

Your “I” Story

For everyone in Tupperware the goal has always been to Date – Sell – and Recruit. This has been the formula for success since the start of the Party Plan in the early 50’s.

Dating is accomplished through Dating Bids, a Dating game, and talking to people one-on-one.

Selling is the byproduct of a good Demonstration.

Recruiting is the one area that often has little attention paid to it because of time constraints and sometimes because it is not a priority.

Recruiting does lead to greater bonuses and increased income. In fact the people who earn the most are good recruiters.

Recruiting does not need to be hard or complicated. In fact it can be as simple as 1 – 2 – 3 at a party and will not take more than 10 to 15 minutes of Party time. Recruiting is a formula plain and simple. Use the formula at every party and you will recruit.

It all starts with your “I” story, a simple 2-minute talk from you at the beginning of each Party. An “I” story is your personal reasons you like being in Tupperware and how you got started.

I like to think of it as a 3-sentence introduction that starts and finishes with you thanking them for attending and especially thanking the host.

The first sentence after thanking the host could be why you like being in Tupperware for a **non-material reason**. Something that has nothing to do with money, something that refers to flexibility, being your own boss, personal growth, getting out of the house and meeting new friends type of statement.

It could be: “The reason I like being in Tupperware so much is that I am my own boss and I can determine my own business schedule”.

The second sentence is what you like in a **material reason**, it’s all about the money, free product, and bonuses.

It could be: “I especially like the income I realize as a Consultant. At each party I can earn approximately \$150 and I earn free product and can easily receive bonuses as well”.

The third and final sentence has to do **about how easy it is to get started**.

It could be: “I was surprised how easy it was to get started in Tupperware, I simply bought the Kit, a fantastic group of products for only \$139, it’s actually about a \$700 value. The person that helped me start got me my first datings and I have never looked back”.

Finish by again thanking your host. That’s it ‘So simple’. You then proceed with the Demo and Dating and recruiting bids.

This must be followed later by the “10 Ticket Game” and even later followed up by a one-on-one conversation with the interested individuals.