48 Hour Date-a-Thon Checklist

1.	**GET A LIST TOGETHER...ORGANIZE** a. Set your timer for 2 minutes and brainstorm to think of everyone you know and make a wish contact list (go back and circle friends that you KNOW would help you out, the friends that LOVE free stuff, your friends that LOVE to party and the people that still OWE you a party!) b. Go through old parties, customer order forms, surveys, past hosts...etc. c. Find the NAME, PHONE NUMBER, ADDRESS and EMAIL for each person d. Look at your date book and fill out dating 3x5 cards for all of your available dates into the next 3-4 weeks
2.	**SEND EMAIL** with this text "Hey (FIRST NAME), I am in a 48 hour Date-a-Thon for Tupperware...trying to book a record # of parties within the next 48 hours. I contacted you because I thought you would still have some interest in earning some FREE Tupperware by hosting a get-together...plus...I would love to see you again and meet some of your friends! PICK A DATE with me for a Tupperware party within the next 48 hours...and when I break my record, you will be in my drawing for $100 in FREE TUPPERWARE!!! I would love to have you win...so email me or call me and let me know if you are interested...don't wait...there is less than 48 hours left! Check out the flyer attached to see some of our new stuff! Here are my bonus dates . . . these dates come with an EXTRA GIFT from me!!!" (list your dates from your dating cards)
3.	**CALL IMMEDIATELY AFTER EMAIL IS SENT!!!** "I just sent you an email and I am calling you just in case you don't check your email often. .I wouldn't want you to miss out on my date-a-thon event and the chance for you to win $100 in free Tupperware from me. Check out your email. If I don't hear from you, I will check back with you before the 48 hours is up. Call me before I call you back and I will give you a free gift:)"
4.	**FOLLOW UP!!!!!** this is a must I was just checking back with you one last time. I still have 6 hours left for my date-a-thon and wanted to see if you came up with a date for our Tupperware party!
5.	**GET THE DATE!!!!** This works. You should always get at least 2-3 datings every time you do this. You don't need to panic about the free gifts...make your goal high...if you don't reach it, you don't do the drawing...if you do ...make it a number where giving away $100 in free stuff is worth it to you! The extra free gifts for dating on a bonus date and calling back first.. snack cups, etc. (inexpensive items) You probably will get a machine!!! This is fine…LEAVE A MESSAGE with the quotes above☺!!

Dating Scripts

New Consultants can say:

I called to tell you something great that I'm doing. I've started my own home based business as a Consultant with Tupperware. I'm very excited and I am learning so much right now, so I'll be ready for my first parties or shows. That's what I wanted to talk with you about…My First Parties. I'm lining up my first two weeks of business and I want to ask you to do me the honor of being one of my First Hostesses/Hosts.
There are so many amazing gifts available right now and I don't want you to miss out on them.
My schedule is already filling up…I do have _____ or _____ available, which would be best for you?

Or

Hi_____. This is _____. I'm calling you today with some exciting news. I'm starting a new business as a Consultant with Tupperware. To start my new business I want to let people know that I'll be doing demonstrations and that's why I am calling you! _____, (I feel really comfortable around you and) I would love the opportunity to work with you. Could you get excited about possibly earning $75-$100 and more in free merchandise just for helping me?

Can I tell you how easy it is to have a Tupperware demonstration-you do three things:

1. Invite the people (either by phone or written invitation).
2. Serve some simple refreshments.
3. Accept all the gifts I can give you.

I have _____ or _____ open, which would work best for you and your friends.

Host Leads from previous events ~ ie: craft shows, summer park events, etc

Hi, _____. This is _____ with Tupperware and I am following up on our conversation, it was nice visiting with you at _____. I noted from our conversation that you're interested in hosting a Tupperware party. We have some of the best gift selections for our hostesses during this time of the year. I am scheduling for the next two weeks and I have _____ or _____ available, which would work best for you.

Past Hostesses

Hello _____, this is _____ with Tupperware. It's so good to hear you voice. I'm doing updates today and when I look at all Tupperware is offering right now I couldn't let the day go by without calling you. Our host's right now have selections that are awesome, I know you'll love the chance to earn lots of FREE Tupperware and exclusive items reserved for our hosts. You held your last party on a _____, I do have _____ or _____ available, which would be best for you? I'm giving an extra gift if we can schedule within 7 to 14 days.

I do have your guest list from your last party, we can do a quick update and we can be ready to go.

Past Customers/Clients

Hello _____, this is _____ with Tupperware. I met you at _____ party this spring. I'm doing updates today and I wanted to share with you what's happening in the world of Tupperware. There is so much to tell all of my customers/clients, I find it works best for my clients to have a couple of friends over and allow me to stop by and share the newest from Tupperware.
I do have _____ or _____ available, which would work best for you?

One Minute Telephone Dating Script

Hi _____, this is _____ from Tupperware. How are you? Pause.. Do you have a minute? I 'm in a dating challenge to see who can date the most parties on my team! I'm calling my favorite people to let you in on all the fun! So, I have some exciting news for you and your friends! We are celebrating our 65+ years of partying with Tupperware right now and the gifts are for you, our host. If you were to have a get together this month, which one of these sounds the most appealing to you: Our Fabulous Fiesta, Death by Chocolate or even Wine, Cheese and Chocolate? …Pause for an answer…. It is so much fun and with average demo you can qualify to receive almost $300 our newest products in some great springtime fun colors for only few bucks!
(her Name) _____If you take one of my bonus days you get an additional _____. I know you will love the gifts and I didn't want you to miss out!
So, is the _____ or _____ better for you?

If they are not sure, connect with them on the things we currently offer that they would enjoy.

What theme seems the most appealing to you? Do you think some of your friends would love experiencing _____. Beside I promise that you can trust me on this one! You are gonna love all the bonus gifts! Come on we can do it! You deserve some fun with your friends! And you know me…. I'll make it worth your while!

Thanks so much for helping me with my challenge. I'll take to ya soon!
OR

No, you say,
Ok Last Chance offer! How about attending my open house event, office party, scroll, glorified catalog. No you say… then May I send a new Brochure? Great (verify address) and (callers name) can you do me a favor? If you can think of anyone who would like to receive over $300 in Tupperware for only $10 bucks or someone who needs anything, please let me know? This is a special month and every little bit counts.

KEEP CALLING/ASKING
It is in the numbers! You can do it! Every NO gets you closer to a YES! Don't stop until your Datebook is FULL!