



Successful summer business tips

Let's face it, you joined this business for the flexibility to earn an executive income and work around your family schedule. The beauty of this business is that you can do just that! With Tupperware you can have it all!

Team building

- Stay in touch with your team. Talk to each member at least once a week.
- Have a team pot luck cook out / pool party for your July team meeting – maybe meet at a local park and they can bring their children.
- Weekly Rally Drawings for meeting people out & about... little gifts for attending rally or team meetings.
- Interview 3-7 people each week to help build your team
- **Parties:** Use quick and light summer themes. Ice cream social, flip flop party, healthy deserts etc. Keep them simple and fun
- **Sales:** \$50 or \$80 clubs- put 10- raffle tickets on a small poster board and write \$80 club across the top. Explain that when you have 10 \$80 purchases you'll put only these 10 names in a drawing for _____ something good or a 25% discount on their next \$80 order etc. Let them know that you'll give a chance for each \$80 they spend and if we fill all the tickets tonight we'll do the drawing tonight. If you have any left over mini salt and pepper shakers offer them as a free gift with a \$50 order.

Business Building/ Time management

- Make 3-5 phone calls per day – takes about 15-30 minutes
- Hold 2 parties per week – takes about 6 hours
- Tailgating Days...Tues, Wed. Thurs-Where will YOU go? Need to tailgate at least 1x a week
- Use your time effectively by getting up an hour before your children and getting all the non-phone stuff done.
- Have your children stamp your catalogs & brochures
- Take 1 hour a week to organize your party supplies / briefcase so that it is all set for the week.
- Set up office hours for yourself - you could choose an hour or two each day at a specific time and then when you are done spend the time with your kids.
- Set up one specific time each week (maybe a Thursday night or a Sunday night) to close out all of your parties and business for the week.
- Set up your time to do Tupperware and to be with your family – you don't have to do Tupperware all the time! If you do it when you set up the time to do it then you won't feel guilty or spend too much time thinking about it instead of doing it. Be in the moment of what you are doing.
- Use your voice mail to take calls when you are with your family.
- The key thing to a successful and enjoyable summer is to do what you are doing when you do it!

Vacation Tips

Are you planning a summer vacation this year? If so plan for your business too. If you are going away for a week you might want to have one power day the week before you go and the week you come back.

- Power day – one day where you schedule and old 2 or 3 parties to make sure you have the income and future dating and recruiting leads and opportunities.
- Going on a 2 week vacation? Date a least 2-4parties for the weeks you'll be away and dove tail them to your team – you'll receive 10% profit back on the party and your team will be working!
- Have a fundraiser going on to close when you return home.
- Have 2 -4 summer book parties going on while you are away and schedule a summer drop off event in your home when you get back so these hosts can come with their orders, payments and a couple of friends so you can get datings and recruit!



Successful summer business tips: Continued

14 FUN Summer Dating Ideas !!

1. In restaurants, leave a catalog on the table or give one to the waitress or the cashier. Tell her you are a Tupperware consultant and let him/her know about the specials we have now...Date a Party!!!
2. Put a piece of Tupperware in the back window of your car or on the seat beside you. Anytime someone rides with you, you have the opportunity to talk Tupperware. (One manager found a note on her car saying, "I want a party – please call!") Make your new products visual!
3. At the post office, talk Tupperware to the clerk as he/she is taking care of all your Tupperware mail. Leave a catalog, get a name and number and tell him/her you will follow up with what's new.
4. Wear your name tag everywhere – you'll be surprised how many people will remark about it.
5. Carry your loose change in Tupperware small container instead of your wallet... this is a conversation starter at ball games, picnics, the mall, etc. Offer it for DATING to all who comment!
6. Call absentee orders and say, "Since you couldn't make it to the party, I want to be sure you know how to use your Tupperware... I would like to stop by and show you its many uses and give you a FREE Summer Catalog, why not have a couple neighbors over too and earn free TW!"
7. Call your previous hosts every 2 months... you should keep them current on what's new in Tupperware – Have they seen what's new for SUMMER? Service your consumers!
8. Keep order forms and door prize slips from every party, so you can call back on guests to update. These are your future party leads. Make sure you contact past customers for SUMMER PARTIES!
9. Call on people who did not date from a party and ask them to have a few people in for their own Tupperware Deck Party, Summer Stop & Shop, Pool Party, etc. (Think of SUMMER FUN ideas.)
10. Take a walk with your children and carry the Summer Sets with snacks & cool beverage!
11. Keep the names and numbers of people who call you for misc. sales...invite them to your home for a SUMMER Mystery Host get together. Have your own easy summer party!
12. Send the new Summer flyer. In a day or two, follow up and tell them you wanted them to have a catalog and let your conversation proceed from there towards what they get for JULY datings.
13. Call Brides- to- Be (names from paper) and offer a Tupperware Bridal Shower. Contact them for a get together for this easy "alternative" shower to furnish their kitchen.
14. Friend - finding – go frequently! Be pleasant, take Thank You gift and have HGS in the car. Put you name and number on all literature, and have game/dating gifts for those who talk with you – call back if necessary. Make yourself a "Scavenger Hunt" for fun (ie. the person who is outside...)!