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What is TupperConnect™?

Tupperware Hosts can reach out and collect sales in an entirely new way—through the TupperConnect™ Party. With this amazing new feature, family and friends who cannot attend a Host's party can attend the Host's party online!

Consultant

Are you looking for a way to...

- 1. Increase your party sales?
- 2. Send online invitations?
- 3. Reach guests who are too busy to come to a party, but would love to order Tupperware® products?
- 4. Keep Parties dated in close?

What if you...

- Could easily obtain outside orders from guests who cannot attend the party, with no need for order forms and catalogs?
- 2. Had an online ordering system for your Parties to help you and your Host manage guest lists?

Host

Are you looking for a way to...

- 1. Reach friends and family who cannot attend the party, but would love to order Tupperware® products?
- 2. Send online invitations?
- 3. Easily manage your guest list and RSVP responses?

What if you...

- Could easily send online invitations to your friends and family who you've invited to your party?
- 2. Could add additional outside orders, with no need for order forms and catalogs?

Why is this tool important in my business?

Guests who are unable to attend can still take part in the party by ordering their products online and having them shipped directly to their homes. With a paid My.Tupperware website in the U.S. or Canada, you can achieve increased sales by offering this tool to your Hosts.

How does TupperConnect™ support a traditional Party?

A TupperConnect[™] Party provides a solution to some common barriers experienced by Hosts and Consultants:

- Increase Party Sales by easily capturing orders from guests who cannot attend but want to place an order
- Multiple ways to touch guests prior to the party online invitation and mail monthly flyers
- Easy way to manage guest list, guest responses and orders from guests who cannot attend
- Easily obtain outside orders from guests who cannot attend the party, with no additional expense of handing out order forms and catalogs

How is this different from what I did before?

BEFORE (FROM)

No option for online ordering for party guests who cannot attend the party. Set up party in My Sales after the party is over.

Set up party in My Sales after the party is over.

Host email information not a requirement for dating a party.

No party time input required on the Party Set Up screen in My Sales.

No timeline to close Parties

NOW (TO)

On the Party Setup screen, choice to offer an online ordering option for guests who cannot attend the party.



Set up the party in My Sales when you've dated the party.

Host email required if Host wants to use the online ordering feature for guests who cannot attend.



Input party start time at the bottom of Party Setup screen.



If the party is not closed and submitted in 75 days, all online orders applied to your Total Party sales will be forfeited.

How does it work?

Set a date and time for the party and set up the party in My Sales.

Host Coaching:

Coach your Hosts to collect street addresses and email address from the guests they are inviting to the party. By having both ways to contact the guests:

- The Host can touch the guests in several different ways between the time the date has been set and the time of the party—by mailing a monthly flyer and by sending an electronic invitation.
- If a guest cannot attend the party she/he can submit an online order for product and it will count toward Host credit once the minimum "thank you" gift level has been achieved.

Please note: Customers must reside within the country where the party originates. For example, a Host in the U.S. can't invite family and friends in Canada to participate in the online portion of a TupperConnect[™] Party.



Words to use when coaching your Hosts:

"As soon as I (Consultant) get home, I will set up your party date. When I do this, you will automatically receive an email invitation."

"When you (Host) receive the online invitation, you'll be given directions to set up your account at Tupperware.com if you are in the U.S. or Tupperware.ca if you are in Canada.

"You can then set up your party by entering names and email addresses of family and friends you want to attend the party."

"Your guests will receive a colorful online Party invitation telling them all about your party."

"Between the time of your party set up and the actual party date; you can keep an eye on the RSVP responses, comments and online orders."

"When guests cannot attend and they respond with a "No" to the invite, they will receive an email inviting them to place an online order. These orders will be added to your total party sales once party sales reach the minimum "thank you" gift host level. Those online orders will be shipped directly to the guest who did not attend. It's that easy!"

Overcoming Objections for Dating a Party

Objection - "It's hard to find a date that everyone will be able to come to the party." Because of the ability to order online for your party, if any guests cannot come to the party, they can order online easily, and their orders will be shipped directly to them. Those orders count towards your Host credits once you've reached the minimum Host "thank you" gift level with party orders.

How does it work in My Sales?

You need to complete party setup information in My Sales as soon as they date the party. Once the TupperConnect[™] Party is created in My Sales, the Host may send email invitations to potential guests, and potentially collect online orders.

