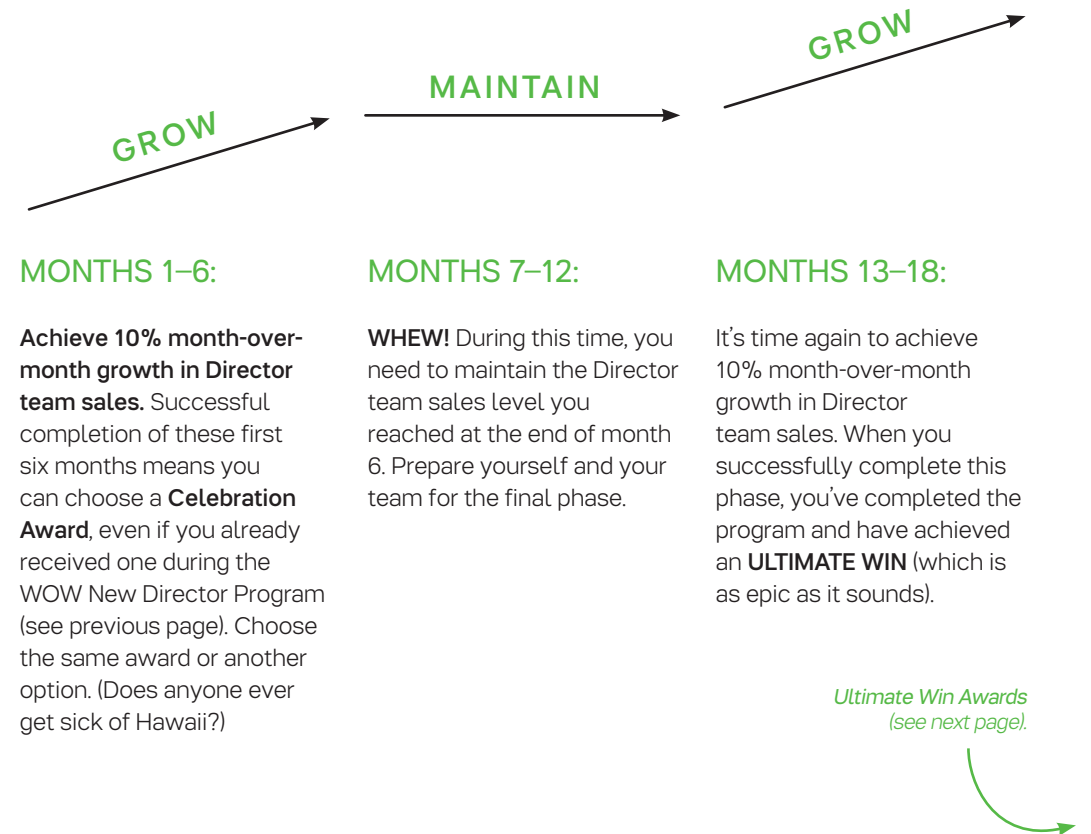
GoPro Hero 4



Tupperware Three Piece Luggage Collection

**For full program details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.*

Success plans are cool and all, but success plans with amazing built-in awards are even better. The **WOW GROWTH PROGRAM** gives established Directors the chance to grow their businesses and attain (you guessed it) some wildly outrageous wins. You can enter WOW Growth the month after you’ve achieved 30+ standard team parties (\$15,000+) in a sales month.





WOW ULTIMATE WIN AWARD OPTIONS:

- Ford Mustang V6 2-door convertible
- 14-carat total weight diamond tennis bracelet
- Harley-Davidson Fat Boy® motorcycle
- Two Ski-Doo® Legend Snowmobiles plus trailer
- Two Sea-Doo® personal watercraft plus trailer
- 12-pc. stainless steel GE kitchen appliance package
- Dutchmen Lite Recreational Vehicle
- \$22,000 cash

WHEN YOU PROMOTE someone on your team to Director during WOW Growth, you can count 100% of their team sales toward your goal for six months.

