

# Tupperware®

GET  
STARTED  
WITH THE  
REAL  
PARTY  
PEOPLE



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GETTING STARTED GUIDE

# OUR MISSION

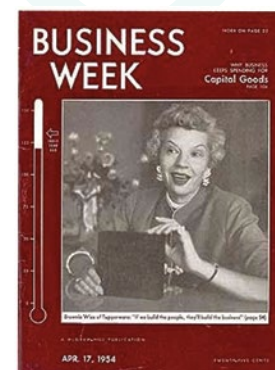
Congratulations on your new business venture, and **welcome to a community of people** offering others ways to live life better.

At Tupperware U.S. & Canada, **we believe in the beauty of confidence.** The confidence to be yourself. The confidence to be a **successful entrepreneur** while empowering others to do the same. It is our business to better each other, by offering **simple solutions** for helping everyone stay healthy, organize their space, save money and do better for the environment. There's no time to waste when it comes to reducing food waste and single-use plastic waste.

We hope you're enjoying your first days as a Tupperware Independent Rep. This is the real deal.

This Getting Started Guide is meant to help you do just that—guide you through the challenges that may come, just like with any new adventure. Lean on your upline and family of other Independent Reps for tips and tricks—but when in doubt, flip this guide open. You can always give us a call, too, at 1-888-921-7395.

With **tuplove** ♥,  
Your Home Office Team



*No matter who you are,  
you alone can give the  
world something it can  
get from no other source.*

*Brownie Wise*

*V.P. & General Manager of  
Tupperware Home Parties in the  
1950s, and first woman featured on  
cover of Business Week magazine.*

## THINK BIG

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THINK BIG.

What is it you want to achieve: more free time, free products, debt-free lifestyle, vacations or cars? Decide on your purpose for joining Tupperware and set your goals.

# START SMALL.

Make your contact list. Check out page 14 for tips on maximizing your existing social networks.

BEGIN NOW.

Start sharing the Opportunity! Becoming a party pro may come easier to some than others, but move at the pace that best suits you. Then begin building your team. Others will see the fun you're having (and, of course, the perks) and want to jump on board, too! That's when the benefits for you start to increase even more.

Think BIG, START  
small, begin NOW!

We can't wait to see where you will take the party.

GO FOR MORE

As your your team begins to grow, your perks just keep getting sweeter, like additional commission, all-expenses paid trips, qualifying to drive a car and more!

# THINK BIG

## GOAL SETTING

What is it that you want to achieve? Whether your next dream is to have a few extra dollars to spend at the grocery store or a new set of wheels sitting in your driveway (that maybe Tupperware is paying for!), writing down those goals can help make them all achievable. Believe us when we say, they really are within reach when you set your mind to it.

LIST THREE TO FIVE THINGS YOU WANT MOST OUT OF YOUR NEW TUPPERWARE CAREER.

HOW WILL YOU  
KEEP YOUR EYE ON  
THE PRIZE? WHAT  
KEEPS YOU FOCUSED?  
WHO OR WHAT  
INSPIRES YOU?

DO YOU HAVE A GOAL  
IN MIND FOR  
HOW MUCH MONEY  
YOU'D LIKE TO EARN,  
AND IN WHAT AMOUNT  
OF TIME?





# ONE2ONE SUCCESS FORMULA

+ HOLD 1 PARTY PER WEEK

+ DATE 2 PARTIES FROM THE PARTY

+ IDENTIFY 1 POTENTIAL NEW INDEPENDENT REP  
FROM THE PARTY

Follow this formula to get off to a great start, along with the help of your Manager and Director, as well as attending hands-on training and success courses. As you continue to advance in your career, you'll learn about even more education opportunities.

