

## **Greetings & Conversation Starters**

Hello! Welcome to Tupperware! (pause) Are you familiar with \_\_\_\_\_ (one of our newest product) ?

Hello! (Pay a sincere compliment...children, necklace, etc.) Tupperware sure has changed over the years.....I really love the bright beautiful colors. How about you?

Have you heard about Tupperware's New Party? It only takes 60 minutes from start to finish! (Or we make the refreshments right at the party!)

Hello! May I show you our latest specials?

Hi ! Did you know that Tupperware still offers the lifetime warranty on all our products? That sure is hard to beat nowadays, don't you agree?

Hi! I see you are from\_\_\_\_\_.

Good evening! How long since you have seen Tupperware?

***Be prepared for these comments:*** "Wow! Tupperware has really changed over the years!" ("Yes, we are very proud of the fact that we stay current with today's trends." Then show a new concept such as Ice Prisms.)

"I have cabinets full of Tupperware." ("Wonderful! What's something you use the most?" Listen. Then show a product that might be of interest.)

"I haven't seen Tupperware in years. I didn't even know it was still around." ("Well I'm so glad you found us today. I'm \_\_\_\_\_ (shake hands). I'd love to be your Tupperware connection!")

***Follow up with,*** "I'd like to add you to my contact list to keep you updated on new products and specials" ***as you hand her the registration form.***

***Do not say,*** "Do you want to sign up or register?"

***Remember to end with,*** "Thank you...for your purchase, for being a Tupperware user, for stopping by."