

Survey Party Instructions

A survey party can be very useful in your business. For NEW consultants, it's a great way to get your feet wet and practice your word choices and techniques while focusing on using just a few products in front of a small, friendly group. For ESTABLISHED consultants, you can use survey parties to reconnect with past hosts and customers. It gives you an excuse to call someone who "owes" you a party or someone you haven't talked to in a long time.

Make Contact. Hi _____, it's _____ with Tupperware. Is this a good time to talk for 5 minutes? My Director asked me to call some of my favorite hosts and customers to get some feedback on _____ with a 30 minute survey. Everyone who fills out the survey will be entered into a drawing for a \$100 bag of Tupperware I need 50 opinions by _____ and I thought of you right away because....

....you love our products so much

....I know you love to give opinions

....I know you will be honest

....whatever else fits the person you are calling...be honest!

So let me ask you, how many people fit around your kitchen or dining room table? Great!

Could you get (3-4 or 5-6) girlfriends, neighbors, relatives, co-workers, friends to come over for just 30 minutes and take my survey? I will bring just a few products with me, arrive 10 minutes early, show you all how the product works and be out the door after 30 minutes. You get a free Tupperware gift just for letting me in the door and all your friends get a gift just for filling out the survey.

I have Tuesday the 21st from 7 – 7:30 available or this Saturday from 10 – 10:30 open. Which one works best for you?

That's great...I have you in my book for _____. Now there are only two things I need from you.

1. Invite 3-4 friends over to join you. I need as many surveys as possible but I don't want too many at one time. Just however many fit around your table.
2. I need a _____. (main ingredient).
And that's it...easy, easy! I'll see you on _____.

Here's what you take with you to the survey party:

Product—and simple recipe

Any ingredients you need in TW containers

Any utensils you need

Surveys, Catalogs, order forms and sales flyers for all guests and a small host packet to leave with the host

Datebook with openings for future survey parties and home parties

Recruiting Info

At the party:

Arrive 10 minutes early to set up and greet the guest....very informal but dress professionally!

Start the demo by saying...thanks for coming to Susan's _____ Survey party today. My name is _____ and I am so excited to show you how this new product works and to get your honest opinions about it. Today I am going to make _____. **Conduct demo of the one product you are featuring.**

Pass out the surveys and tell them you have a gift for them when they complete them and give them to you. You can give them anything you want...citrus peeler, veggie spiral, any tiny treasure...whatever, just not anything too costly.

When they hand in the survey, give them their gift, thank them for coming and give them a catalog, flyer and order form.

When everyone is done with the survey, you say, "Thanks again for coming to Susan's survey party and thanks to Susan for opening her home to me. Your surveys will be entered into a drawing for a _____ surprise pack _____. Before I leave, I want to tell you some options you have if you want to take advantage of them:

1. Within 48 hours, you can place an order for any products you like and Susan will earn host credit for it. You can place it before you leave or get it to her by _____.
2. As I said, I am looking for 50 (or 25 or 100, whatever number you want to choose) people to fill out this survey and I have some openings this week and next so if you would like to do your own survey party, we can choose a time before I leave today.
3. If you would like to earn a LOT of Free Tupperware and have fun too, I still have several openings for regular parties in my book. It's you, me, my plastic bowls and some of your friends for about 2 hours. I have several themes and recipes available.

I want to close by inviting you to join Tupperware! If you'd like to join to earn money or enjoy the discount, please pick up one of my packets with information. I'll call you tomorrow to chat. Thanks again for spending some time with me today!

Make sure the host understands that she has a couple of days to collect orders if she wants to and then leave! Explain the thank you gift, half off and host credit option and leave her a packet. It's important to be out the door as close to 30 minutes after the start time as possible!!

It's that easy!