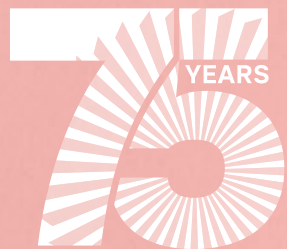


Tupperware®

— — LET'S — —
CELEBRATE
TUPPERWARE'S BIRTHDAY MONTH



Tupperware®



How many parties will you add so you

CELEBRATE

every day in May?



Happy
75 YEARS

Birthday Month is a great time to celebrate every day. The gifts are awesome and they are for everyone—Hosts, Guests—and of course, YOU!

*Why participate in
BIRTHDAY MONTH
celebrations?*

ACCOMPLISHMENTS

LOYALTY

EXCITEMENT

MORE MONEY

FUN

GIFTS FOR YOU

PRIDE



MY GOAL FOR
BIRTHDAY MONTH IS: \$_____



It's Tupperware's
Birthday Month

LET'S PARTY!

Birthday Month is one of the best times to be in Tupperware. There are so many great rewards and specials for Hosts, guests and of course for **YOU!** Be sure you review the promotions and programs scheduled for Birthday Month and get ready to **PARTY!** Make this your **BIGGEST** month **EVER!**

PICK

How much money you would like to make in one month.

\$ _____

I want to make: \$ _____ x 4 = \$ _____
(sales goal)

SALES GOAL:

\$ _____ ÷ \$500* = _____
(# of parties)

*Based on brochure and catalog Host Gift Specials.

MY SALES
GOAL
FOR MAY IS

\$ _____

NUMBER OF
PARTIES NEEDED IS:

My Happy
Birthday

PARTY HOSTS

NAME

PHONE #

Party #1 _____

Party #2 _____

Party #3 _____

Party #4 _____

Party #5 _____

Party #6 _____

Party #7 _____

Party #8 _____

Party #9 _____

Party #10 _____

Note: A party is a demonstration held face to face or virtually.

Fun ways to

PARTY



Invite your co-workers to a live
or virtual OFFICE PARTY

1. _____
2. _____



MYSTERY HOST or
EVERYONE WINS PARTY

1. _____
2. _____



COOKING CLASS

1. _____
2. _____



EARLY MORNING
COFFEE CONNECTION

1. _____
2. _____

Demo fun that

HELPS YOU BOOK MORE

GET SOCIAL TO GET BOOKINGS

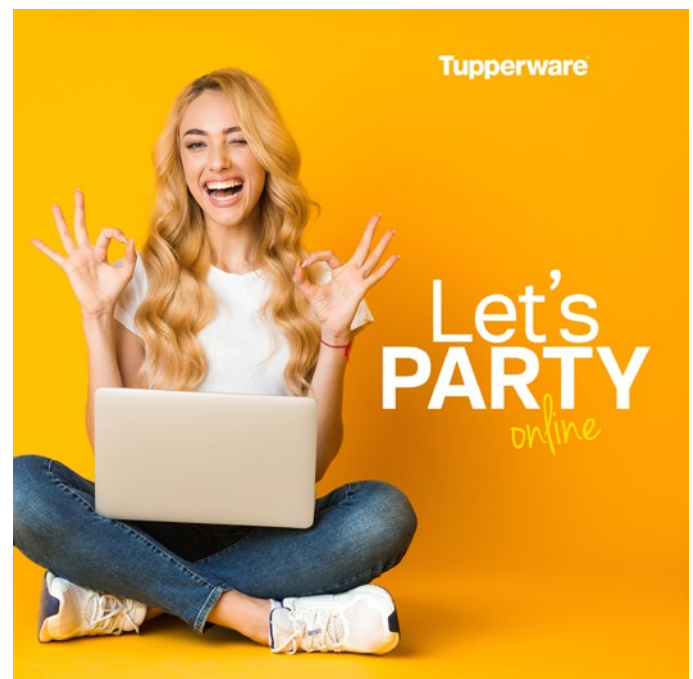
Share book a party post before the party!



MAKE CONNECTIONS

When a guest comments on your virtual party demo, or asks a question about a product, start connecting! Share how you use the product with your family during the demo and give ideas.

Ask for comments of how they could use the product with their family. Make connections! Include another Book a party post!



PARTY ON!

Make a cooking connection! Post the ingredients for the recipe you'll make and encourage guests to have them handy. During the experience, you'll make the recipe using Tupperware products. If on zoom, ask the guests to have their video on and show what they are doing. Share the benefits of saving time with Tupperware, ease of using the products and how to store what's made for delicious plan overs. During the demo, ask guests to post their favorite recipe or comment on their favorite product that you're using.

