

"EVERYONE WINS" Party!

Here's How it Works:

You are hosting a party with the goal of \$1,000. Instead of inviting "guests" you are inviting "host helpers". The prizes given are the gifts that are earned with a \$1000 and 2 datings party. Your only expenses are simple refreshments, door prizes, and party favors.

Getting Started:

- Set a date and place for the party. (Do not have "host helpers" just turn in orders.) Can be held in a restaurant in an area where you have several helper prospects. Time depends on you and the participants, but a 5:00 or 5:30 start time is good for most people.
- Get commitment from 8 "host helpers" to participate. (Have your own \$150 in orders just in case!)
- Mail or deliver catalog, flyer, and order forms about 10 days before party date.
- Confirm that packet was received and reconfirm participation about 4-5 days before the party.
- Date two parties yourself just in case there are no datings from the party. (And who can't use 2 more parties, right?)
- Encourage helpers to have order forms completed
- Do not skip any of these steps!

Who to Invite:

- Personal shoppers – those who make big purchases but who do not typically hold or attend parties
- Former consultants
- Those who will not date a party
- Those who work with a number of people
- Recent hosts who can sell but don't want to party again

Before the Party:

- Simple refreshments featuring something prepared in a Tupperware product
- Display of Opportunity kit, if possible
- Display of Purchase with Purchase offers, Attendance Special, Host Gifts
- Gift for each "helper" (suggestion – goody bag with recipes, dating gift, smidget or other tiny treasure with quarter inside one, dime inside one, nickel inside one, and penny inside others, opportunity information)
- Office space – calculator, catalogs, flyers, order forms, parts book, pens, large envelope for each participant's orders, payments, etc.
- 8 order forms filled out with each of the drawing prizes (use colorful, bold pen), placed inside 5x7 envelopes decorated w/ stickers
- Door prizes
- Tickets, canister, and sign for receiving tickets. Suggestion: 1 for sales of \$150-\$174, 3 for sales of \$175-\$224, 5 for sales of \$225 or more, 3 for dating, 5 for ordering kit, 1 for bringing guest, 1 for picking up order, 1 for asking questions about opportunity

Party Agenda – 1-1 ½ Hours

- A co-host is really helpful!
- As guests arrive, welcome them, invite them to have a beverage, look at PWP's and special offers
- Work with each helper to total her orders, collect payment, get tickets, and offer PWP's. Keep each helper's orders separated in large envelopes. Write total sales on outside of each envelope. Encourage some to come early.
- Brief demo – PWP's, what's new, quick recipe, etc. (Think chocolate!)

- Dating bid – offer now through 3-4 months from now for best results, offer specific parties (kitchen makeovers, Mexican Fiesta, holiday shopping, etc.) Give extra tickets.
- Opportunity bid – Give tickets to first 6 who ask question. Ask guest to find smidget in goody bag. “This special product is to always remind you that you would be representing the best food storage product on the market. Now open it – what did you find? The penny is to remind you that there IS money in Tupperware. Who has a nickel? (5% bonus) Dime? (10%) Did anyone have a quarter? That represents the 25% commission we make on products sold & the 25% discount on products purchased for ourselves. And since you have the lucky quarter, you can add any item to your order today at consultant cost of 25% off!
- Recognition – give tickets for Helpers who brought a guest, dated, had additional of \$50 or more.
- Door Prize Drawings – Drawings are held only among those who attend.
- Everyone Wins! Fan out 8 envelopes. Recognize helpers and have them choose envelope in order of sales. Have someone draw for any participants who are not present; write name on envelope. All open envelopes at same time. Everyone’s excited! (Note – Some may swap prizes.) Have winners write names on order forms, make choices where necessary, collect payments where necessary.

A few more things –

- Ask who would like to be a helper again at a future Everyone Wins party
- Invite them to rally, host appreciation, team meeting, etc. to learn more
- Thank them for participating