

Happy



Birthday

Birthday Month is a great time to be in Tupperware. The gifts are for everyone—Hosts, Guests—and of course, **YOU!**

May 1<sup>st</sup> -31th



# MAKE A GREAT Impression

Quick tips for making a **great impression** on everyone you meet.

- ✓ Have a positive attitude and be friendly.
- ✓ Know your products and programs and be prepared when you offer the opportunity to date or have a recruiting conversation with customers.
- ✓ Care about your customers by offering great customer service before and after the sale.
- ✓ Make your parties fun and informative.
- ✓ Always bring and demonstrate the catalog Host Gift Special.
- ✓ Ask everyone to date a party.
- ✓ Offer the Tupperware Opportunity at parties and make it sound fun.
- ✓ Believe enough in the Tupperware Opportunity to help others succeed just the way someone once helped you.
- ✓ Always bring and demonstrate the catalog Host Gift Special.



# 7 WAYS TO DATE NEW PARTIES NOW!

## 1 Get your Catalogs out there!

Tupperware spends a lot of money creating our most important marketing tool – the catalog. Get it out there and it will bring you party datings when you follow up!

**Here are some ideas:**

- Give to friends, family members, co-workers – be sshare your info on the back. Ask them your we share your with others.
- Teacher's lounge at schools
- Employee lunchrooms, community bulletin boards
- Receptionist at the Doctor, Dentist, etc.
- Your T zone – neighbors to your right, lefror in *front* – include a coupon for 10% off an item when they get a party or their first order, ★ ★ ★
- Anyone who works in large offices, factories, etc.
- Remember where you placed these and re-contact wh new sales brochures

## 2 Throw Yourself a Party (easiest dating!)

Find a reason to host a party in your own *come there one*.

- At the beginning of each party, thank the host and all the guests encourage each of them I have a show to come help you celebrate! Offer a Free Tupperware ★ ★ ★
- Host as an open house to increase attendance. Have a large calendar on a table with the upcoming dates that you want parties. ★
- Bingo party at a restaurant, club house, rent a room.

## 3 Get Yourself Out there!

- Include a business card or monthly brochure with all bill payments
- Participate in school programs, volunteer to help – networking is free!
- Go to your kids events with Tupperware materials ready to give out – *most* groups need funds and don't even know that TW has a fundraiser catalog
- Carry a notepad to jot down names and numbers

## 4 Advertise!

- Include a business card or monthly brochure with all bill payments,
- Participate school programs, volunteer to help – networking is free!
- Alumni newsletter, class reunions and musical programs
- Business cards – these are worth the investment.

**Tupperware**<sup>®</sup>  
Brand

# 7 WAYS TO DATE NEW PARTIES NOW!

## 5 *Think of some new places to host parties –*

- Host an office party during lunch or after work – make – creative
- Restaurant parties – many don't fun!
- Park parties – good for Mom's with kids
- Multiple host parties – two or more hosts have their parties at the same place and time – each have their own group of guests come!
- Host a party before or after PTA meeting, clubs, any organization meetings
- Bingo party at a restaurant, club house, rent a room.

## 6 *Make your party a Dating Event!*

- *Make your party fun so guests want to come there one.*
- At the beginning of each party, thank the host and of the guests also encourage each of them i have a show to come help you celebrate! Offer a Free Tupperware
- Offer “instant” dating gifts as a bonus on the days you need to fill
- Have your date book highlighted on the days you want to date parties.
- Bingo party at a restaurant, club house, rent a room.
- Bingo party at a restaurant, club house, rent a room.

## 7 *Use one of these other ideas:*

- Include a business card or monthly brochure with all bill payments
- Participate in school programs, volunteer to help – networking is free!
- Go to your kids events with Tupperware materials ready to give out – *most* groups need funds and don't even know that TW has a fundraiser catalog
- Carry a notepad to jot down names and numbers
- ALWAYS carry catalogs, fundraiser flyers, recruiting materials and one or two complete party plan packets with you – you can date and party plan at party immediately!

