Phone Finding Survey Sheet

Be sure you are "Offering Something" when you call, you do have much to offer, your service, the greatest products, Free Host gifts, recipes and ideas and information. Ask for the person by name: (Is Mrs. _____ there please?) Introduce yourself (Hi I'm _____ your neighbourhood Tupperware Consultant, I just wanted to call and introduce myself and see if I can be of service). Do you have a minute to talk to me now? If yes continue, If No ask if you can call back. Determine a time and then "mark it in your datebook" and be sure to call.

Here are some questions you can ask:

1. Are you familiar with Tupperware? Yes____ No____
2. Do you own and have Tupperware in your home. Yes____ No____
3. How much Tupperware do you own? *Under$100* .____*Over$100.*____
   A bit or a bunch .____
4. Have you ever been to a Tupperware Demonstration? Yes____ No____

5. How long since you have attended a Tupperware Demonstration? _____

6. Have you seen our latest brochure and new Catalogue?
   (Offer to bring a brochure and catalogue.)

7. Have you ever been a Tupperware host? Yes____ No____

8. Would you consider having a few friends over to see the new catalogue? You would receive free gifts, a value of over $_____ in Tupperware product, and your friends would get the opportunity to see the newest products Tupperware has to offer.

(If yes, set a date and prepare to deliver a party planner. If no, thank her and ask if there were a demo in the neighbourhood would she be interested in attending.)

Yes____ No____ Maybe_____

9. We are looking for people like yourself to work with us in Tupperware.
   Would you be interested in earning an extra $100.00 to $150.00 a week?

Yes_____ No_____
(follow up)

10.Thank her for her time