Creating a TupperConnect Party

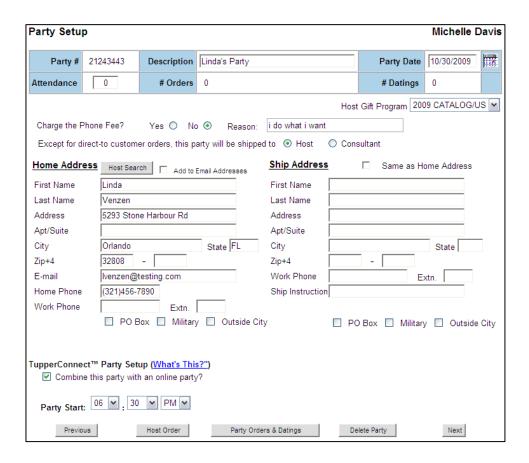
Start a New Party...

- a. Click on the **Start New Party** button on the Party History page in My Sales.
- b. Select **Party** from the Party Type.
- c. On the Party Setup page, enter basic party information as usual...
 - Description
 - Party Date
 - Host Name & Address
 - o Host Email Address Note: Host Email Address is required for TupperConnect™ parties.
 - Ship To Destination



Then make it a TupperConnect™ Party

- d. Checkmark the **Combine this party with an online party** box, located at the bottom of the screen.
- e. In the available fields, enter the Party Start Time that will party will begin.
- f. Click Next.

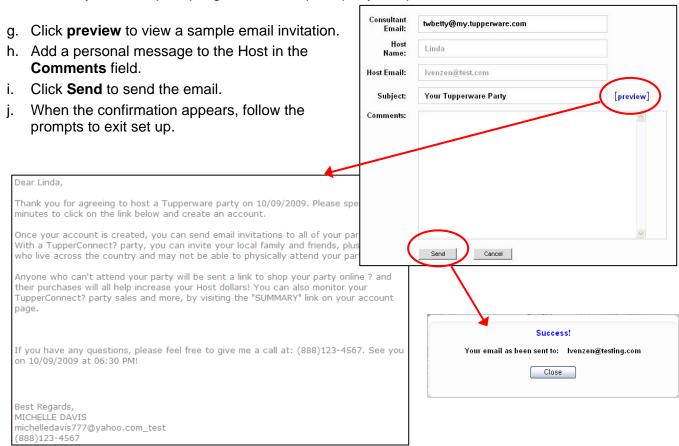




Creating a TupperConnect™ Party, continued

Now Send a Party Setup Email to your Host

After you click on the "Next" button, a popup window will appear. Here you can send an email invitation to your Host, prompting them to complete party setup.



The rest is up to your Hosts and their guests.

Once the email invitation has been sent to your Host, the Host will use the hyperlink provided in the email to log in or create an account on Tupperware.com or Tupperware.ca. Once logged in, the Host can send email invitations to guests.

Guests use the hyperlink provided in the Host's email invitation to indicate whether they can attend the party or not. Guests that can not attend have the option to place an order for the party online. Online orders entered by these guests are applied to the Total Party Sales of the party, provided the minimum Host "thank you" gift level is achieved through traditional party orders.

Managing your open TupperConnect™ Party

Once your TupperConnectTM Party is created and email invitations are sent to the guests, you can monitor and manage the progress of your open TupperConnectTM Party in My Sales.

Party Setup

From the Party Setup page you can manage basic information.

Modify Basic Party Information

Host and party information can be modified if necessary. Make your adjustments as needed then click **Next** to save your changes.

Note: Hosts do not have the ability to modify Date, Time, or Location of the party, only you can do this.

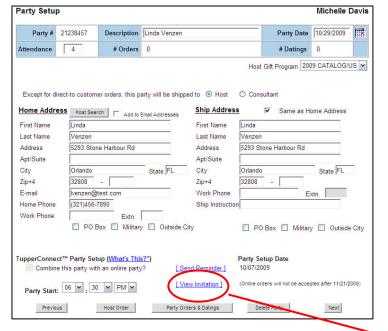
Resend Party Setup email to Host

If necessary, you can resend your Party Setup email to the Host. Click on the **Send Reminder** link.