*Let's Party!*  
Tupperware

*REMEMBER THERE ARE ONLY TWO PLACES TO DATE A PARTY – AT A PARTY OR AWAY FROM A PARTY! JUST ASK!*

*Use ESP – Every Single Person, Every Single Place!*

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Hello!

Thank you for saying yes to hosting your Tupperware party! Hosting is all about having fun, connecting with friends, and sharing products that make everyday life easier.



Here are a few quick tips to set you up for success:

- **Invite with enthusiasm:** A personal message or call goes a long way.
- **Keep it simple:** Light snacks, drinks, and a welcoming smile are all you need.
- **Use your catalog, flyer & party link:** Share the specials – everyone loves a good deal! Have a couple pre-party orders to kick things off!
- **Lean on me:** I'll guide the demo, answer questions, and help you highlight the best products for you & your friends.
- **Celebrate together:** Every order helps you earn rewards – and I'll make sure you get the most out of them!

I'll send you a few recipe options – choose one to make at your party. Provide the ingredients, and you'll receive a special **Thank You Gift!**

With these steps, you'll have 10–12 guests, great sales, and lots of fun. Plus, when your friends host their own Tupperware Experience, they'll earn free gifts too. And if you'd like to explore becoming a consultant, Tupperware offers incredible income opportunities – I'd love to share more with you! Now relax and enjoy – I'll take care of the rest.



**Your Incredible Party Coach,**

**Tupperware**

**Success in any business comes from showing up every single week. Consistent work habits lead to bigger paychecks, stronger results, and more confidence in yourself. When you decide you want a BIG week or a BIG month, it takes more than hope – it takes a plan.**



Try these tips to help you accomplish your Birthday Month goal:

1. Set a clear goal. Decide exactly what you want to achieve in sales, bookings, recruiting, or sponsoring.
2. Make a weekly plan. Break your goal into smaller action steps you can work on each day.
3. Party plan every host for a \$1,000 party. Go into each party with a goal and a strategy, not just hope.
4. Use the success formula for a \$1,000 party:
  - 10–15 adult guests at the party
  - 10–15 outside paid orders
  - A Tupperware Party Link for every party
  - Sell in sets and focus on premium products
5. Reach out daily. New conversations create new opportunities, so be consistent with messages, follow-ups, and invites.
6. Book the fun. Parties, events, and customer connections give you more chances to share and sell.
7. Follow up like it matters. Most results come from the follow-up, not the first contact.
8. Use what's working. Share specials, new products, customer favorites, and simple solutions people need right now.
9. Stay visible. Post, share, comment, and let people know you are open for business.
10. Track your progress. Check in with your numbers so you know what's working and where to adjust.
11. Keep your attitude strong. Big goals take steady effort, belief, and determination. Celebrate every win. Every booking, order, recruit, and conversation moves you forward.

Your Birthday Month can be your breakthrough month – but only if you work it on purpose. Show up, stay focused, party plan with intention, and make it happen!

# Birthday Month Host Checklist

Use this checklist for each Host to help you stay organized, prepared, and positioned for more datings.



## ✔ Booking Basics

- Set the party date and time.
- Send a thank-you note for dating.
- If possible, party plan with your Host in person.

## ✔ Set the Party Up for Success

- Establish a Host gift goal.
- Explain Host and guest special offers.
- Offer your Host a gift for first \$100's submitted. (Choose the gift from your excess products or send her a recipes file)

## ✔ Guest Prep

- Set a date for your Host to Invite 10-12 guest with text or e-vite.
- Optional: Host adds guest to a fb group or messenger group 4-5 days before the party.
- Keep in touch with your Host and guest to build excitement.

## ✔ Final Party Prep

- Call your Host the day before the party to check expected attendance.
- If your Host is unsure of the guest count, encourage them to call guests.
- Prepare all party materials the day before or the day of the party.

