

Business Kit Issue *Checklist*

Datebook

_____ Review datebook

Customer Care

_____ Phone — 1-888-921-7395

Hours: Monday through Friday 8:30 a.m. — 11:59 p.m. Eastern Time (except during the second and last Fridays of each sales month when we are open from 12:00 p.m. – 3:00 a.m. Eastern Time)

Key Information

_____ Getting Started Guide (AKA Little Black Book) reference tool

_____ Catalogs, Mid-month Brochures, Order Forms — place a sticker (or stamp) with your name, phone number, email & web address on these forms

_____ How to Calculate Orders (including Tax, Shipping & Handling)

_____ Confident Start Program/Flyer (explain program)

_____ Parts Book: click on the “Sales Force Website” tab and scroll to the bottom of the page and click on the Parts Book link

_____ Dress for success with your attire, attitude and always wear your smile

_____ My.Tupperware.com is your online office

_____ My Week Email

Tupperware Timing

_____ The Tupperware sales week ends each Friday at 11:59 p.m. your local time

_____ The Tupperware sales month ends the last Friday of each month at 11:59 p.m. your local time

_____ The Mid-month brochure runs from mid-month to mid-month

Your Income Potential

_____ Recommend opening a separate bank account for your Tupperware business

_____ Receive 25% commission on your sales

_____ For fundraisers — receive 25% on 60% of the fundraiser total retail sales

_____ Volume bonus — when you hold around 3 standard \$600 parties a month (\$1,800 in personal sales) you will receive a \$50 bonus. As you sell more than \$1,800 in a sales month, you'll receive \$50 more for each additional \$600 you personally sell

The Host Program & Dating

_____ Explain Host Program

_____ Importance of two datings at every party

_____ Current Host Flyer: click on the “Sales Force Website” tab then click on the Host Flyer link

_____ Order conversation starter and dating gifts as sales aids

_____ Order all other Host gifts with the party

_____ Free products and ½ price items (must be redeemed through the full line catalog)

Business Kit Issue *Checklist, continued*

Recruiting

- _____ Benefits of Recruiting: build a team to earn extra money and receive recruiting awards
- _____ Tools: Earning Opportunities Recruiting Brochure, Career Opportunities Brochure
- _____ Online Tools: “Where Will the Party Take You” flyer — click on the “Sales Force Website” tab and click on “Recruiting flyer”

Samples and Sales Aids

- _____ Order samples of new and limited release products at up to 35% off regular price. You'll receive sales credit on the retail price.
- _____ Current Samples List can be found online by clicking on the “Sales Force Website” tab and then clicking on the Samples list of your choice
- _____ Current Sales Aids List can be found online by clicking on the “Sales Force Website” tab and then clicking on “Sales Aids Price List”

Tupperware Warranties

- _____ Tupperware Limited Lifetime Warranty (warranted against chipping, cracking, breaking or peeling under normal non-commercial use for lifetime of product)
- _____ Quality Warranty (Q) Warranted to be free from manufacturing defect up to one year after purchase
- _____ 30-Day Warranty (G) Warranted to be free of manufacturing defects. If you receive a product you believe to be defective, please return within 30 days of purchase for free replacement.
- _____ Tupperware Chef Series Cookware & UltraPro Ovenware (Carry a limited lifetime warranty against defects in the materials or workmanship under normal or household non-commercial use). Nonstick coating carries a 10-year limited warranty against defects in material or workmanship.
- _____ Explain how to handle warranty items

Business Kit Products

- _____ Review Tupperware Products

Training Opportunities

- _____ Training Party _____
- _____ Next success class _____
- _____ Next team meeting _____
- _____ Next sales meeting or rally _____

Notes: _____