View Guest Responses

You can also view guest responses to the Host's email invitation. Click on the **View Invitation** link to see if guests have responded.

The Guest Invitation also provides a comment box that allows everyone (guests, the Host, and Consultant included) to post comments that can viewed by others.







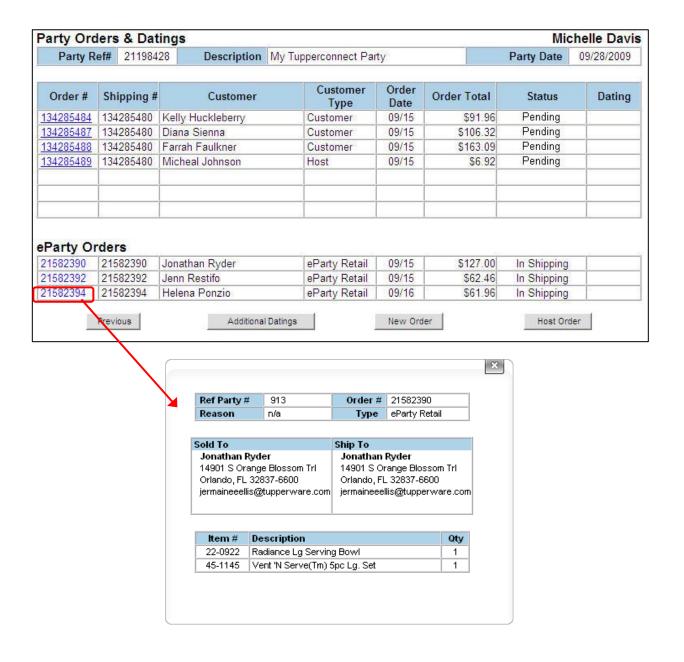
Managing your open TupperConnect™ Party, continued

Party Orders & Datings

The Party Orders & Datings page provides an overview of all orders applied to this party. Online orders submitted by guests that replied "NO" to the party invitation are listed, in addition to any party orders or datings you enter in My Sales.

View Online Orders

To view any of the online orders applied to this party, click on the order's Order #.



Closing your TupperConnect™ Party

Once the party has been held you can proceed to enter party orders received at the party, determine the total party sales, and order your Host's Rewards.

Host Rewards

The Host Rewards page displays the calculation of your Total Party Sales.

- "Party Retail" is the total retail amount of orders collected at the party (party orders).
- → "Bonus Online Retail" is the total retail amount of orders collected from TupperConnect™
 online orders. Bonus Online Retail is only included in your total party sales if Party Retail
 meets the required minimum which is currently \$125 U.S. / \$150 CAD.
- ➤ Total Party Sales is the total amount of retail generated by this party, which is used to calculate the amount of Host Credit the host has earned. Total Party Sales may or may not include the Bonus Online Retail, depending on whether minimum requirements are met.

Order your Host's gifts as usual.





Important Things to Remember

Date within 30 days

When dating future TupperConnect[™] Parties, remember you can only create parties within **30** days of the current date.

Collect online orders for 45 days

Online orders will be accepted for an open TupperConnect[™] party for up to **45 days** after the party is set up in the system. This provides some flexibility and allows you to potentially collect online orders for a party even after the party is held, but you can't collect online orders forever.

The last day for online orders will be displayed on the Party Setup page. After this date, online orders can no longer be applied to the party.

Minimum Party Retail

TupperConnectTM parties must generate a minimum of **\$125 U.S.** or **\$150 CAD** in party orders (orders collected at the actual party and entered in My Sales) in order to benefit from Bonus Online Sales. Remember, these new TupperConnectTM Party features are here to enhance the party experience, not replace it.

Close within 75 days

Avoid leaving your TupperConnectTM Parties open for too long, because you may lose the added sales of your online orders! Your Bonus Online Retail will expire after **75 days** from the party setup date. If your TupperConnectTM Party is not closed and submitted by the 75th day, all Online Bonus Retail applied to your Total Party Sales will be forfeited. A TupperConnectTM Party can still be submitted after 75 days; however Total Party Sales will not include the added Bonus Online Retail.



How does it work for my Host?

