

## Demo Cards

Designed to help you plan the flow of your demo, these cards can be used in the order they are presented, or shuffled to meet your needs best.

1

## Introduce Yourself

3 minute Tuppermonial:

I joined TW 4 months ago so that I could....  
what I've found in the meantime is....

2



## Thank host

Present conversation starter

Dating gift

Party Planning Challenge gifts

3

## Introduce Auction concept

Pass out auction \$ for pre-party challenges

4

### Play Purse Game

Ask for: rubber band, band-aid, quarter, hundred dollar bill, credit card, piece of jewelry, picture of children/grands,  
Car keys, souvenir of a trip

Give auction money for each that you collect. Return, and tell how each relates to Tupperware.

Ask 4 questions—

- 1) What was the most exciting thing you heard?
- 2) What would you do with \$1000 per month
- 3) What would keep you from trying TW for one month?
- 4) Who do you think would make the best consultant?

5

### Play cabinet quiz

Name 25 items in kitchen. Customers give themselves a tally mark for items they have in kitchen. See who has the most. Then read same list. Have them give themselves a tally mark for each item they have in their kitchen AND that is in Tupperware. Customer with worst % wins...give her \$1000 auction dollars...since she needs to buy a lot!

Flour	Sugar	Brown Sugar
Cornmeal	Baking Soda	Baking Powder
Salt	Conf. Sugar	Spaghetti
Lasagne	Dried Beans	Breadcrumbs
Pancake Mix	Oatmeal	Grits
Coffee	Tea Bags	Pwd. Drink Mix
Coffee Filters	Hot Choc Mix	Cookies
Potato Chips	Saltines	Seasoning Pkts
Graham Crackers		

7

Talk about recipe

Have as much done as possible. Explain how it was made/prepared.

If a cake, put in microwave

6

Demonstration

Modular Mates Concentrated Demo

Shapes, Sizes, Uses, Benefits, Sets

8

Demonstrate:  
Featured Buy  
BOGO  
Purchase w/Purchase offers

9

Set up "office"  
Host washes out container from cake  
Do orders—give auction \$ for orders  
Offer PWP one on one  
Collect Door Prize coupon


11

Pass out Party Folders  
Go over DP coupon and order form  
Encourage to mark order form, bring to me for tax  
Then they can enjoy dessert

10


Return to Party  
Explain Host Program: Thank you, 1/2 offs, HGS, Current Host Bonus  
Pass around 3x5 cards with available dates  
Give \$10,000 bonus to those that date.

12




Demonstrate Auction Gifts  
Do Auction  
Conduct drawing for Door Prize

13




Party Plan with upcoming hosts  
Make sure to include host challenge sheet!!!  
Schedule time to call Recruit Leads

15



Thank guest for coming  
Offer special purchase—just for coming to the party  
Host does NOT receive credit for this purchase. It is done AFTER the sales are tallied, and the customers need to pay cash for the item

14



Pack and go Home  
Be brief, and be gone!

16