

# DATING ON THE 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 ( 1:00pm to 2:00pm and 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.

WHAT	HOW
Introduce Yourself (ask for time)	“Hi Lori, this is (your name), with Tupperware. We Met last night at Nicole’s party. Is this a good time to talk?”
Purpose of Call (follow up on their interest)	“You mentioned at the party that you’re interested in hosting a Tupperware Party. I’m calling to see when you’d like to invite your friends over, and I’ll come and show everyone what’s new.”
Benefits of Hosting a Tupperware Party (be specific)	“You’ll have the opportunity to earn some great gifts, like our (current Host Gift special), and everyone will have fun and learn lots of tips for making their lives easier. How does that sound to you?”
Set Date (if they say “yes” ask for a date and offer choices)	“I have this Tuesday or Thursday evening available. Which one works for you?”
Set Date (if they say “no”)	Remember to use Feel Felt Found when overcoming an objection. (We’ll talk about this method next!)