

Pick up the Phone....IT DOESN'T BITE!



These are thought starters, please review and use your own words and let your personality shine thru:

PAST HOSTS:

'Hi (past host name), this is (your name) your Tupperware Consultant. Hope you are doing great since we last partied together. How do you like the Host Gift Special (or free T _____) you earned at your party? I am so happy to hear that and I am calling because we have an amazing brand new H _____ that I know you would love to have. May is our irthday onth and our best birthday gifts are for you, our ost. And the best week to party is the first week of Birthday Month. I have open (day of week and time of day; give them 2 options), which day works best for you?'

When they give you their preferred date/time, you put them in your date book and party plan them right away and get their party planning folder to them ASAP.

If they say no, ask if you can call back at a later time. Then you have to take that "NO", turn it around and what do you have? "ON!!!" You keep going ON and keep making calls!

FRIENDS & FAMILY:

"Hi (name)! I am really excited because it's Tupperware's irthday onth in May and I set a goal to have my biggest month yet! My sales goal is _____ and I need your help! Because May is our irthday onth and we save our best birthday gifts for our osts. And the best week to party is the first week of Birthday Month. I have open (day of week and time of day; give them 2 options), which day works best for you?"

If your first week is full, then offer week 2 and then week 3. Give them options based on your availability to hold parties.

PAST CUSTOMER:

"Hi (name), this is (YOUR NAME) with Tupperware. I met you at (hostess name) party back in (MONTH). I am calling all my customers and checking-in to see how do you like your (insert product ordered name here; not necessarily cereal bowls).

I am also calling to let you know May is Tupperware's irthday onth and we have some amazing ost ffer , I like to call them birthday presents for our osts. And we have great birthday gifts for your family and friends, we call them sales specials! The best week to party is the first week of Birthday Month. I have open (day of week and time of day; give them 2 options), which day works best for you? I'D LOVE TO PARTY WITH YOU!!!"

Then you can follow party planning steps from above and/or if it's a no, KEEP GOING ON!!