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.



ENJOYING THE TASTE OF VICTORY?

Torn between two (or three) of the Ultimate Win Awards? You can re-enter the WOW Growth Program as many times as you want.



WHAT'S YOUR **DRIVE?**

CAR PROGRAM



From wood-paneled wonders to sleek, powerful beauties, our evolving fleet of vehicles has been helping our Sales Force Members take their careers further, faster for decades. By participating in the What's Your Drive? Car Program, you can qualify to drive a promotional car with no copay. And that kind of success never goes out of style.



1988–1991
DODGE CARAVAN



1994–2000
DODGE CARAVAN



2001–2004
PONTIAC MONTANA



2007–2010
CADILLAC CTS



1992–1993
CHEVROLET LUMINA
APV MINI VAN



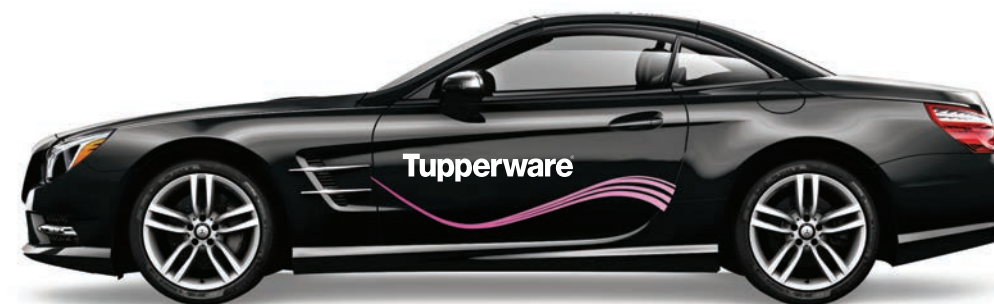
1994–2000
JEEP GRAND CHEROKEE



2001–2004
SAAB 9.3 CONVERTIBLE



2005–2006
GMC YUKON XL



TODAY
MERCEDES-BENZ
SL550 CONVERTIBLE
(Available at the \$10 million
organization level)



CHEVROLET TRAVERSE AWD



GMC ACADIA AWD



CHEVROLET MALIBU 2LT



CHRYSLER PACIFICA

\$300,000–\$499,999

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$450
- \$750

Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (commission counts towards your 9 Active Level 1 team members).

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$375
- \$150

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.

\$500,000–\$999,999

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$500
- \$850

**Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$425
- \$150



BUICK ENCLAVE AWD



CHEVY TAHOE LT 4X4



CADILLAC XT4



CADILLAC XT5 AWD

\$1–\$1.99 MILLION

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$550
- \$1,000

Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$500
- \$150

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.

\$2–\$4.99 MILLION

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$600
- \$1,200

**Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

OR CASH BONUS

MONTHLY TEAM SALES:

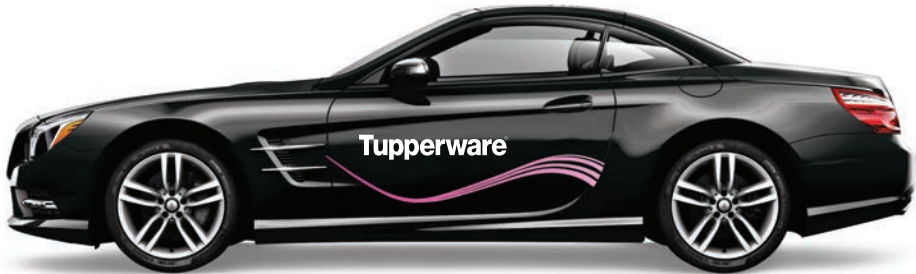
- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$600
- \$150



MERCEDES-BENZ E-CLASS CONVERTIBLE AWD



MERCEDES-BENZ SL550 CONVERTIBLE



MERCEDES-BENZ GLE SUV AWD



GMC YUKON XL 4X4



CADILLAC ESCALADE PLATINUM ESV



MERCEDES BENZ GLS AWD

\$5–\$9.99 MILLION

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–210 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$800
- \$1,500

Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$750
- \$150

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.

