

Custom Kitchen Planning Appointment

Thank Them, Establish Time Frame, and Present a Gift (I use a piece of a different system like Vent N Serve, or Fridgesmart)

What Bugs them the most/wastes most of their time?

What is the “vision” they have for their food storage

WASH hands and ASK Permission

ASK—based on what bugs you and your vision.....What are you looking to INVEST today?

Compare remodeling, Average Appliances Etc..

Remind of the LIFETIME guarantee/permanent food storage system!

Explain 6 Centers, Begin to Customize starting with their priority area first, so that if today’s time runs out you can be sure that is done and their vision is unfolding.

WOW—how is that looking!

Take a PHOTO? (Before and After Photos are amazing testimonials)

Draw shelves on top of customer order forms by Center OR use the Custom Kitchen Planning Cupboard Graph. I bring many copies with me and use a pencil so you can re-work things if needed.

TALLY containers, investment estimate by CENTER.

Offer Free Installation/grand total—Options and Suggest:
Open Consultant Account and Shop at your Discount
Using your own party shop link!

If they don't join the business or purchase the entire system
Create a great plan of action for Installments. (They can
Purchase \$50 a month and you'll order on 1st of each month
Etc, OR you can contact their family on Birthday, Mother's
Day, etc....and of course they can earn lots by hosting.

DATE an installation SHOW OFF party AND Leave them with
a PARTY IN A MODULAR MATE to take around to work,
neighbors etc to continue to generate sales towards their party.

INVITE them to make SOCIAL MEDIA POSTS and provide a
google review for your Tupperware Business Page.

COMPLIMENT; THANK THEM, and ALWAYS SEND a hand
written note.