

RECORD BREAKER

2023 **Tupperware**[®]

*Don't aim to just break
your record. Shatter it!*

Record Breaker Month

September 28th – October 25th

RECORD BREAKER

2023 **Tupperware**[®]

The countdown is on to get ready for Tupperware's Record Breaker month!
Follow these steps for success to ensure you beat your best month in October.

And remember, it all starts with a spectacular September!

SEPTEMBER:

- **BE IN THE KNOW!** Connect & attend your company sales meeting(s).
- Hold one or more Tupperware parties each week during the month of September.
- Attend your **COMPANY RECORD BREAKER WORKSHOP** the week of September 11th!
- Continue to book parties into September!
- Set two sales goals for both September and October - your **MUST HIT GOAL** and **STRETCH GOAL!**
- Recruit! Set your goal on how many **NEW CONSULTANTS** you will welcome during the months of September and October.

OCTOBER:

- **SHARE** your Record Breaker **GOALS WITH LOVED ONES** so they can cheer you along and support you all month!
- **MAXIMIZE** your calendar by dating multi-host parties, virtual get-togethers, adding your own party or two, and having at least one marathon day in the month.
- Revisit your **FRANK** list & **ASK EVERYONE** you know to be a Record Breaker Host!
- **PARTY BIG!** Party Plan all of your Record Breaker Hosts to earn a **DOUBLE HOST CREDIT** with a \$1,000 + 2 bookings or more
- Add the icing on the cake by asking those who cannot host an in-person or virtual party to be **HELPERS & COLLECT ORDERS!** A Thank-You Gift can be earned starting at only \$200.

MY RECORD BREAKER PERSONAL SALES GOAL

\$ _____
My Record Breaker sales goal

÷ \$500
= total # of parties I will need to hold:

Tangible goal and what I'm working towards!



MY RECORD BREAKER PERSONAL SALES GOAL

\$ _____
My Record Breaker sales goal

÷ \$500
= total # of parties I will need to hold:

Tangible goal and what I'm working towards!



MY RECORD BREAKER PERSONAL SALES GOAL

\$ _____
My Record Breaker sales goal

÷ \$500
= total # of parties I will need to hold:

Tangible goal and what I'm working towards!



MY RECORD BREAKER PERSONAL SALES GOAL

\$ _____
My Record Breaker sales goal

÷ \$500
= total # of parties I will need to hold:

Tangible goal and what I'm working towards!



RECORD BREAKER

2023 **Tupperware**[®]

WHO CAN I CALL OR MESSAGE TO PARTY IN OCTOBER?

- FAMILY RELATIVES (mother, mother-in-law, sisters, sisters-in-law, nieces, cousins, etc.)
- FRIENDS (thanks to the power of virtual, think of any connection, past & present, in any state!)
- NEIGHBORS (next door, behind you, even new ones in the area!)
- CO-WORKERS (current, past & even departments outside your own)
- SPOUSE'S CO-WORKERS (perfect opportunity to broaden your connections)
- CLUB MEMBERS (children's activities, PTO, lodge, card clubs, bowling, church members, fitness, ladies club, bingo, bunco, etc.)
- DAILY CONNECTIONS (hair salon, nail technician, bank employees, postal employees, lawn care, teachers, nurses, doctors, dentists, cashiers, dry cleaning, pharmacist, etc.)
- VIRTUAL CONNECTIONS (VIP Group, Instagram & Facebook Followers, connections in social groups)

If an in person or online party is not possible in October, be sure to ask if they can:

- Collect 10 orders of a specific item.
- Be an October Helper by collecting \$200 in orders.

1. Name _____	10. Name _____
2. Name _____	11. Name _____
3. Name _____	12. Name _____
4. Name _____	13. Name _____
5. Name _____	14. Name _____
6. Name _____	15. Name _____
7. Name _____	16. Name _____
8. Name _____	17. Name _____
9. Name _____	18. Name _____

RECORD BREAKER

2023 **Tupperware**[®]

I want it all!

Personal Sales Challenge to earn a big commission check + great party perks awards. Imagine the possibilities when you sell \$5,000 in October.



Book & party plan just 13 activities (Tupperware parties, hosts & helpers) in to October, and many rewards can be yours!

1 – Personal Party & outside orders	\$500
1 – Host who WANTS IT ALL @ \$1,000	\$1,000
3 – Hosts who want a HGS @ \$500	\$1,500
3 – Hosts who want a BONUS @ \$350	\$1,050
5 – Helpers & order collectors @ \$200	\$1,000
TOTAL	\$5,050

Believe in your potential and aim higher than ever before. With determination, proper planning and asking everyone to help, you can make this your best month ever in Tupperware. Go for more, shoot for \$7,500 or even \$10,000 and achieve levels of success you've only dreamed of.