If Facebook live, have some fun saying "now that I know what you like," you're all set for the next virtual party, so I can help you earn Free Tupperware! Or private message those guests, sharing how you can help them get free products and you'll make the dessert/appetizer during the demo or give them a new recipe to check out

Tupperware's Birthday Month

SUCCESS TIPS

Plan your work and work your plan! To be successful in any business, you have to show up for work every week. Consistent work habits produce big paychecks!

Try these tips to help you accomplish your Birthday Month goal:

- Make up your mind that you can do it!
- Hold parties in April to date parties into May.
- Book parties into the first 2 weeks of May to help date into the last weeks of May.
- Party plan with your Host.
- Party plan every Host to have a \$1,000 party.
- Make a list of past Hosts, friends and relatives and call, text, message or email them to let them know about all of the offers they can earn for hosting a party in May
- Book your "tried and true Hosts first. These are Hosts that you know you can count on to stick to the original date and work for big sales.

HERE'S THE SUCCESS FORMULA FOR A \$1,000 PARTY

- 10–15 adult guests attend
- 10–15 additional orders placed
- Sell in sets and share the benefits of the products

Make it a Birthday Bash they'll REMEMBER

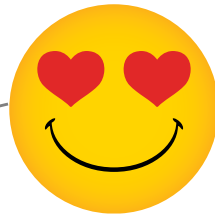
Get ready to party and grow your business. Tupperware Birthday Month is all about special gifts and rewards for Hosts, Customers and for YOU! Here are some ideas to help you have a fun Birthday Month kickoff meeting

MEETING IDEAS

- Invite your leaders to a virtual kick off! Set the stage with a party backdrop or have a few balloons to add some fun!
- Have the music ready to go and have everyone dressed like they are going to a party! Take a pic of everyone or record a video of the leadership team cheering the company to success!
- Ask several Directors/Managers to share a great Birthday business-building tip, recruiting idea, booking idea, etc. Also ask them to add dating ideas to your company's Facebook group!
- Send each attendee a graphic of a balloon for them to print off. Ask your leaders to write down their team goal (Consultants could write their personal goals)! Capture a pic to use as a photo prop throughout the month on your company page!
- Wrap two or three boxes in Birthday paper. Place them on a display table for fun to give them ideas of what they can do at their parties for dating, recruiting and stack the Host.
- Consider wrapping up small boxes of business supplies for door prizes or have ideas of virtual tools to give as gifts.
- Send a doordash delivery of a decorated cookie or cake to be delivered during your virtual meeting. Everyone can enjoy something sweet together, just like together, we will achieve our goals.
- Have leaders buy ingredients for a new recipe or mocktail and make the recipe together during the virtual meeting. Ask them to make a cake in advance do a virtual cake contest to pick the winner!



How will you feel when
**BIRTHDAY
MONTH**
is over?



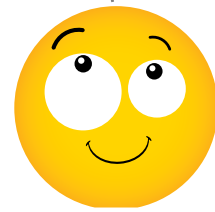
I did it — I am so proud of myself!



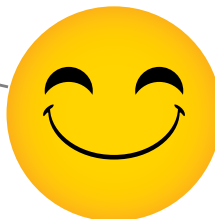
MAY BIRTHDAY
MONTH



Hmmm, maybe I could have done better...



Birthday Month was when?



Please, just one more party...

Stay organized &

PARTY ON!

TIPS FOR HOSTING A successful TUPPERWARE FACEBOOK PARTY!

- Personally invite 40–60 friends. Don't rely on the FB notification. Send a personal text, message or phone call.
- Comment on everything I post and be excited! Your guests don't necessarily care why I love Tupperware, they want to know why YOU love Tupperware.
- Have fun! When you are enjoying yourself, your friends will too.
- Post your own pictures of Tupperware. Share what you use and love. And post your wish list items, too.
- Tag your friends in the party posts. Tag them on the items you think they would like or use.
- Don't be afraid to ask questions. Your friends are probably wondering the same thing.
- Be sure to personally thank everyone who places an order in your party!

Steps to party SUCCESS

Thank you for booking your Tupperware party! Set your party up for success by following these steps.

1. Always personally invite your guests via Facebook messenger, text or invitation.
2. Over-invite because around one-third of everyone invited will attend the the demonstration, live or virtual. Those who are unable to attend may wish to place an order, resulting in more sales to count toward your Host credit.
3. Send the party link to all of your guests and post on your FB.
4. Encourage guests to share your invite and bring/add a friend to the fun!
5. Encourage guests who can't attend to shop from the party link.
6. We accept MasterCard, Visa and Discover. Please be sure to get the customer's name, address, telephone number and email for all credit card orders.

