

# DATING PARTIES BY PHONE

When making dating calls, it is important to pick a time that you will not be disturbed. Also, pick a time when people are usually at home (7:00pm to 8:00pm)

Have your tools ready by the phone, datebook, party planners, catalogues, monthly brochures. Begin with a positive attitude and a goal in mind. You want to date \_\_\_ new parties.

## WHO TO CALL:

1. Past Hosts – Because they love the product and like to party. Keep your calls professional and to the point.

“Hi Shannon. This is \_\_\_\_\_ with Tupperware. I am calling you because you are one of my best hosts and I know you are going to love what I have to share with you.” (Then tell her about all the new host specials, customer incentives, attendance specials, and gifts she can earn by dating a party. Also let her know that you need her help this certain week because you have a special challenge to date \_\_\_ new parties.)

2. Past Customers – Because they love the product and haven’t had a party yet!

“Hi Sally. This is \_\_\_\_\_ with Tupperware. I am calling you to see how you like your (vent n serve). I also wanted to tell you that I am starting a new Microwave cooking class with our New Stack Cooker and wanted to give you the opportunity to invite some of your close friends over to learn some wonderful microwave cooking tips. I have Tuesday or Thursday available, which would work best for you?”

3. Family and Friends – or people you haven’t seen in a long time.

“Hi Aunt Kim. It sure has been a long time but I have a great idea on how we could get together next Saturday. I would love to come over and cook lunch for you and about 7 of your friends. I know you are very busy and that is why I want to share this wonderful time-saving product with you. What time would be good for you?”

4. Cold calls from the phone book – First choose people who live nearby or in an area you know. Make it a customer service call first.

“Hi, is this \_\_\_\_\_? This is \_\_\_\_\_ with Tupperware and I am making customer service calls. Do you have a Tupperware consultant? Have you seen our current catalogue? We have some wonderful new products as well as some wonderful host gifts. I will be in your area tomorrow around 2:00pm. Could I drop off a catalogue to you?” (when you meet face to face is when you try to date her.)