RECORD BREAKER

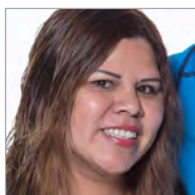
2023 **Tupperware**[®]

Tips from the Top:



Nathalie Valiquette
Business Leader
Just Believe
Northern Lights

“Record Breaker is THE time of the year to go out of your comfort zone and achieve everything you never thought was possible! Set your SMART goals and push yourself more than any other month... it’s RECORD BREAKER BABY! When your goals are set it’s easy to wake up earlier every morning and fall asleep later in the night, and even forget you are tired because you are chasing your dream! Step out of your comfort zone... if you normally offer virtual parties, offer in person parties as well. If you add three new consultants to your team every month, strive for six in October. If you generally text customers, change it up and call your customers too. Share our opportunity with at least one new person every day and hold a minimum of one party a week. Every action counts and every action ALWAYS produces results.”



Miriam Landin
Business Leader
Si Se Puede Sales
Imparable Unstoppable

In order to succeed at the Tupperware business you must focus on partying or on demonstrating our products so your clients can live the Tupperware experience. Remember that both, the products and your excellent service, are the core of this business.

- Focus on the quality of your service and your demonstrations
- Provide constant training and support to your team
- Use events for developing relationships and closing sales, demos are the key
- Automate the sales process



Emily Adams
5 Star Director
Rock On!, 2B More

“Plan to show up twice as much as you expect your hardest working team member to. Your team is likely to do half as much as you, so set your pace starting with you. If you want your managers to do 5 parties, do 10. If you want them to hit \$4k, pull in \$8k. You are the most impactful person for your team. Lead by example. Actions are louder than words. Get in the trenches with your team.”

RECORD BREAKER

2023 **Tupperware**[®]

20 fun themes to having a Tupperware Party TODAY! Have fun partying in person, virtually, or hybrid. However you party, *JUST PARTY!*

- 1. How to Charcuterie** – let's charcuterie like a champ
- 2. Mommy and Me** – kitchen fun with little ones
- 3. Meet me at Happy Hour** – pour your favorite beverage and let's unwind
- 4. Microwave Cooking Class** – learn the in's and out's to cooking with pleasure, not pressure
- 5. Grill Master** – grilling is all about proper planning, less mess, less stress, and great meals
- 6. Kitchen Organization** – an organized pantry is a happy pantry; learn the 101s of pantry organization
- 7. Healthy Living Solutions** – The smart way to store, prepare and give ease to your lifestyle
- 8. Meal Prep for your Busy Family** – Proper planning prevents.... picking up takeout
- 9. Reuse, Reduce!** – Tupperware is everyday planet friendly
- 10. Salsa and Margarita's** – chop, season, pour, and meet around your kitchen island to learn more
- 11. Pasta Night** – save time, energy, and pulling your hair worrying about dinner
- 12. Smoothies** – learn more about FridgeSmart[®] and SuperSonic[™] Choppers; your two new best friends
- 13. Champagne Brunch** – friends and a bubbly bar, YES, PLEASE!
- 14. Hostess Appreciation** – treat your VIPs like a VIP
- 15. Sundae Fun Day** – sweet treats and a topping bar, functional, and fun
- 16. Sassy Sangria Soiree** – keep it simple with something salty and something sweet
- 17. Tupperware and Bunco** – combo ~ game night and a party!
- 18. Let's Party across US or Canada** – who do you know ~ challenge accepted, let's connect across the United States or Canada
- 19. Party in a Bowl at the Ballpark** – impromptu bleacher parties at the game
- 20. Muffins and Mimosas** – get through the craziness of the week by treating yourself

RECORD BREAKER *Planner & Checklist*

HOST, EMAIL, SOCIAL NAME	PARTY DATE, PARTY TYPE	PHONE #	THANK YOU NOTE or TEXT SENT BEFORE PARTY	HOST COACHING	INVITATION or FB GROUP SET UP/SENT	CONNECT WITH HOST BEFORE DEMO	THANK YOU NOTE and POST AFTER THE PARTY	\$ TOTAL SALES and BOOKINGS

RECORD BREAKER

2023 **Tupperware**[®]

TIPS TO RECRUIT IN OCTOBER

WORD CHOICES TO HELP YOU RECRUIT AT YOUR HOME PARTIES, VIRTUAL PARTIES AND ANYWHERE YOU MAY BE! CONVERSATIONS ARE EVERYWHERE.

- “The holidays are right around the corner... looking for some extra holiday cash?”
- “Have you ever thought about doing what I do? You would be terrific in Tupperware.”
- “Life is full of opportunities, and Tupperware offers a unique chance to turn your passion into profit. Let’s work together to make your goals a reality.”
- “At Tupperware we get to party for a living. AND we are the original party company after all.”
- “With Tupperware, you have the opportunity to create your own success story.”
- “This isn’t just about selling Tupperware; it’s about joining a community that empowers you to build your own business and live life on your own terms.”
- “Would you be interested in working with a company that lets you:
 - Decide your own income?
 - Set your own hours?
 - Can work from anywhere?
 - Give yourself a raise?
 - Have the opportunity to drive a free car?”
- Remember to ask for referrals if the response to your recruiting conversation is “no”.
 - Ask: “Would someone you know be interested in hearing more?”

GET SOCIAL!

- Post a recruiting image before your online party begins and each week on your social pages. There are great options like this in TuppSocial, TuppNow, or even create your own.
- Frequently share a Facebook Live, TikTok or post a pic of what Tupperware has done for you and your family. Like adding more family time, money to pay off debt, or even how you’ve learned to cook or cook even better. Be proud consistently!