

NEIGHBOURHOOD SURVEYS

Neighbourhoods to Approach

- A neighbourhood that has nice homes (not overly large homes, just nice homes).
- Pick an entire street to survey.

What to Prepare

- A basket full of small pieces of Tupperware, along with a catalogue and brochure.
- Wear your nametag.
- Surveys on a clipboard.
- A carry bag with catalogues, brochures, order forms, recruiting information, fundraising information, bridal shower information, party planning envelopes, your Datebook.
- An information page stapled to a current sales flyer...

Hello Neighbours,

My name is Kelley Lightfoot and I am a Tupperware Representative. I'm leaving with you today my sales flyer, and this letter. Many people look for a Tupperware Representative, but don't know where to look, so here I am.

- If you are in need of any service, don't hesitate to call/email.
- If you wish to purchase any product from the catalogue or sales flyer, just give me a call/email.
- If you wish to receive my monthly sales specials by email, give me a call/email.
- If you wish to supplement your income, or make a full time salary working 6 hours a week, feel free to ask me for more information.
- If you wish to get your Tupperware for FREE, give me a call to set a party date. A basic Tupperware Party would give you your choice of about \$140 in FREE product plus 2 half-price items or sets. An above average party would give you your choice of about \$280 in FREE product plus 3 half-price items or sets.

BONUS

Date a Party into July or the first two weeks of August and receive a \$100 SURPRISE GIFT from Tupperware as a Thank You!!!

Thank you for your time.

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What to Do

- After you have picked a neighbourhood, go door to door. Knock on the door and say, “Hi, my name is _____, I’m a Tupperware Representative. I’m doing a Tupperware survey, it takes about one minute to answer my survey, and in doing so you get a gift from my basket. Would you like to participate in my survey?”
- If it is yes, complete the survey. Follow through with any of their interests...want a catalogue, want info on selling, want to date a party, etc.
- If it is no, thank them for their time.
- If they are not home, leave them your Information page with sales flyer.

The Follow Up

- After about 3 or 4 days, give those people that were not home in the neighbourhood a call. Go to this link below to look up their name and phone numbers so that you can call them about the information you dropped off to them. Here is the link...

<http://www.411.ca/>

Here is a sample telephone script that you can use when you give them a call...

Hi _____, this is _____ from Tupperware. How are you? Did you get a chance to look at the July Sales Flyer that I dropped off to you in your mailbox...GREAT! I’m calling as many people as possible to tell them of some exciting things that are happening in Tupperware right now for July/Aug. Do you have a minute?

Great, Tupperware has got some awesome specials for July/Aug. _____, that means that in this month you would receive \$225.85 in Tupperware for FREE by being one of my hosts and also receive two half price items or sets. And if you have an above average party, you would receive \$355.85 in Tupperware for FREE by being one of my hosts. **ISN’T THAT AWESOME!!!!**

July is a great month to be a host. You’re getting more free product than you would in other months, and your guests are getting great summer specials. Do you like free stuff? Great!

Close

My goal in July/Aug is to hold ____ parties. I already have _____. Would you be my _____? I have Tuesday, the _____ and Wednesday the _____ available, which of these would be good for you?

Alternate Close

My goal in July/Aug is to hold ____ parties. I already have _____. Would you be my ____? Would the beginning of the week or end of the week be better for you? (Wait for response) Close with choice of days.

(If yes, set up a time to party plan with them)

(If no, ask if they would be interested in being on your monthly sales specials email list. If yes get their email address)

Thank them for their time and business.

- Follow up with your recruit leads by asking them the 7 questions first – connect with them on these questions, and then answering any further questions they might have.
 1. What seemed to interest you about the earning opportunity with Tupperware?
 2. Have you ever done anything like this before?
 3. What work experience/business opportunities have you had outside the home?
 4. Tell me about your interests.
 5. Tell me how your family might feel if you got involved in selling Tupperware?
 6. How much time would you be willing to invest in a business opportunity on a weekly basis?
 7. How much would you like to earn?