## PARTY TIPS

3 TIPS TO ENSURE HOSTS & CUSTOMERS WILL  
RETURN TO YOU:

- ➡ **When they learn, they return.** Bring a few fun facts or tips to your parties to go along with your demo. Think "did you knows?" (Ex. To keep potatoes from sprouting, place an apple with the potatoes and store in a cool dry place.)
- ➡ **Always leave them wanting more.** Bring up another "did you know" but don't tell them the answer. Tell guests you'll let them know the next time you get together ☺.
- ➡ **Have fun.** Be authentic and be real. When you're you, it shows.

This isn't always an easy business, but it is a simple business if you follow the plan. And there are days you can quit, but you can never, ever, ever give up. **Don't ever give up on you.**

# START SMALL

## STEPS TO SUCCESS

Follow these Steps to Success and plan ahead to create a schedule that works for you. Your first 30 days are crucial to your business, and your Tupperware family will be there to cheer you on along the way.

### DAYS 1–30

- ☐ Explore MyOffice.Tupperware.com and check out TuppSocial.
- ☐ Create a list of people you want to do business with using the **“FRANK”** model and your **T-Zone**.
- ☐ Schedule and hold a launch party in the next 5–7 days to share with family & friends. \_\_\_\_\_
- ☐ Connect with your upline to learn more about social media and developing an online business.
- ☐ Explore your kit products and practice your demonstration.
- ☐ Attend a live or virtual new Independent Rep./Consultant Success Class (NCO). The next class scheduled for: \_\_\_\_\_
- ☐ Observe a live or virtual training party. The next training party is: \_\_\_\_\_
- ☐ Attend a live or virtual Tupperware sales meeting. The next meeting is: \_\_\_\_\_
- ☐ Attend a live or virtual Director's Team Meeting. The next meeting is: \_\_\_\_\_
- ☐ Make it your goal to achieve Confident Start levels to earn awards up to and including an iPad or cookware set!

“

*Success is not having something, or being somebody. Success is doing something.*

*—Brownie Wise—*



See it to believe it, try before you buy, have some fun with friends whose opinion you trust on great products: the party and the product demonstration (whether in person or virtually) remains the heart of our business.



# HEAR THAT “CHA-CHING” WHEN YOU GO DIGITAL

WITH NEW SITE PLANS THAT SET YOU UP FOR SUCCESS

Our Tupperware entrepreneurs deserve digital resources that will work as hard as they do, so we’re offering multiple website options to help you find the version that best suits your needs, as well as the needs of your business.

The first time you log in to MyOffice.Tupperware.com, we recommend taking advantage of the Pro\* website option because the first 90 days for new subscribers is on us! First-time subscribers who choose Pro will receive the first 90 days for free to see what it can do for you. To take advantage of this free trial, be sure to sign up for Pro right from the start. If you choose

Premium as a first-time subscriber, you will receive a discount of \$10.99 off for the first 90 days. If you decide to enroll in the Basic option, there will no longer be a 90-day Pro trial opportunity or a discount available for the Premium website option.

When you continue with a paid website after the first 90 days and achieve \$500 or more in personal sales the previous sales month, you’ll be searchable in the Find a Rep feature on Tupperware.com. Plus, you’ll have access to TuppSocial, a digital library loaded with easily sharable, branded content for your social media channels. See page 13 for TuppSocial details.

WEBSITE SUBSCRIPTIONS	BASIC FREE	PRO \$10.99	PREMIUM \$16.99
BACK OFFICE			
Home Office News	★	★	★
Website Support	★	★	★
Tasks	★	★	★
Email Notifications	★	★	★
Reports	★	★	★
TuppSocial		★	★
YOUR WEBSITE			
Accept Online Orders	★	★	★
Lead Capture	★	★	★
Consultant Finder**		★	★
TuppSocial		★	★
Zoom Video Conferencing			★

For more information and to choose your website plan, stop by MyOffice.Tupperware.com. If you’re a new Independent Rep logging in for the first time, you’ll need your 11-digit ID as your temporary username and the last four digits of your social security number as your temporary password. If you’ve already enrolled in a plan and have decided to upgrade it, visit the “subscription” heading under “account settings.”