\$10 MILLION+

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$1,100
- \$2,000

**Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$1,000
- \$150



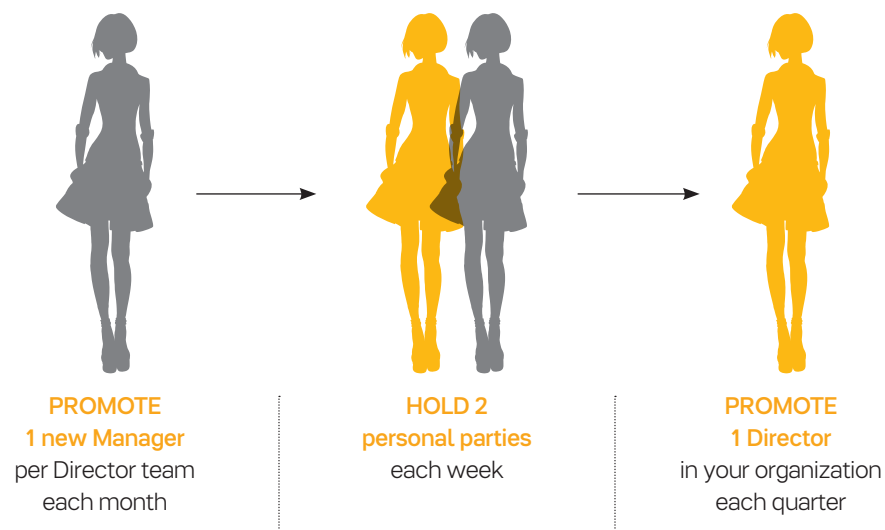
ONE 2 ONE

STAR DIRECTORS & ABOVE

BEHAVIORS OF SUCCESSFUL ORGANIZATION LEADERS

By promoting your first Director, you begin to build an organization, truly becoming a leader of leaders. By promoting one Director, you become a Star Director. Promote two Directors, and you become a 2 Star Director, and so on. All Star Directors and above are Organization Leaders (because you're leading an organization of Director teams within it). It's a big step in your Tupperware career and comes with increased earning potential through the Leadership Commission, and other perks and bonuses (see facing page). Ensure your lasting success by following the Organization Leader's **ONE2ONE SUCCESS FORMULA**.

STAR DIRECTORS & ABOVE



DIRECTOR BONUS DEVELOPMENT

BASED ON YOUR TITLE*

\$1,500
DIRECTOR THROUGH
STAR DIRECTOR

\$2,000
2 STAR THROUGH
5 STAR DIRECTOR

\$2,500
EXECUTIVE DIRECTOR
AND ABOVE

**Paid on members of your team stepping up to Director for the first time.*

Note: To give you time to rebuild your team after promoting out a Director, you receive a promoting waiver which gives you the chance to waive the Director team sales requirement for a maximum of four sales months after the promotion while still being paid as Director.

MANAGER, DIRECTOR AND ORGANIZATION LEADER OF JUBILEE

We want to celebrate your success during Glamour Night at Jubilee. Achieve number one to be named Manager, Director or Organization Leader of Jubilee. Rank in the top 25 in your category to receive a special recognition.



MANAGER of Jubilee
Managers–Executive
Managers qualify during
December 29, 2018–June 28,
2019, by achieving the
lowest combined ranked
score in the categories of:

- Personal sales
- Unit recruiting
- Unit sales
- Unit size (Active Unit Members)



DIRECTOR of Jubilee
Directors qualify during
December 29, 2018–June 28,
2019, by achieving the
lowest combined ranked
score in the categories of:

- Personal sales
- Team sales
- Unit sales of new Managers on your team
- Sales of new Consultants on your team



ORGANIZATION LEADER of Jubilee
Star Directors–Presidential
Directors qualify during December
29, 2018–June 28, 2019, by
achieving the lowest combined
ranked score in the categories of:

- Personal sales
- Team sales
- DIQ sales on team (with 1 month+ completed)
- Organization sales volume (compensated)



BECOMING ELITE IS PRETTY SWEET

So much prestige comes with the achievement of becoming Elite for your entire organization. It represents a whole new level of commitment to your Tupperware business.

