

Demo Cards

Designed to help you plan the flow of your demo, these cards can be used in the order they are presented or shuffled to meet your needs best.

There are multiples of card #5 & #10.

Select one of the cards per party.

1

Introduce Yourself

- ✓ Thank guest for coming
- ✓ Thank host
- ✓ Present conversation starter/dating gift
- ✓ Present Party Planning Challenge Gifts

2

Introduce Auction/Ticket concept

Pass out auction \$ or tickets for pre-party challenges

- \$1000 Arrive on time
- \$1000 RSVP to host
- \$1000 Bring a pen
- \$1000 Bring brochure
- \$1000 Bring your purse
- \$1000 rounding up for change
- \$3000 Bring an order
- \$5000 Bring a friend
- \$10,000 Date a party of your own

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“Know Your Host” Game

Use the back of the door prize coupon

- 1)What is her favorite color?
- 2)What is her birth month?
- 3)She was born in the state of ___
- 4)If I gave her \$1000, would she “save it”, “pay bills”, “spend it”
- 5)What is her favorite restaurant food?
- 6)Where is her dream vacation spot?
- 7)What is her favorite dessert?
- 8)Explain Host Credits. Demo the host gifts.
Which gift would she prefer?
A, B or the shopping spree?
Average host earns over \$100 in FREE product!

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Produce Quiz

- ✓Cherries come in red yellow and what other color? **BLACK**
- ✓This fruit is a member of the rose family. **APPLE**
- ✓How many seeds does the average strawberry have? **200**
- ✓This berry is also called a huckleberry. **BLUEBERRY**
- ✓What is the most nutritious fruit or vegetable on the market?
SWEET POTATO (high folic acid content)
- ✓True or False? Pumpkins are a squash. **TRUE**
- ✓What is the world's #1 vegetable? **POTATO**
- ✓What is the most popular fruit in the US? **BANANAS**
- ✓Lettuce is made up of more than 90 percent of what? **WATER**
- ✓True or False? Baby carrots are tiny carrots grown in the ground.
FALSE They are actually full grown carrots that have been shaped into baby carrots using a special machine.
- ✓True or False? Bag salads do not need to be washed. **FALSE**
It's the leading source of salmonella

Google to find other "Did you knows"

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Microwave Quiz

1. Cooking food in the microwave is healthier than the conventional way. **TRUE**-cooking time is shorter, retains more nutrients.
2. It's possible for harmful microwaves to escape when you open your oven door. **FALSE**. Works like the light inside your refrigerator, which turns on and off when you open the door.
3. Never place metal in microwave. **FALSE**—its OK to use light weight aluminum foil in the microwave to shield or protect food from over-cooking. Keep foil away from metal sides, make sure it is smooth and that you have 4 times the food as foil.
4. The shape of a microwave pan is important. **TRUE**. A round pan is best. You can arrange food in a ring which allows microwaves to penetrate the food from both sides. Rounded corners are best too.
5. Microwaves don't cook meats very well. **FALSE** Meats turn out juicy and tender. Allow for standing time. Add browning ingredient-kitchen bouquet/paprika
6. All microwave ovens boil water in the same amount of time. **FALSE** If the oven is 600 watts, 8oz of water will boil in 3 min. 1000 watts will only take 1 min 45 sec
7. There is no easy way to determine how long to cook something in the microwave. **FALSE** 6 min per lb/Seafood 3 min per lb

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Cabinet quiz

Read list of kitchen staples. . Customers get a point for items they have in kitchen. See who has the most. Then read same list This time they get a point for each item they have in their kitchen AND that is in Tupperware. Customer with worst % wins...give her \$1000 auction dollars...since she needs to buy a lot!

Flour	Sugar	Brown Sugar
Salt	Conf. Sugar	Spaghetti
Cornmeal	Baking Soda	Baking Powder
Lasagne	Dried Beans	Breadcrumbs
Pancake Mix	Oatmeal	Grits
Coffee	Tea Bags	Powder Drink Mix
Coffee Filters	Hot Choc Mix	Cookies
Saltines	Potato Chips	Graham Crackers
	Seasoning Pkts	

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Auction questions

1. **Who invented Tupperware? (A)**
a. Earl Tupper b. Ben Franklin c. Albert Einstein d. Captain Kirk
2. **The first TW toy was (B)**
a. stencils b. Shape-O toy c. Popalot d. TupperCanoe
3. **Which of the following is not guaranteed by TW (E)**
a. Cracking b. chipping c. breaking d. peeling e. melting
4. **How long does it take to cook a 4-lb. chicken in TW (B)**
a. 45 minutes b. 28 minutes c. 1 hour d. 2.5 hours
5. **If your TW has a odor (D)**
a. throw it away b. soak in bleach c. use it as a dog bowl d. put damp newspaper in it & seal it overnight
6. **If your TW is stained (C)**
a. use bleach b. use cleanser c. use baking soda d. pitch it
7. **By having a TW party you can receive (D)**
a. Free TW b. half price items c. Exclusive gifts d. all of the above

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Prepare Recipe/Demonstration

Include:

- ✓ Features and Benefits
- ✓ Featured Buy
- ✓ BOGO: Buy one, get one
- ✓ Purchase with Purchase Offers
- ✓ 3 prices: Full price—Half Price---FREE
- ✓ Share party ideas

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Prepare Recipe/Demonstration

- ✓ Pass Out Party Folders
- ✓ Go over Door Prize coupons and order forms
- ✓ Encourage to mark order form
- ✓ Bring to me for tax and shipping
- ✓ THEN they enjoy refreshments

