

Tupperware®

PARTY PLANNING ENVELOPES

Party Planning and Host Coaching

Party planning is a very important step to your Party success and dating future Parties. To ensure each new dating is a successful party, make sure to “Party Plan” your Host. You’ll want to prepare a “Party Planning Packet” for each Host and review the contents in it.

Here’s a quick guide to use your envelopes to plan parties with your hosts.

Before the Party:

Fill 3 envelopes with the following items and carry these to your Party:

- 2- 4 Catalogs
- Monthly Flyers
- 2 Customer Order Forms
- Monthly specials
- Opportunity Flyer

During the Party:

Mention the benefits of Hosting a Tupperware Party throughout your Party by:

- Showing the guests what the Host is earning at her Party
- Ask the guests when you’re working with them one on one to add up their order, “If money weren’t an obstacle, what would you order today?”
- Use the catalog host page, how she can earn those products for free or at a significant discount just by holding a Tupperware party.

You’re closing Party sales with the guests and you’ve dated several Parties....Now what?

Sit with your new Host and go through the Party Planning Packet you’ve made up for her. Be sure to talk about the items on the back of the envelope.

- Set a date and time for the Party
- Start to create a guest list – no guests = no party. Use the FRANK list tool to help her think of everyone to invite.
- Talk about refreshments or a recipe and the ingredients
- Ask your Host about what she wants to earn
- Ask your Host to select her host gift and what products she wants to apply her half off privileges
- Ask her about the guests she’s inviting to her party – “Who likes to entertain and have friends over?” These would make great Hosts.
- Write on the envelope the sales goal and dating goal for the Party

Party Planning/Host Coaching Tips for Success:

When Party Planning, it is key to make sure to emphasize the importance of a guest list and getting it back to you in 3 days. The guest list should include name, email address, physical address (if possible) and phone number. It is your confirmation that you’re in business. As a rule, no guest list = no party. Ask your Host how she would like to get the guest list to you – email, Evite, by phone or mail. If your Host is using Evite to invite her guests, ask her to include you on the invite list. In this way, you’ve got the contact information for each guest and you can learn a little more about your guest prior to the party.

Emphasize with your host that you will send out reminders the week before the party. Also, when they personally invite their guests, there is more likelihood the guests will come to the party. Follow up with a “Thank You” note, for hosting, the day after they set their date. Also be sure to ask the host if she ever thought of doing what you do. The party can always be a Grand Opening for her own Tupperware business as well.



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