What else is sweet about being Elite? As you grow your organization sales, you can also qualify for exclusive honors and awards created just for Elite Leaders. Achieve \$500,000 or more in organization sales volume throughout one sales year to qualify for Elite status for the following year.

Enjoy the profits, perks and privileges of the Elite life by growing your organization sales and joining this truly extraordinary group of leaders. Learn more on your Sales Force website under For You > Programs.



As you continue to grow your business, your success will be celebrated with these one-of-kind perks and business tools created just for Elite Leaders.

WHEN YOUR ORGANIZATION ACHIEVES THE BELOW SALES VOLUME IN 2019, you qualify to be recognized as an Elite Leader through the end of 2020. We want to make sure you have plenty of time to enjoy your achievement. Elite Leaders must maintain their Director title to remain the program.

ELITE LEVEL	Level Achievement Gift	Opportunity to qualify for exclusive trips	Exclusive party at company event	Access to Exclusive Items	Free Host samples	Waived Registration to Jubilee*
 ELITE \$500,000–\$749,999.99	✓	✓	✓			
 PEARL \$750,000–\$999,999.99	✓	✓	✓	✓		
 BRONZE \$1–\$1.49 million	✓	✓	✓	✓		
 SILVER \$1.5–\$1.99 million	✓	✓	✓	✓	✓	
 GOLD \$2–\$2.99 million	✓	✓	✓	✓	✓	
 DIAMOND \$3–\$4.99 million	✓	✓	✓	✓	✓	✓
 PLATINUM \$5–\$9.99 million	✓	✓	✓	✓	✓	✓
 PRESIDENTIAL \$10 million+	✓	✓	✓	✓	✓	✓

*For yourself only. You may register a guest, but the current rate will apply. Beginning in mid-September, if you’ve already reached the level of Diamond Elite or above, it will be free to register. If you register prior to mid-September, or prior to achieving Diamond Elite, the registration fee will be refunded.

TITLE	HOW TO ACHIEVE TITLE	HOW TO MAINTAIN TITLE AND BE PAID	PERSONAL SALES	
			RETAINED PROFIT	VOLUME BONUS* SALES AMOUNT
Presidential Director 	PROMOTE 12 1st Generation Directors, 8 of which are Star Directors in structure	\$10,000 in Team Sales	25%	
Star Executive Director 	PROMOTE 9 1st Generation Directors, 6 of which are Star Directors in structure	\$10,000 in Team Sales	25%	
Executive Director 	PROMOTE 6 1st Generation Directors, 4 of which are Star Directors in structure	\$10,000 in Team Sales	25%	
5 Star Director 	PROMOTE 5 1st Generation Directors	\$500 in Personal Sales \$10,000 in Team Sales	25%	
3 Star Director 	PROMOTE 3 1st Generation Directors	\$500 in Personal Sales \$10,000 in Team Sales	25%	
2 Star Director 	PROMOTE 2 1st Generation Directors	\$500 in Personal Sales \$10,000 in Team Sales	25%	
Star Director 	PROMOTE 1 1st Generation Director	\$500 in Personal Sales \$10,000 in Team Sales	25%	
Director 	Complete the DIQ Program by achieving \$30,000 3 month Cumulative Team Sales 2 paid as Managers in your Dream Team in your last qualifying month	\$500 in Personal Sales \$10,000 in Team Sales	25%	
Executive Manager 	\$500 in Personal Sales \$7,500 in Unit Sales 9 Active Personally Recruited Unit Members	\$500 in Personal Sales \$7,500 in Unit Sales 9 Active Level 1 Unit Members	25%	
Star Manager 	\$500 in Personal Sales \$5,000 in Unit Sales 6 Active Personally Recruited Unit Members	\$500 in Personal Sales \$5,000 in Unit Sales 6 Active Level 1 Unit Members	25%	
Manager 	\$500 in Personal Sales \$2,500 in Unit Sales 3 Active Personally Recruited Unit Members	\$500 in Personal Sales \$2,500 in Unit Sales 3 Active Level 1 Unit Members	25%	
Consultant 	Purchase Business Kit	To stay active achieve \$600 in 6 months	25%	