## ✔ Close Strong

- Set a date to close the party for final orders and payments..

## ✔ Follow Up for More Datings

- Send a thank-you note to your Host after the party.
- Send thank-you notes to anyone who dated a party during the event.
- Invite your Host to be your guest at one of our Thursday team meetings.

## ★ Reminder:

The more organized you are with every Host, the more confident you will feel, the better your parties will be, and the more future bookings you will have!

**Work the plan. Love your Host. Book the next party. Repeat!** 📍

# Building Party Attendance!



## Why attendance matters:

Building party attendance can lead to:

- More customers
- More sales
- More dating opportunities
- More recruit leads

## Help your Host understand the numbers:

Encourage Hosts to over-invite. Let them know that if they want at least 10 guests attending, they should invite around 30 people.

## Rule of thumb:

- $\frac{1}{3}$  will attend the party
- $\frac{1}{3}$  will place outside orders
- $\frac{1}{3}$  will not respond at all

## Suggested ways to invite guests:

- Have the Host mail or pass out flyer or catalogs with party link to guests.
- Have the Host send an e-vite to guests.
- Have the Host invite guests using Facebook.
- Best of all: encourage the Host to make a personal phone call or send a private text to invite family, friends, and neighbors.

## Fun ways to boost attendance:

- Give a Tiny Treasure gift, auction money, extra tickets, or points to guests who bring a friend.
- Keep in touch with your Host so you know how many guests are expected.
- Offer the Host an extra dating gift for having at least 10 guests/orders
- Offer a game gift or email/text a recipe card to guests who RSVP

## ☀️ Tip:\*\*

The more guests at the party, the more opportunities you create for sales, bookings, recruiting, and future growth.

# Pick up the Phone... It wont bite!



Use these as thought starters. Make them sound like you and let your personality shine through.

## TEXT-FRIENDLY SHORT VERSION

### Past Host:

Hi **(Name)**! It's **(Your Name)** with Tupperware. **May is our Birthday Month** and we have a new Host Gift Special I know you'd love. The best week to party is the first week of May. I have **(option 1)** or **(option 2)** open. Which works better for you?

### Friends & Family:

Hi **(Name)**! **May is Tupperware's Birthday Month** and I'm working toward my biggest month yet. My goal is \$\_\_\_\_ and I'd love your help. I have **(option 1)** or **(option 2)** open for a party. Which works best for you?

### Past Customer:

Hi **(Name)**! It's **(Your Name)** with Tupperware. I'm checking in to see how you like your (product) from (Host Name)'s party. **May is Birthday Month** and we have great Host Offers. I have **(option 1)** or **(option 2)** open. Which works best for you?



## CHAMPION TIP

- *Be warm*
- *Be excited*
- *Give 2 choices*
- *Book it right away*
- *Keep going until you get a yes*

**More calls + more texts = more bookings + more sales + more confidence**

**Pick up the phone. Send the text. Book the party. Keep going.**

# Pick up the Phone... It wont bite!



Use these as thought starters. Make them sound like you and let your personality shine through.

## FRIENDS & FAMILY

### Call or Text Script:

Hi **(Name)**! I'm really excited because **May is Tupperware's Birthday Month** and I set a goal to have my biggest month yet.

My sales goal is \$\_\_\_\_ and I would love your help.

Since it's Birthday Month, we're saving our **best birthday gifts for our Hosts**, and the **best week to party is the first week of May**.

I have **(option 1)** or **(option 2)** open. Which one works best for you?

- Always give 2 choices

## PAST CUSTOMERS



### Call or Text Script:

Hi **(Name)**! This is **(Your Name)** with Tupperware. I met you at **(Host Name)**'s party back in **(Month)**. I wanted to check in and see how you are liking your **(product name)**.

I also wanted to let you know that **May is Tupperware's Birthday Month** and we have some amazing Host Offers. I like to call them birthday presents for our Hosts.

We also have great birthday gifts for family and friends through our sales specials. The **best week to party is the first week of Birthday Month**.