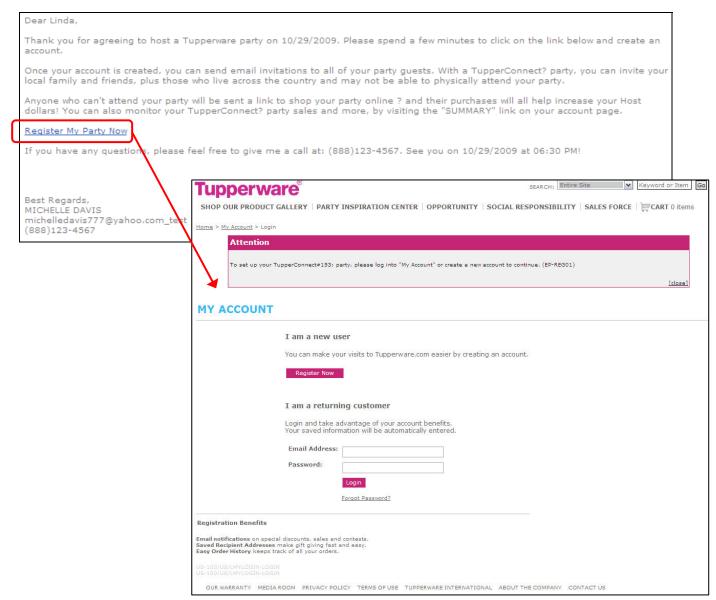
Starting the TupperConnect™ Party

Hosts receive an email inviting them to create a TupperConnect[™] Party. Using the hyperlink provided in the email, Hosts can go to Tupperware.com or Tupperware.ca, set up party information, and invite guests.

Log In to Tupperware.com

Hosts must have an account on Tupperware.com or Tupperware.ca in order to manage party information.

If the Host already has an account, she/he can simply log in using her/his **Email Address** & **Password**. If your Host does not have an existing Tupperware.com or Tupperware.ca account, she/he can create one by clicking on the **Register Now** button and providing her/his name, email address, and a password.



Managing your TupperConnect™ Party

TupperConnect™ Party Summary

Once your Host logs into Tupperware.com or Tupperware.ca, the TupperConnect[™] Party Summary page will display. The TupperConnect[™] Party Summary page provides the Host with an overview of the party.

Party Details & Address

Here the Host will see their name, email address, party date, time, and location, as well as the Tupperware Consultant's name, email address and phone number. By Clicking **Add Guests**, your Host can invite friends and family to the party!

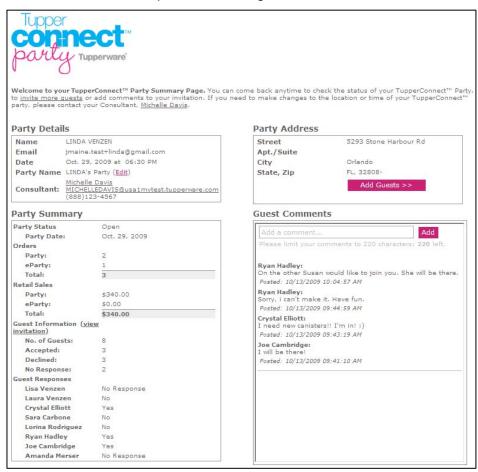
Note: Party date, time, and location can only be modified by the Tupperware Consultant. Online orders can only be accepted within 45 days of the initial party set up date.

Party Summary

Here your Host can review guest invitation responses and track the number of orders and retail sales received for the party so far.

Guest Comments

Both your Host and guests can post messages in the comments box. They can simply enter a message in the available field and click **Add** to post the message.



Managing your TupperConnect™ Party continued

Invite Guests!

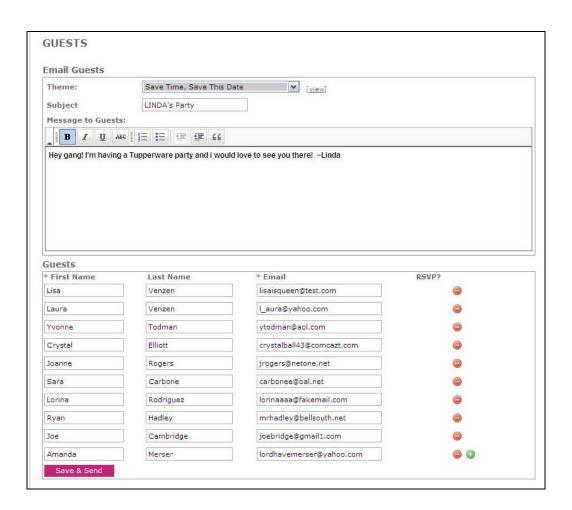
Encourage Hosts to add family and friends to their guest lists. Once guests are added to the guest list your Host can send email invitations and party reminders!