*\*Enrollment in the Pro plan includes a 90-day free trial. Payment information will be gathered, but no charge will occur until the 90-day trial period has elapsed. Enrollment in a Basic plan does not include a 90-day Pro free trial. Only those who enroll in the Pro option will be eligible for the 90-day free trial.*

*\*\* When you have a Pro or Premium account and achieve \$500 in personal sales the previous sales month, you’ll be searchable when new customers are looking for an Independent Rep. near them on Tupperware.com.*

# SIGN UP FOR YOUR TUPPCARD BY PAYQUICKER

The fastest, easiest, way to make your Tupperware purchases.

The TuppCard by PayQuicker provides each Independent Rep with an insured bank account (your Tupperware commission account) and debit card for their business. We use the term “TuppCard by PayQuicker” to refer to both an account as well as a virtual/physical card for use.

As soon as funds are deposited, you’ll have immediate access for purchases using the virtual card in your mobile wallet or physical VISA card in person. Funds can also be transferred to a personal bank account, linked to to PayPal/Venmo or withdrawn at an ATM. If transferring out to a personal/business account, the normal timeframe is 1 to 3 business days, depending on your bank.

You can check your balance at any time by logging into your TuppCard account. You can also use the mobile app for iOS and Android. Please look for MyPayQuicker Mobile in the app store.



The app has limited functionality compared to the desktop version, but you will be able to see the overview of your balance and transaction history.

You will receive an email invitation to register for the TuppCard by PayQuicker upon earning your first commission. Once you have a registered account, you can then access your account at Tupperware.mypayquicker.com.

INSTANT	Instant access to funds. Access your commission immediately.
MOBILE	Pay for goods and services digitally by using the wallet on your mobile device, compatible with Apple Pay, Google Pay and Samsung Pay.
FLEXIBLE	Use the TuppCard just as you would a Visa card online or in person.

To learn more about fees and other TuppCard details, visit the Knowledge Center at MyOffice.Tupperware.com.

# GO DIGITAL

CONNECT WITH US

JOIN IN ON THE  
TUPPERWARE FAMILY  
FUN! VISIT US AT:



/tupperwareusca &  
tupperwaresalesforceusca



@tupperware



@tupperwareusca



/tupperwareusca



blog.tupperware.com

#tuplife



## MYOFFICE.TUPPERWARE.COM

Find important information about catalogs, monthly brochures, short-term promotions, product knowledge, training and more.



## SALES FORCE FACEBOOK PAGE

Follow our Facebook page geared toward our Independent Reps at facebook.com/tupperwaresalesforceusca. You'll enjoy weekly training, the scoop on the latest important news and a chance to connect with other Independent Reps.



## MY WEEK EMAIL

You're automatically signed up to receive this email each week. Includes important info, ranging from the latest Host and customer offers to the incredible awards you can earn.



## TUPPERWARE TEXT MESSAGE SERVICE (SMS)

See MyOffice.Tupperware.com for details on how to sign up. With text messaging, you can update your party schedule and access valuable information:

- + product & parts information
- + current sales data
- + order status and more.



Find Sales Force stories and more on our blog. Fresh, at blog.tupperware.com!

# BOOST YOUR BUSINESS

THERE ARE A LOT OF WAYS TO BRING THE FUN OF TUPPERWARE PARTIES ONLINE BY HOLDING A DIGITAL DEMO! TAKE ADVANTAGE OF THESE DIGITAL AND SOCIAL MEDIA TOOLS TO SUPPORT YOUR PARTY-FOCUSED BUSINESS.

## FACEBOOK PARTIES

Facebook parties—when held within a closed group or event—can be a great way to supplement your in-home parties when weather or busy schedules get in the way. Set up a closed group or event in Facebook, then add the Host and her guests.

## TUPPSOCIAL

As part of a Pro or Premium MyOffice.Tupperware account, access TuppSocial, with tons of unique, branded Tupperware content, as well as fun lifestyle content, an easy-to-use social scheduling platform and more.

