

Ladder of Opportunity!



Hi Mary! This is _____ from Tupperware. We're having a special month in _____ and we have incredible offers for everyone that participates. I'm in a challenge today to talk to _____ people and share the information. Did I catch you at a good time?

First, we're looking for people that might be interested in earning some extra money—or even those that would love to join our friends and family club. Do you know anyone that might be interested in earning extra money or getting Tupperware at a great price?

If they say they are interested—

Great! Can I come by tomorrow to bring you some of the printed information and help you get started.

If they refer someone—

Wonderful. Mary, if _____ decides to join TW, would you do a party to help her get started?

If no—

That's okay! Let me share with you about our host offer! During the next few weeks, when you have a get together with qualifying sales you could choose either \$_____ WORTH OF Tupperware for \$_____ or \$_____ for \$_____. Could you get excited about that?

If yes—

Thinking of your friends, which would be better—a daytime or an evening? (or a weeknight or a week end) Give two choices. A weekend? I have Saturday the 5th open or Saturday the 12th. Which would be better? Do you want 1pm or 7pm? Make sure to offer choices to zero in on the day, date and time.

If no—

That's okay! Maybe you'd like to be a helper and earn some free items. I'm looking for people that would like to (share which helper option you have chosen...scrolls, envelopes, bingo, etc.—check out the other incremental sales ideas on yahogroups!)

If yes—

Great! Can I come by and bring you some catalogs tomorrow? (If your schedule is tight, tell her you will mail them. Then call in a few days to make sure they have arrived.)

If no—

I understand! I know that you won't want to miss out on the incredible specials that we have. May I send you one of our brochures?

If yes—

Wonderful! I'll pop that in the mail today. If you've decided to have an event like a stop'n drop, include information in with your brochure)

To close—

Mary, thanks so much for helping me with my challenge today. I'll be talking to you soon!