Instruct your Host to click on the **Add Guests** button found on the Summary page or use the **Guests** link on the account menu to visit the Guests page.

To add guests and send email invitations:

- a. Your Host selects one of the available **Themes** for their email invitation.
- b. Your Host can modify the **Subject** or the email invitation, if desired.
- c. Your Host can enter a personal message in the Message to Guests field.
- d. The Host enters the Names & Email Addresses of their guests in the available fields.
- e. The Host clicks Send.

Your Host can come back any time to add or remove guests from the guest list or to resend email invitations.



Managing your TupperConnect™ Party continued

View Orders

The Orders page lists all orders that have been received for your party so far. Orders received at the party are listed under the Party Orders heading. Orders submitted by guests online are listed under TupperConnect™ Party Orders. For each order, the Customer Name, Date, and Retail amount is displayed.

M	MY ACCOUNT							
Party Orders								
#	Order Date	Customer Name	Retail Total					
1	Oct. 13, 2009	KELLY SHORES	\$340.00					
2	Oct. 13, 2009	LINDA VENZEN						
		Total						
Tu		Total						
	Order Date	Customer Name	Retail Total					
#	Oct. 13, 2009	LINDA VENZEN						

View Party History

The Party History page lists ALL of your Host's previous and current TupperConnect™ Party or Online Parties. Your Host can click on the **Details** link next to each party for an overview of the party details

MY ACCOUNT								
Party History								
#	Party Date	Consultant	Status	Party Total				
1	Sep. 18, 2009 - Sep. 21, 0009	Michelle Davis	Open	\$0.00	<u>Details</u>			
2	Sep. 16, 2009 - Sep. 23, 0009	Michelle Davis	Closed	\$0.00	Details			
3	Sep. 15, 2009 - Sep. 28, 0009	Michelle Davis	Closed	\$0.00	<u>Details</u>			

Note: Hosts can only have ONE active TupperConnect or Online Party at any given time.



Party Guests

Guests receive the Host's email invitation are requested to indicate whether they can attend or not.

Guests that attend the party can join you and your Host for a fun, informative, and interactive event! The retail amount of any orders placed by guests at the Host's party will help increase your Host's Party Sales.

Guests that are unable to attend the party will have the opportunity to shop for your Host's party online. If they place an order over the internet, the retail total on their order will count toward the Host's total party sales, allowing them to qualify for even more Host Rewards! Remember: For your Host to receive Host Credit for their TupperConnect online orders, the Host's party sales must meet the minimum "thank you" host gift reward level.

Please also note:

- Guests can change their reply at any time.
- Guests have the option to remove themselves from the Host's guest list. If this is selected, no
 response is recorded and the guest's name and email address is simply removed from your
 Host's list. Suggest that your Host consider this before re-adding guests that have
 disappeared from their list!
- Only guests that indicate that they cannot attend the party will be presented with the opportunity to place an order online.
- **Guests that place orders online can only do so once**. In other words, each of your Host's guests can only submit ONE online order that will be counted towards your Host's Party Sales.
- Once you close and submit the Host's party, guests can no longer place online orders to be counted towards your Host's party.
- TupperConnect[™] Party online orders are shipped direct to the customer. Shipping fees are based on e-commerce shipping rates.
- Online orders can only be accepted within 45 days of the initial party set up date.

TupperConnect[™] Parties FAQ

Getting Started

- **Q.** I have an unpaid My.Tupperware website. Can I have TupperConnect[™] parties?
- **A.** No, but you and your Hosts can use the online email invitation system to invite guests to the Host's party.
- Q. Can a Host having a party in the U.S. sell to family and friends in Canada?
- **A.** No. All regular and online customers must reside within the country where the party originates. For example, if the Host's party is in the U.S., that Host cannot sell to family and friends in Canada.



