

Tupperware®

HOW TO HOLD A SIMPLY SALSA PARTY

In your Kit, you received this instruction flyer and the Getting Started DVD. These tools are designed to help you hold your own Simply Salsa Parties.

Party Plan Your Simply Salsa Party with Your Host:

See the instructional flier provided with your Party Planning Envelopes

Prepare for your Simply Salsa Party

You should always arrive at least a half-hour early to greet your Host, set up your product display and review the final prep checklist below.

- Do I or the Host have all the ingredients for the recipes we are preparing?
- Do I or the Host need any baking pans, potholders, paper towels?
- Did I set up the products in order of use, with ingredients?
- Do I have my recipe, Catalog and Flyer?
- Do I have antibacterial wipes or a place for hand washing?
- Did I place the food to be used into Tupperware® products?

Party Outline: (30 minute)

Step 1: Welcome Guests (5 minutes)

- Introduce yourself and thank your Host -- mention the Host Gift Special. (Dating Message)*
- Explain the experience and recipe that you'll be doing.

Step 2: Engage Guests -- Let your guests prepare the recipe and try products (15 - 20 minutes)

- Review key points of products being used and answer any questions.
- Tell guests they can earn products for free or 1/2 off when they host a party! (Dating Message)*
- Share your I-Story – Use one of the products from your kit with props to help you convey your I-Story and why you joined Tupperware. (Recruiting Message)*

Step 3: Enjoy food with guests -- Thank your Host and present a dating gift (5 - 10 minutes)

- Offer a gift to anyone who dates a party with you that night. (Dating Message)*
- "You can do this too! Based on our national party average, you can bring home over a \$1000 a month with just 4 hours a week!" (Recruiting Message)*

Step 4: Start Wrap-Up – Collect orders and payments from guests

- Ask each guest what recipe they'd like to have at their party. (Dating Message)*

Simply Salsa Recipe

Products Used

- Quick Chef
- Saucy Silicone Spatula
- Measuring Spoon Set
- Open House™ Chip 'N' Dip Set
- Tupperware Can Opener
- Chef Series™ Paring Knife (Optional)
- Fridge Smart Medium Long (Optional)

Ingredients:

- 1 medium onion, peeled and cut in quarters
- 2 cloves garlic, peeled and smashed Juice of 1/2 lime
- 1 (15 oz.) can diced tomatoes
- 1 Tbsp. Chef Series™ Southwest Chipotle Seasoning Blend
- 2 - 3 Tbsp. fresh cilantro (Optional)

©2009 Tupperware

home

Health • Organization • Money • Environment
Tupperware

Tupperware®

1. Place onion in Quick Chef with blade; cover and turn handle until onion is roughly chopped.
2. Add remaining ingredients; cover and turn handle until desired consistency.
3. Remove blade from Quick Chef.
4. Use Saucy Silicone Spatula to remove Salsa from Quick Chef and place in the Chip “N Dip, bowls.

Recipe variation: Pico de Gallo -- Substitute 3-4 medium plum tomatoes for canned tomatoes.

Share the Dream

The Dream Container is any Tupperware product filled with items that symbolize the benefits of this life-change opportunity. You can use the Stuffables 8-cup which was part of your Business Kit or any other Tupperware product you wish when sharing your I-Story with your party guests. Just like you, reasons for joining the Tupperware family are unique and special. You'll want to fill your Dream Container with items that represent what Tupperware means to you. The Dream Container will help you share your story and give the gift of this life-changing opportunity to others.

To introduce the Dream Container, say something like, “Let me tell you about my business. Inside this container are all the reasons why I love what I do.” Fill it with items like these: different version for Canada

Benefit	Example Item	Words to Say
Fun	Noisemaker	“Making money shouldn’t be this much fun!”
Flexibility	Clock	“I work my parties around my family. I love my flexibility.”
Income	Play Money	“You can turn 4 hours into a \$1000 a month.”
Cars	Toy Cars	“I can drive a dream car or earn a free car.”
Travel	Post Card or Souvenir	“With Tupperware, I can earn dream vacations and travel to exotic destinations all over the world.”
Insurance	Band-Aid	“We have MORE benefits that have so much to offer – including health insurance.”
Jewelry	Play Jewelry	“Tupperware rewards us with dazzling jewelry.”
Family Time	Family Photo	“Tupperware allows me the flexibility to be there for my children. I don’t want to miss one minute of these special years.”
Friendships	Camera	“Tupperware is like a family. We support and encourage one another.”
Recognition	Tiara / Recognition Ribbon	“Tupperware recognizes me in so many ways.”



Health • Organization • Money • Environment
Tupperware

Tupperware®

Share the Opportunity:

What are my next steps?

1. Get the Party Started!

Attend a Training Party with your Recruiter -- during this party, you will watch from a business owner's perspective and learn how to conduct your own parties.

