

# DATING

## What is Dating?

A “dating” (noun) is the specific date, time and location of a Tupperware Party or demonstration agreed upon by your Host and you.

“Dating” (verb) is the act of encouraging Customers to host a Tupperware Party or demonstration on a specific date at a specific time.

## Why is Dating important?

- Heart of your business
- Key to your success
- Meet new people
- Sell more products
- Date future Parties
- Recruit new Consultants

## Dating at Parties

- Thank host with gifts and talk about Host program (stack to host)
- Have dating bids throughout your demo
- Have a question on the customer survey about hosting a party
- Play a dating game at the end (Bonus Game)
- Have Bonus Gifts with dates on them to help dating in close

## Bonus Game and Bonus Prizes

Have 20 to 30 key chains in a piece of Tupperware, inside have a piece of paper with a prize and Tupperware party (You won a Vent N Serve and dated a Tupperware party). Have a few with a small prize and no party (You won a smidget but sorry no party. But if you date a party you will receive a \$50 surprise pack). To help dating in close have a few nice pieces of Tupperware wrapped pretty in cello wrap with a bow. Look at your datebook and pick your next dates available for parties and put those dates on the gifts. But the closest date on the biggest value gift.