

Loretta & Cheryl Tiber's Recruiting Party Outline

Before the party...

Have your \$79 kit displayed where all can see it. Have a sign (Join our Club, \$350 value only \$79.99). I also make sure I have the welcome offer and activation offer sitting there. (*You can put it in a plain basket or in a very large cellophane bag or just on a separate table*)

Welcome to the party!

If you are doing an auction party, start giving out tupper-bucks or points or your tickets.

Greet & CLiCk with your guests. Hand out citrus peelers/gift.

Introduction: Ask everyone their name and **what they would do with an extra\$1,000 next month.**

Read the "Dream of a Job story"...do your 30 second commercial and any other recruiting bid.

Do your set demonstration! and be sure to do a quick **demo on Quick Chef** (you want to create a desire for this piece-it's in the kit) Just throw in an onion, can of tomatoes and Southwest Chipotle seasoning! Have guests try the Quick Chef and sample the Salsa!

Take a short shopping break-be sure they taste the salsa! Offer to help with orders at this time. Remind them of attendance and PWP specials!

You could also give extra auction point/bucks for questions about your job or hand-out your door prize drawing slips.

Gather everyone back together again (first 3 to sit get extra auction points/bucks!)

Pass out the Tupperware Opportunity flyer to EVERYONE!

Review the flyer -kit option A or B. Talk about the different plan options for their lifestyle.

Show kit and 'load" the host with the kit products! Quick Chef first, then say "look at all you get for and additional \$30!" since the Quick Chef is already \$49.50. This is a huge visual!!!

Optional...Offer signing bonus for tonight! Or.... 25% off your regular order (this will help out host) tonight! Tell them this is what it feels like to be an active member! You could offer a "special gift" to the first 2 to purchase the kit.

Do your dating bids. Play any dating game you may have.

Closing the party!

Now check them out (final order totals). Tell those that bought the kit how to **activate** their account and schedule their first event in the next 2 weeks!