I have **(option 1)** or **(option 2)** open. Which works best for you? I'd love to party with you!

## *Thanks for having a Catalog Tupperware party!*

A few things to know & do for a successful event!

1. Share the website, catalog & sale flyers with friends – Your party link is on the flyers!
2. Personally invite friend & family to shop via your shopping link!
3. All orders ship direct – guests are welcome to combine orders – your host rewards are based on sales totals.
4. For those who don't want to order online, I have included order forms to use – feel free to make copies as needed!
5. Use my Facebook VIP group and/or business page to direct your friends to see additional product information, tips & recipes! Comment, 'like' and tag your friends on Facebook posts! Your interaction will significantly increase what your friends see in their newsfeed!

Feel free to call or text me with any questions! I look forward to helping you pick out a lot of free Tupperware!

### Your host rewards add up!

\$300 in orders =  $\$300 \times 10\% = \$30$  free & 1 half price item

\$500 in orders =  $\$500 \times 15\% = \$75$  free & 2 half price items

\$1,000 in orders =  $\$1000 \times 20\% = \$200$  free & 3 half price items

Friends are encouraged to order on my website TWChick.com – click Open Parties and then your name. They need to see YOUR name as the host and my name as Rep! ***All sales are while supplies last*** – we often have new sales on Tuesday & Thursday's.

Thank you! Happy order collecting!! Good luck!

Your Tupperware Connection:

## Successful Party Checklist...

- Set a goal for the products you want to earn...
- Create a list of people to “invite”. These are the people you want to share the specials with! Be sure to ask everyone: friends, relatives, neighbors, kid connections, co-workers
- Share the party link, current sales & website links with your friends – you can share product info or links from my website

### Non digital orders:

- Make copies of order form as needed...or use plain paper if you run out of the order forms
- Payment Options: Ask me about other payment options. Payment links can be sent via text or email for card payments

## My wish list!

Items I would like free or half price:

People I will share links, catalog & sales specials with:



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🎁 I'll send you a few recipe options — choose one to make at your party. Provide the ingredients, and you'll receive a special **Thank You Gift!**

With these steps, you'll have 10–12 guests, great sales, and lots of fun. Plus, when your friends host their own Tupperware Experience, they'll earn free gifts too.

And if you'd like to explore becoming a consultant, Tupperware offers incredible income opportunities — I'd love to share more with you!






Now relax and enjoy — I'll take care of the rest. 🎉

**Your Incredible Party Coach,**




## Quick Host Checklist

### Your \$1000 Incredible Party Blueprint




#### Before the Party

-  Send a “Save the Date” now
-  Over-invite: text, call, email, message everyone 7-10 days before
-  Personally invite & encourage guests to bring a friend
-  Collect pre-party orders (share catalog or online link)
-  Pick your recipe & gather ingredients (earn your Thank You Gift!)

#### Day Before the Party

-  Call/text guests to remind them (most RSVP's come in the last 24 hours)
-  Set up a simple, welcoming space
-  Have light snacks & drinks ready

#### Party Time!

-  Relax & enjoy — I'll do the rest
-  Share the fun and encourage friends to host their own party
-  Celebrate your FREE Tupperware rewards!

## Your \$1000 Party in 3 Easy Steps!

### 1. Over-Invite


Text, call, message — invite everyone! Friends, family, coworkers, neighbors... the more, the merrier!

### 2. Personally Invite

Let guests know you'd love to see them. Encourage them to bring a friend who loves Tupperware!

### 3. Collect Pre-Orders

Share your catalog or online link with anyone who can't attend. Every order adds up!

 Bonus: Pick a recipe to make at your party and earn a Thank You Gift when you provide the ingredients

## Tupperware Party Recipes! For providing the ingredients, you will receive a Thank You Gift!

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### **Comfort Classic: Chicken & Noodles**

A cozy, hearty favorite made in the Pressure Cooker.