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Ordering Time

- ✓ Set up “office”
- ✓ Offer PWP and Attendance Special
- ✓ Add orders---give auction \$ for orders
- ✓ Invite each to date or join your team
- ✓ Set appts for follow up

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Conduct Recruiting Activity

Choose one:

- ✓ Purse Game
- ✓ Everything You’ve Always Wanted to Know about your Tupperware Consultants Job, but were afraid to ask...
- ✓ Dream of a job

Ask 4 questions

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Dream of a Job

Once upon a time....a woman went into a beautiful store that had a reputation for quality merchandise. She said to the owner, "Sir, I would like to work for you, and I'll do a great job. In return I would like the following:

First: For everything I sell. I want to keep 25% as my Commission.

Second: I'll find other sharp people to sell for you, and I want to receive a Royalty Bonus of everything that they sell.

Third: I want to work my own hours so that sometimes I can work a lot, and sometimes I can take time off.

Fourth: After I have (3) new people working for you, I'd like the Opportunity to advance to Management. Then I want you to provide me with a Car Allowance or a Car to drive for business as well as pleasure. Also, I want you to pay for the insurance & licensing each year, as well as the tires.

Fifth: My Family must always come first.

Finally: When I do well, I would like recognition honor, plus extra gifts like jewelry, furniture, trips, TV's, etc., plus additional bonus money at higher levels **Can You Give Me These Things?"**

The owner was in shock....he laughed at her and said, "You can't be serious. You're living in a Dream World. There isn't an opportunity like that anywhere!

Have you every thought of doing what I do?

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Play Purse Game

Ask for:

- ✓ Rubber band: Flexibility
- ✓ Piece of jewelry: we win diamonds
- ✓ \$100 bill: profit from one party
- ✓ Credit card: average family has \$9000 in cc debt.
Pay it off in a year with 6 parties/month
- ✓ Car keys: 2 car programs. One to drive/one to own
- ✓ Quarter: 25% discount (disc on the sale price!)
- ✓ Souvenir of a trip: travel opportunities
- ✓ Picture of children/grands: priorities first

Return, and tell how each relates to Tupperware as you give them auction dollars

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Question & Answer Game

Everything you've always wanted to know about your Tupperware Consultants Job, but were afraid to ask!

- ✓ Use tickets or auction money.
- ✓ Encourage guests to ask you questions about your business...NOT about products.
- ✓ Give a general answer & specific

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Follow up Questions to Recruiting Activity

- 1) What was the most exciting thing you heard about my job
- 2) What would you do with an extra \$500-\$1000/mo?
- 3) On a scale of 1-10, one being "I'm not interested at all, and 10 being "sign me up " and you CAN'T say "5", how would you rate your interest in the Tupperware business opportunity
- 4) What would keep you from trying Tupperware for 13 weeks?

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Dating Game

- ✓ Play Dating Game (envelope or smidget)
- ✓ Demonstrate Auction Gifts
- ✓ Conduct Auction
- ✓ Conduct drawing for Door Prize

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Closing Comments

- ✓ Thank guests for coming and present a “gift”
- ✓ Offer special purchase—just for coming to the party
- ✓ Host does NOT receive credit for this purchase. It is done AFTER the sales are tallied, and the customers need to pay cash for the item

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Before they leave

- ✓ Pass out Recruiting Envelopes
- ✓ Schedule time to call Recruit Leads
- ✓ Party Plan with upcoming hosts
- ✓ Make sure to include host challenge sheet!!!

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Sit down with host

- ✓ Add up sales; subtract from total
- ✓ Break down into bite size pieces
- ✓ Leave a Host Rewards Order Form
- ✓ Offer the opportunity
- ✓ Set close out day and time (no later than Friday)
- ✓ Outside orders should pay by CC or have checks made out to host.
- ✓ She will use debit/credit card to pay.

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Things to take to a party

- | | |
|--------------------------|---------------------------|
| Tupperware Products | Attendance special |
| Host Bonus Sample* | Purchase w/Purchase item |
| Dating gift for host | Door Prize |
| Party Planning Packettes | Date book/Dating Cards |
| Host Gift Sample | Challenge gifts for host |
| Auction money/tickets | Recruiting game/envelopes |
| Large Manila Envelope | Dating game |
| Game gift for each guest | Party folders (10-15) |
| Host Rewards Order form | Fundraiser Information |
| Parts catalog | Calculator |
| Mini Stapler | Change bag |
| Highlighter | Recipe Copies (opt) |

*if one is offered that month

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Things to put in a Party Packet

- ✓ Current Host Sheet
- ✓ Couple Catalogs
- ✓ Couple flyers/one page version
- ✓ Outside Order forms
- ✓ Opportunity Information
- ✓ Host Challenge form (Tic Tac Tupper or similar)
- ✓ Steps to Success or How to have \$1000 party

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Things to put in a Recruiting Envelope

- ✓ Confident Start Program Flyer
- ✓ Current Say Yes Flyer
- ✓ Your Tupperware Story

Put in a manila envelope. Pick out TWO from every party and present. Follow up with your manager/director in 48 hours.

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Things to put in a party folder

- ✓ One Catalog
- ✓ One Monthly flyer or one page flyer
- ✓ Shopping Order Form
- ✓ Flyers for any added offers Host flyer
- ✓ Recruiting "Tickler"
- ✓ Door Prize coupon

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