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

POTENTIAL BENEFITS

- TRAINING
- AWARDS
- TRIPS
- RECOGNITION
- CAR PROGRAM

UNIT/TEAM SALES			LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES							
UNIT SALES PROFIT PLUS	VANGUARD**		TEAM SALES PROFIT PLUS***	1 ST GN	2 ND GN	3 RD GN	4 TH GN	5 TH GN	6 TH GN	7 TH GN
	SALES	AMOUNT								
				10%	10%	10%	10%	3%	3%	3%
				9%	9%	9%	9%	3%	3%	
			\$20,000 += 8%	8.5%	8.5%	8.5%	3%	3%		
			\$15,000 – \$19,999 = 7%	8.5%	8.5%	3%	3%			
			\$10,000 – \$14,999 = 6%	8.5%	8.5%	3%				
				8.5%	3%					
				8.5%						
4%	\$16,000 \$14,000 \$12,000	\$210** \$185 \$160								
3%	\$10,500 \$9,000 \$7,500 \$6,000 \$5,000	\$140 \$120 \$105 \$90 \$80								
2%	\$4,000 \$3,000 \$2,500	\$70 \$60 \$50								

Note: All Profit Plus, bonuses and Leadership Commission are paid on commissionable volume, not retail. Commissionable volume (CV) is 75% of retail sales (as 25% is initially retained as profit by each Consultant).

*The Personal Sales Volume Bonus has no cap. Add \$50 for every standard party (\$500) over \$10,000.

**The Manager Vanguard Bonus has no cap. Add \$25 for every \$2,000 over \$16,000.

***Team Sales Profit Plus percentage (paid on commissionable volume of team sales) varies based on your monthly Director team sales volume.

†When a Sales Force Member becomes an Executive Manager and has \$7,500 or more in unit retail sales for any two consecutive months, they qualify to receive a \$150 monthly bonus each month they achieve \$7,500 or more in sales.

MONTHLY EARNINGS

ADDITIONAL BONUS OPPORTUNITIES

STEP UP one time Bonus	DIRECTOR DEVELOPMENT one time Bonus	EXECUTIVE MANAGER Monthly Bonus†
	\$2,500	
	\$2,500	
	\$2,500	
	\$2,000	
	\$2,000	
	\$2,000	
	\$1,500	
\$1,000	\$1,500	
\$200		\$150
\$150		
\$100		

SEE WHAT'S POSSIBLE

AS YOU CAN SEE, there is very real money to be made as you grow your Tupperware business, especially when you become an Organization Leader (Star Director and higher). There's no limit to where you can take the party!



*Based on Tupperware party standard of \$500 in the U.S.

Note: The potential income information provided here is not necessarily representative of the income, if any, that Tupperware Sales Force Members can or will earn through their new Tupperware businesses. These figures and information should not be considered guarantees or projections of your actual earnings or benefits. Any representation of earnings or benefits would be misleading. Success with a Tupperware business depends on each individual's skills and personal efforts.

All information provided in this guide is subject to change. See your Sales Force website at My.Tupperware.com for the latest details on qualifications for programs, bonuses, incentive trips and more.

THINK **BIG.**
START SMALL.
BEGIN **NOW.**

Tupperware®

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70125 • Ordering # 76826