Please contact me if you have any questions — I'm here to help you have an awesome party!

Have \$100 in paid outside orders before the party starts

Have 10 guests attend the demo

Have \$500 or more in party sales

Personally contact & invite guests

Send party link to all of your guests

Have \$1,000 or more in party sales

Invite 3 guests I don't know

Have 1 booking before the party starts

Hold your party on the original date

ATTENDANCE

1

Building party attendance can give you the following:

- ✓ **More customers**
- ✓ **More sales**
- ✓ **More dating opportunities**
- ✓ **More recruit leads**

Encourage Hosts to over invite party guests. Let them know, for example, that if they want to have 10 attend, invite 30. 10 will attend when you follow up/send a personal message, 10 will place orders when you send a link and 10 won't respond at all.

2

IDEAS FOR inviting guests:

- ✓ Request a list of names, emails and telephone numbers to send virtual invites.
- ✓ The Host can send a virtual party link to guests via text, email, messenger or post on Facebook.
- ✓ Consultants can send a virtual invite through their create a party section of the website.
- ✓ A Host party link will show on the Consultant's personal website.
- ✓ The best invitation of all is a personal connection so plan to reach out to your guests!
- ✓ Ask the host to help encourage guests to have a friend attend and identify those who have friends place orders via the party link. Send them a special thank you (citrus peeler or small product).
- ✓ Send the Host an extra gift when they have at least 10 party guests attend the experience/demo.

Make a great IMPRESSION

Here's a quick reference guide for making a **great impression** on everyone you meet.

- Have a positive attitude and friendly smile.
- Know your Tupperware products and be prepared when you offer the opportunity to date and/or have a recruiting conversation with customers.
- Care about your customers by staying connected and answering questions before and after the sale!
- Make your parties fun and informative.
- Always demonstrate what's in it for the host.
- Ask everyone to book a party.
- Offer the Tupperware Opportunity at parties and share the fun/excitement of being a Consultant!
- Believe in yourself and know that you can be the difference in someone's life!



Celebrate your
SUCCESS

If you can dream it, you can do it!

Walt Disney

Excellence is not a skill.
It is an attitude. Ralph Marston

There is no elevator to success,
you have to take the stairs. Zig Ziglar

Success is not having something, or being somebody.
Success is doing something. Brownie Wise

To be successful, you must act big, think big and talk big.
Aristotle Onassis

You can do it if you believe you can!
Napoleon Hill



HAPPY 75TH BIRTHDAY
Tupperware®

APRIL 29–MAY 26, 2021

My Personal Sales
Goal for May is: \$ _____



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HAPPY 75TH BIRTHDAY

Tupperware®

APRIL 29–MAY 26, 2021

My Unit Sales
Goal for May is: \$ _____



HAPPY 75TH BIRTHDAY

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APRIL 29–MAY 26, 2021

My Unit Sales
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HAPPY 75TH BIRTHDAY

Tupperware[®]

APRIL 29–MAY 26, 2021

My Team Sales

Goal for May is: \$ _____



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APRIL 29–MAY 26, 2021

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HAPPY 75TH BIRTHDAY
Tupperware[®]

APRIL 29–MAY 26, 2021

I met my parties up goal!

Name _____

Directors _____

Host _____

Host's phone _____

Party Date _____

HAPPY 75TH BIRTHDAY
Tupperware[®]

APRIL 29–MAY 26, 2021

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APRIL 29–MAY 26, 2021

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Tupperware®

DECIDE

on your goal

COMMIT

to taking action

SUCCEED

by not stopping until you achieve your goal!

Believe in yourself and achieve your Birthday Month goals.

I KNOW YOU CAN DO IT.



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HAPPY 75TH BIRTHDAY

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APRIL 29–MAY 26, 2021

If you want something,

GO GET IT!



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APRIL 29–MAY 26, 2021



Get the scoop on all the great things going on this Birthday Month!

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Tupperware®

The finish line
is in sight....



...but remember, it's not
over until you win!
Stay focused on your goal.
I BELIEVE IN YOU!

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HAPPY 75TH BIRTHDAY

Tupperware®

YOU'RE INVITED

We're so excited that you helped us celebrate Tupperware's Birthday Month by hosting a party in May. Please be our guest at our Big Birthday Celebration. We'll have fun and surprises for all Hosts who attend.

date & time _____

link _____

rsvp _____

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