## EASY DOs & DON'Ts

For more info on social media success, be sure to check out the Social Media Policy in the Knowledge Center at MyOffice.Tupperware.com and see your upline with any questions.

# CREATE YOUR CONTACT LIST WITH FRANK

You may not have heard of Frank, but he knows pretty much everyone and will help you build your initial contact list. To begin building your contact list, add your:



FRIENDS




RELATIVES




ACQUAINTANCES




NEIGHBORS




KIDS' FRIENDS' PARENTS


## BOOKING TIPS & WORD CHOICES

As you are starting your business, you'll want to reach out to those on your FRANK list. Since you know them, call and say: *Hi \_\_\_\_! I just started Tupperware! I'm so excited and looking to expand it. There are 3 ways you can help, and all 3 will help start my business. First is the real deal, that means we'll have a get together with your friends to have a fun demo while you earn free products! The next best is a practice party that we would have in the next few days with a couple of friends and I'd practice my demo and make salsa. The last way is I could give you a few catalogs and brochures to share with your friends and collect orders (either live or virtual). So which works best for you?*

**OR**  
*Hi \_\_\_\_! I was thinking of you and how you talked about your schedule and wanting to spend time with the kids. I'm so excited: I started Tupperware and am learning great time-saving tips that I thought could help you! I'd love to stop by and share those (and some great salsa) with you and a few friends! Would (date) or (date) work better for you?*

**OR (for you or your friends who work in offices)**  
*Do you work outside the home? Could you ask if it's okay to hold a breakroom get-together? Then, ask your friends at work: Have you seen Tupperware lately? Come see what we're doing for a few minutes over lunch in the breakroom. We'll even make salsa!*

## TAKE CARE OF YOUR T ZONE!

**NOT THAT ONE, YOUR TUPPERWARE ZONE.**  
Reach out to your neighbors in your "T" zone to let them know you're a Tupperware Independent Rep with incredible Host rewards and party recipes to share.





# PRE-PARTY

1

Select a date and mark it in your calendar.



2

Share recipes with your Host. Have her/him select one and then ask her/him to provide the necessary ingredients for that recipe.



3

Give your Host a party planning folder.



4

Call your Host 48 hours before the party to let her/him know you're excited about the party and to find out how many people are coming so you'll be prepared.



## PREP YOUR HOST

Your Hosts will want a successful party so they can maximize the Host rewards. Help them out by prepping each with a party planning folder including:

- + 3 catalogs and 5 brochures
- + 3–5 order forms
- + Current Welcome Bonus flyer (found in the Knowledge Center at My.Office.Tupperware.com.)

## PREP YOURSELF

Remember these party essentials:

- + Your Tupperware Kit
- + Catalogs
- + Brochures
- + 3–4 Party Planning Packets
- + Pens
- + Calendar/Datebook
- + Money bag (with change)
- + Booking gifts (Citrus Peelers, Rocker Scoops, Smidgets, etc.)
- + Current Welcome Bonus flyer (found in the Knowledge Center at My.Office.Tupperware.com.)

## BEFORE YOU GO

Check My.Office.Tupperware.com for any new special offers available for Hosts and guests. Be sure to keep your party attire simple. Dress for success.

# AT THE PARTY

Allow yourself 20–30 minutes before the party starts to set up your display and prep recipes if needed. The goal is to keep your parties to about two hours.



**5:30–6:00pm**

Begin your party prep about a half hour before the party begins (don't forget to review your guest list, too!) Greet guests as they arrive.



**6:00–6:45pm**

Start the party! Explain key products and create the recipe (previously decided on by you and the Host).



**6:45–7:15pm**

One-on-one time for you and each guest to talk about products and discuss specials as you collect orders.



**7:15–7:45pm**

Talk to your Host about what she's earned (and don't forget about the Tupperware Opportunity!).



