

Tupperware®

One on one
conversation
about the
Opportunity

RECRUITING CARDS

The Recruiting Cards are a great tool to help start the opportunity conversation with someone who is interested in learning more about how a Tupperware business can benefit them. The advantage of this tool is it focuses the conversation around the specific benefits of the opportunity for the potential recruit.

At your Party, you will share the business opportunity when you:

- coach your Host
- share your I-Story as a part of your introduction
- identify potential recruit leads
- recruit leads are guests who:
 - show interest in what you do
 - respond verbally or non-verbally to your recruiting messages
 - you would like to work with!
 - gave product ideas
 - brought extra guests
 - asked a lot of questions
 - is a stay at home Mom

HOW DO THE CARDS WORK?

WHEN YOU'VE SET ASIDE TIME FOR A ONE-ON-ONE CONVERSATION ABOUT THE BUSINESS OPPORTUNITY WITH YOUR POTENTIAL RECRUIT, SAY:

"I'm really excited about your interest in Tupperware. There are many benefits to starting your own Tupperware business and different things appeal to different people. Here are some of the most popular perks we offer — which one appeals to you?"

Lay out the recruiting cards; keep the one with the directions and the kit to yourself.

Ask her to pick out 2 or 3 cards that really appeal to her

ASK:

"WHAT WAS IT ABOUT THAT CARD THAT APPEALED TO YOU?"

Share the message on the back of the selected card. Add any additional information about how the opportunity can help this person achieve the goals identified on the card.

AFTER YOU'VE TALKED ABOUT THE TWO OR THREE SELECTED CARDS, SAY:

"I could go on for hours about how incredible an opportunity Tupperware is and how it fits into whatever you currently have going on in your life. From what you have heard so far, on a scale of 1-10 with 1 being 'absolutely no way' and 10 being 'sign me up today, I can give anything a try for 30 days, especially if it could change my life,' and you can't be a 5, where are you?"

home

Health • Organization • Money • Environment
Tupperware