- **Q.** How do I create a TupperConnect[™] party?
- A. Click on the Start New Party button on the Party History page in My Sales. Select "Party" for the party type. Enter basic party setup information as normal. Include party description, date, Host name, street address, email address and ship-to destination. Check the combine this party with an online party box. Click "Next" and follow directions to send an email to the Host.
- **Q.** When is the best time to set up a TupperConnect[™] party?
- **A.** Enter the party in My Sales as soon as the party date is determined. This will ensure your host can use the TupperConnect™ party invitations and track RSVP responses.
- Q. Can I change party information (party date, time, location, etc.)? If yes, how?
- **A.** Yes. You can make changes to the party setup page and/or the Host can send an email to alert party guests of the change.
- Q. Where can I see total party sales for online orders and party orders?
- **A.** The Party Orders & Datings page will display a list of individual orders. For total party sales, see the Host Rewards page in My Sales.
- **Q.** What is the deadline to collect all online orders?
- **A.** The deadline to collect online orders is when the party is submitted or 45 days after the party is set up—whichever comes first.
- Q. When are online sales added to the party?
- **A.** Online sales are designed as an enhancement to help Hosts enjoy more Host Credit. Online sales will be allocated to the party sales once party sales entered reach the standard Host thank you gift minimum which is currently \$125 U.S./\$150 CAD.
- Q. What is the deadline for TupperConnect™ online party sales to count toward Host Credit?
- **A.** The deadline for online party sales to count toward Host Credit is when the Consultant submits the party, or 75 days after the party is set up—whichever comes first.
- Q. What happens if a party has not been submitted within 75 days of the initial setup date?
- A. The Consultant will receive sales credit and commission but the online sales will not count toward Host Credit.

TupperConnect™ Parties and Host Considerations

Q. What does the Host have to do for a TupperConnect[™] party?



- **A.** TupperConnect[™] Hosts will be invited to create an online account. Once logged in, the Host can send email invitations to guests and track party sales. Hosts who already have a registered account with Tupperware.com or Tupperware.ca can log in using their email address and password. Hosts who don't have an account can create one by clicking on the Register Now button and entering their name, email and a password.
- **Q.** Can you give me some tips for coaching Hosts?
- **A.** Coach your Host to collect street addresses and email address from the guests she's inviting to the party. By having both ways to contact the guests:
 - The Host can touch the guests in several different ways between the time the date has been set and the time of the party – through mailing a monthly flyer and by sending an electronic invitation.
 - If a guest cannot attend the party he/she can submit an online order for product and it will count toward Host credits, once a "Thank You" gift level has been achieved.

Encourage the Host to build a wish list to include extra items to order if/when party sales reach a higher level once they are combined with online sales. When the party is over and you enter it into My Sales, you can determine total Host Credit. If the total Host Credit exceeds what the Host ordered, you can add additional products from the Host's wish list.

- **Q.** How do I calculate Host Credit?
- A. The Host Rewards page displays the total party sales generated for this party, including the total retail amount entered on party orders in My Sales PLUS the total retail amount of internet orders placed for the TupperConnect™ Party that are entered by customers on Tupperware.com or Tupperware.ca.
- **Q.** How many TupperConnect™ parties can a Host have?
- **A.** A Host can have only one TupperConnect[™] party open at a time.
- **Q.** What information can the Host see when checking online?
- **A.** Hosts will be able to monitor RSVP responses, guest comments, and online TupperConnect™ Party sales.

TupperConnect™ Parties and Guest Considerations

- **Q.** Which invited party guests can place orders through a TupperConnect[™] party?
- **A.** Only guests who have indicated they are unable to attend the party.
- Q. How many times can the guest order online?
- **A.** Once. Guests who have indicated they are unable to attend the party will receive an email with a link to shop the TupperConnect[™] party.



- **Q.** How long will the guest have to shop the TupperConnect[™] party?
- **A.** The deadline to collect online orders is when the party is submitted or 45 days after the party is set up—whichever comes first.
- **Q.** Can a guest opt out of future party invitations and emails?
- **A.** Yes. Guests have the option to remove themselves from your guest list. If this is selected, no response is recorded and the guest's name and email address is removed from your list. Please remember this before you add missing names back into the list.
- **Q.** How does shipping work for TupperConnect[™] party orders placed online?
- **A.** Online orders will be shipped directly to the customer. Shipping fees are based on regular e-commerce shipping rates.