**7:45–8:00pm**

Start wrapping up and ask for questions. Remind your Host to gather any additional orders from anyone who wasn't able to make it.

- + During the demonstration, explain product features and benefits.
  - A feature is what makes the product special.
  - A benefit is what the feature does for you.
- + If you are demonstrating a recipe, highlight the features and benefits of the product you are using to make that recipe.
- + Involve your guests no matter what kind of party you are doing. They'll have a lot more fun if the party is interactive.
- + Remind guests that the best way to get Tupperware is to get it FREE for hosting their own party.
- + Give booking bids throughout the party.
- + Share the Tupperware Opportunity by sharing why you started your business and what you like about your business.


- + Collect orders.
  - Your customers can pay using cash, MasterCard, Visa, Discover or personal checks made out to you.
- + Total each customer's order and add the appropriate tax and shipping charges.
- + Tax should be charged based on the location of the ship-to address.
- + Party plan with any guests who book a party. Reach your goal of booking at least 2 parties from the party.
- + Identify 1 potential new Independent Rep from the party.

- + Review total party sales with your Host and coach the Host to close the party within 48 hours, if needed.

+ **Most importantly, HAVE FUN!**


WRAP UP YOUR TUPPERWARE PARTY IN 4 EASY STEPS:

# POST PARTY IN 4!




1

Deposit guests' checks and cash into your bank account.




2

Connect with your upline to recap the party.



3

Send a written or virtual thank you note to everyone who booked a party.



4

Let your upline know who your recommendation is for at least 1 new Independent Rep.

### ACCEPTING PAYMENTS

After a party, deposit guests' cash or check payments directly into your bank account! Then, make a payment to Tupperware for the party order. (This is where the TuppCard comes in handy!) Tupperware accepts Visa, MasterCard, Discover and, of course, TuppCard for your payment.

# PAY YOURSELF A BONUS

OUR PERSONAL SALES VOLUME BONUS (PSVB) REWARDS YOU FOR SUBMITTING SALES IN LEVELS TIED TO OUR \$500 STANDARD PARTY.

At eight standard parties in a sales month, you get an extra awesome bump as you enter the Party Pro Levels.

SALES	STANDARD PARTIES	PSVB
\$1,500	3	\$50
\$2,000	4	\$100
\$2,500	5	\$150
\$3,000	6	\$200
\$3,500	7	\$250
\$4,000	8	<b>\$400</b>
\$4,500	9	<b>\$450</b>
\$5,000	10	<b>\$500</b>

*Note: The Personal Sales Volume Bonus has no cap. Add \$50 for every standard party (\$500) over \$5,000.*

# BEGIN NOW

## SHARING THE OPPORTUNITY

While you're letting everyone know about your Tupperware gig, think about who you know who would like to make more money, be part of our sustainability mission, would like more flexibility in their work or just wants to try something new to meet/connect with more people.

### EVERYONE CAN BE A NEW INDEPENDENT REP!

Be sure to look for people who want/deserve more: at your demonstrations (live or virtual), your child's daycare, the bank, doctor's offices, social gatherings, your server at a restaurant, store clerks, teachers and pet groomers are people you'd want to connect with! Look for those with a nice personality who engage in the conversation or are asking about the products. You can tell that they are interested to hear more.

### HAVE A CONVERSATION AND ENGAGE WITH THIS POTENTIAL NEW INDEPENDENT REP. ASK QUESTIONS:

"Have you seen Tupperware lately? What's your favorite product?"

"Do you have kids?" Depending on their age: "Are they in sports? Are you ready for back to school or college?"

Find out what's important to them, connect and share how a Tupperware gig can work on their terms.



### NEW MANAGER PROGRAM

As you recruit new Independent Reps, you'll be on your way to helping more people and families live life on their terms. Catch the buzz with recruiting, build a unit to become a Manager and be rewarded and trained through the New Manager Program! Learn more in the Knowledge Center at [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com).

See the Career Guide in the Knowledge Center at [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com) for more about the perks, and pay, when you grow your business!