2. Schedule YOUR first party -- invite everyone you know!

3. Build your Kit with rewards from the STAR Program!

During your first 13 weeks, the STAR Program will have you focus on individual sales and recruiting goals. Each week you meet these goals, you will earn Tupperware products or business-building tools! Qualify in each of your first 4 weeks and receive the Consistency Bonus every week after included with that week's STAR Program award. The Consistency Bonus includes 1 Chef Series™ Southwest Chipotle Seasoning Blend and 1 pack of current dating gifts to use for your upcoming parties.

Party Outline (Tips and Sample Word Choices)

Here's the party outline in more detail, including sample "words to say" to introduce each segment. Feel free to adapt the "words to say" so that they feel natural to you. Remember, you'll want to include dating, recruiting and selling messages that flow naturally. Interweave your dating and recruiting messages with each segment.)

Step 1: Welcome the Guests (5 minutes)

"Welcome, everyone, to Jackie's Simply Salsa Party. We are going to have lots of fun and taste some amazingly good food that you can prepare for your friends or family."

Introduce yourself. This introduction includes a recruiting message:

"My name is Connie Sherman, and I started in Tupperware about 3 months ago. I work full time and sell Tupperware part time. I wanted to earn some extra money, and let me tell you, my business has really soared. I love this business! Nowhere else do I get to go out and have fun preparing simple, delicious food with awesome high-quality products that make my life easier. I'd love to tell you more about the Tupperware Opportunity."

Thank your Host and mention the Host benefits

"I want to give Jackie special thanks for inviting me into her home. Jackie told me that she is working to earn Host Credit to buy an entire set of _____. Host Credit allows our Tupperware Hosts to purchase anything they'd like from the catalog, including items that are available only to Hosts -- plus the opportunity to buy items at fifty percent off. You too can host an Tupperware Party of your own and I'll treat your family and friends to a fun time and great food!"

Explain the party and the recipe

"Tonight we are going to awaken your senses with a delicious salsa recipe that's a "wow" for every taste bud. It's versatile -- you can use it as a condiment, a casserole topping, as a chip and veggie dip -- and it's simple, easy and delicious. We call it Simply Salsa, and it's just one of the tasty recipes I can bring to your home."

Step 2: Engage Guests (15 - 20 minutes)

This is the essence of the Simply Salsa Party — the recipe preparation. Tips to remember:

- Don't forget to describe the product's FAB (Features, Advantages and Benefits).
- Remember to use antibacterial wipes for you and your guests, if they participate, before you begin.

Tupperware®

- It's always fun if guests help with the recipe preparation, but many prefer to stay in their seats and observe
- Remember, your party should be all about letting them relax and enjoy themselves. If the party is loud and busy, with everyone asking a million questions — you're doing great! That "chaotic" atmosphere means your guests are having fun, which often results in higher sales, more datings and more recruits.
- Be sure to mention that the Host didn't have to prepare anything for her party: "And isn't it delicious?" • As the products are used, point out the Catalog page and the item number so your guests can note the products they are interested in purchasing. Prior to the party, flag the important Catalog pages so you can easily flip to those pages during your demonstration.
- Use your Dream Container and your I-Story to tell why you joined Tupperware.
- If you're not sure about the FAB for a particular product, check the product insert.

Step 3: Enjoy Food With Guests (5 - 10 minutes)

When you're finished with the recipe and your guests are enjoying the food, this is a great time to demonstrate any Tupperware® products you did not use during the recipes. Spend a few minutes talking about favorites like FridgeSmart® or Vent 'N Serve®... whatever products you are passionate about!

Also, this is the time to talk about sets you have to offer. You can refer to the sets in the catalog or you can have a favorite set of products for each recipe you make, or a concentrated set of products. Be creative! Thank your Host again. If you have a gift for her (this is sometimes referred to as a "hold" gift, for "holding" the party), this is a good time to present it and is another dating message for the guests.

Include a recruiting message too -- say something like, "Wasn't this fun? I just love my job. Wouldn't anyone love a business that can pay over \$1,000 a month for just 4 hours a week?"

Note: This recruiting message is referring to the fact that an average party brings in \$450 in sales. With 25% commission and a 10% volume bonus, a Consultant can make over \$1,000 a month with just 8 average parties -- which should take her about 4 hours a week. (*DIFFERENT FOR CANADA*)

Step 4: Start Wrap-Up -- Collecting orders and payments from guests

"Please, continue enjoying the delicious food you prepared. You've watched and participated as we've prepared a wonderful recipe. I've helped you keep track of all the products you love by writing them on your order form."

If you've selected one or two items, then treat yourself and let Tupperware make life in the kitchen a little simpler for you. If you selected 3 - 5 items, then you need to date a party with me and let me indulge you in some FREE Tupperware! In fact, date a party with me tonight, and I'll send you home with this Citrus Peeler to create a little magic in your own kitchen."

Now, if you've selected more than 5 items, then we need to talk about how you can do what I do. I'll be right here to tally your orders."

home

Health • Organization • Money • Environment
Tupperware