#### **Ingredients:**

- 2–3 frozen chicken breasts
- 1 bag frozen Reames brand noodles (12–16 oz)
- Carton of chicken broth (28-32 oz to cover noodles & chicken)
- Optional: 1 can water

#### **Instructions:**

Layer chicken → broth → noodles → water.

Cook 30 minutes, release pressure, and enjoy.

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### **Sweet & Simple: 3-Ingredient Cake**

A magical microwave dessert that always impresses.

#### **Ingredients:**

- 1 can pie filling
- 3 eggs
- 1 cake mix

#### **Instructions:**

Mix by hand → pour into Stack Cooker 3-qt with cone → microwave 7½–9 minutes → rest 3–5 minutes → invert to serve.

**Fun combos:** Chocolate + cherry, Yellow or white + apple or peach

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### **Party Favorite: Cincinnati Chili Dip**

Warm, cheesy, and perfect with chips.

#### **Ingredients:**

- 8 oz cream cheese
- ½ can Hormel chili (with or without beans)
- 1 cup shredded cheese

#### **Instructions:**

Spread cream cheese in Stack Cooker base → top with chili → cover and heat 2 minutes → add cheese → cover and let sit 5–10 minutes → serve with tortilla chips.



**Now your party is over... let's shop!**

*Congratulations! Thank YOU for having your party with me!*

Your Party sales: \_\_\_\_\_ Party Datings: \_ With 2 friends dating, you maximize your host benefits!

FREE Tupperware earned so far: \_\_\_\_\_

½ price items or sets from our full line products: \_\_\_\_\_

Plus your bonus Party Gift \_\_\_\_\_ Thank You Gift \_\_\_\_\_ (see host flyer)

**Looking for more? Finish strong! YOU CAN DO IT!** Follow up with everyone who did not attend and let them know we are closing the party in the next 24 hours & they still have time get in on the deals!

*The people you were expecting to order and might want to follow-up with are:*

Achieve \_\_\_\_\_ in party sales & \_\_\_\_\_ datings

you will earn \_\_\_\_\_ in FREE Tupperware & \_\_\_\_\_ ½ price items!

You only need to get \$\_\_\_\_\_ more in retail sales!

Additional Bonus:

**Opportunity** is yours...As a consultant you would have earned 25% commission on the sales! Would you like to earn money, gifts, cash bonuses and exclusive products? Think about joining us!

Here is who dated from your party. Please be sure to thank them. You will also receive 25% off one item when you attend their party and make a purchase. This is another Thank You gift from me!

|    | NAME  | DATE  |
|----|-------|-------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |

Please have all party orders submitted/collected by \_\_\_\_\_

Host credits are based on order totals before tax & shipping!

REMEMBER:

\$300 to \$499 in party sales = 10% FREE & 1 item at ½ price

\$500 to \$999 in party sales = 15% FREE & 2 items at ½ price

\$1,000+ in party sales = 20% FREE & 3 items at ½ price

If you have any questions, please do not hesitate to call, text or email me. **Thank YOU for having your party with me!**

Your Tupper Connection:

## My Wish list

... all the fun items I might want to add to my collection! Go ahead and jot it down!

## My Wish list

... all the fun items I might want to add to my collection! Go ahead and jot it down!

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... all the fun items I might want to add to my collection! Go ahead and jot it down!

Remember we have fun party options—our live shopping platform, text parties & in home!

Date your own fun PaRtY to earn free and half price Tupperware!

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# WORDS OF wisdom

**Attitude** is a little thing that makes a BIG difference.

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"Every job is a self-portrait of a person who did it.  
Autograph your work with **excellence**."

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"Unless you **try** to do something beyond what you  
have already mastered, you will never grow."

-Ronald E. Osborn

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"**Failure** is not the worst thing in the world.  
The very worst is **not to try**."

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It Is doing all the little things that make the  
**BIG GOALS HAPPEN!**

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If you've made up your mind you can do  
something, you're **absolutely** right."