# WORD CHOICES

Now that you know where to look and who you're looking for, spread the Tupper-word to everyone you know. Challenge yourself to engage in conversation and start by giving genuine compliments. Feel free to use the examples below to get you started (add your flair to make the conversation your own) and share the Tupperware Opportunity. **DON'T FORGET TO SHARE YOUR EXPERIENCE WITH YOUR TEAM AND EXCHANGE BEST PRACTICES.**

## 1 How to Start the Conversation

Start with compliments and continue to engage in casual conversation and small talk.

"That's a pretty blouse."

"It's been a while since I've seen you!"

"I love this area. Do you live nearby?"

"You have a beautiful family."

## 2 How to Incorporate the Tupperware Opportunity

Ask big questions to learn more about them:

"Are you spending time at kids' events or do you have children going off to college?"

"Looking for extra cash?"

## 3 How to Engage Using Powerful Keywords

"This is your opportunity to finally earn what you deserve! How much you will make and how far you will go is up to you. With Tupperware, you can control how and when to give yourself a raise and a promotion!"

"When you choose to work on your own terms, you can become debt-free, go on a family vacation and have time to spend with the kids."

## 4 How to Close and Gain a Commitment

"Then why not do that and have your new Tupperware pay for the best year ever! I'd love to share more with you."

"It sounds like this could be a great fit for you and your family. I'd love to meet you for coffee and tell you more. When can we get together?"




# WHAT'S TO LOVE ABOUT GROWING IN 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 party people.







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 available to you as an Independent Rep.


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.










### MANAGERS

-  Retain 25% profit on your sales
-  Potential bonuses totaling to \$350 (\$150–\$350)
-  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!

# SO, WHAT'S IT TAKE TO GET THERE?

Growing in Tupperware, earning more pay and perks along the way, really breaks down into partying big and inviting others to do the same. And the more party people you welcome, and help support, the further you'll go. There's really no feeling in the world like helping others believe in themselves, no matter their goals.

Here's how to achieve each of the following Tupperware career titles:



MANAGER

**In any given sales month:**

**5+ standard unit parties**  
(\$2,500+ in unit sales)  
unit sales are your sales plus the sales of the three levels below you

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

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

\*Active with \$350 or more in personal sales in a rolling four-month period.



STAR MANAGER

**In any given 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\*



EXECUTIVE MANAGER

**In any given 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\*



DIRECTOR

**Complete 3 month DIQ program:**

**60+ standard Dream Team parties\*\***  
(\$30,000+ in cumulative Dream Team sales) within 3 consecutive sales months

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

**2+ Managers** in your Dream Team, defined as 2+ members of your Dream Team achieving qualifications to be paid as Managers OR achieving the qualifications to step up to Manager or above (though their title will be effective the following month) in your last qualifying month of DIQ

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

See the Career Guide to find out how to qualify for DIQ.

\*\*Dream Team sales are your unit sales plus the sales of all levels below you, 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. Their first month of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs.



STAR DIRECTOR  
(first level of Organization Leader Levels)

**In any given sales month:**

**Promote 1**  
first-generation Director

**\$10,000** in Team Sales (Team sales are your sales plus the sales of all levels below you, excluding the teams of any downline Directors.)

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

# Tupperware®

## MY CONTACT INFO

Name

---

Address

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Phone

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Email

---

11-digit Independent Rep ID #

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## MY RECRUITER'S CONTACT INFO

Name

---

Address

---

Phone

---

Email

---

## MY DIRECTOR'S CONTACT INFO

Name

---

Address

---

Phone

---

Email

---

## CUSTOMER CARE IS ALSO HERE TO HELP YOU.

We are available during the following hours.

**1.888.921.7395**

Monday–Friday, 8:30 a.m.–9 p.m. Eastern Time  
(except during the second and last Fridays of each sales month  
when we are open 12 p.m.–9 p.m. Eastern Time)