

RECORD
BREAKER

2024 **Tupperware**[®]

Let's Break Records!
Record Breaker Month

OCTOBER 2024

RECORD BREAKER

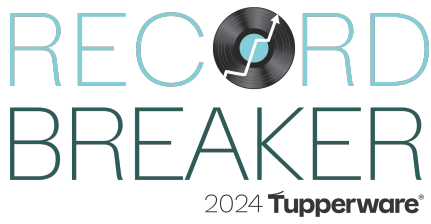
2024 Tupperware®

BOOK A **RECORD BREAKER** PARTY WITH:

Here are some ideas for people you can ask to host digital or live parties during Record Breaker. **ASK EVERYONE YOU KNOW!** Explain what Record Breaker is and what role your Hosts play in helping you break your records. Here are some people to connect with

- Friends
- Relatives
- Your past Hosts
- Neighbors
- Co-workers
- Moms of your children's friends
- School teachers
- Club & Sport league Members (PTA, Bowling, Card Clubs, etc.)
- Facebook/Messenger/IG Friends
- Hair Stylist/Manicurist
- High School/College Friends
- People who work at your Doctor or Dentist's offices
- Bank Tellers
- People at your place of worship
- People who said "maybe later"
- People who work at your local restaurants/diners

WHERE WILL YOU TAKE THE PARTY? Whether it's a digital platform like Facebook, Zoom, or Messenger, or face to face, a party can be held practically everywhere. So be creative, get connected and keep sharing the message that Tupperware is the solution!



Sept 26st - Oct 30th

MY RECORD TO BREAK IS: \$ _____

MY 2024 RECORD BREAKER GOAL IS: \$ _____

MY *Record Breaker* DEMOS

DEMO 1 _____

DEMO 2 _____

DEMO 3 _____

DEMO 4 _____

DEMO 5 _____

DEMO 6 _____

DEMO 7 _____

DEMO 8 _____

DEMO 9 _____

DEMO 10 _____

DEMO 11 _____

DEMO 12 _____

DEMO 13 _____

DEMO 14 _____

DEMO 15 _____

EVERYONE
WINS *Parties*

1. _____

2. _____

3. _____

4. _____

5. _____

MYSTERY
HOST *Parties*

1. _____

2. _____

3. _____

4. _____

5. _____

Fundraisers

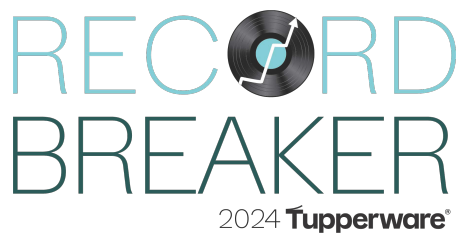
1. _____

2. _____

3. _____

4. _____

5. _____



Record Breaker 2024 SALES GOAL WORKSHEET

WHAT IS YOUR PERSONAL SALES GOAL FOR THIS MONTH: \$ _____

How many parties do you need to reach this goal? _____

Let's say your personal sales goal for this month is \$4,000

Take $\$4,000 \div \$500 = 8$ parties/demos held to achieve this goal.

Remember that once you reach \$1,500 U.S. in personal sales, you will start earning a \$50 personal sales volume bonus.

YOU TRY IT

Take your personal sales goal for the month: \$ _____ \div \$500 (party)

= _____ total parties

What will you spend your Record Breaker profits on? _____

WHO CAN I CALL?

1. Name _____

Phone _____

Email _____

9. Name _____

Phone _____

Email _____

2. Name _____

Phone _____

Email _____

10. Name _____

Phone _____

Email _____

3. Name _____

Phone _____

Email _____

11. Name _____

Phone _____

Email _____

4. Name _____

Phone _____

Email _____

12. Name _____

Phone _____

Email _____

5. Name _____

Phone _____

Email _____

13. Name _____

Phone _____

Email _____

6. Name _____

Phone _____

Email _____

14. Name _____

Phone _____

Email _____

7. Name _____

Phone _____

Email _____

15. Name _____

Phone _____

Email _____

8. Name _____

Phone _____

Email _____

16. Name _____

Phone _____

Email _____

RECORD BREAKER

2024 Tupperware®

DEMO FUN THAT *helps*
you BOOK MORE!

GET SOCIAL TO GET BOOKINGS

Share book a party post before the party!

IS YOUR
WISH LIST
BIGGER THAN YOUR
BUDGET?

why not *GET IT ALL*
for **FREE** by hosting
A PARTY?

Tupperware



MAKE CONNECTIONS

When a guest comments on your virtual party demo, or asks a question about a product, start connecting! Share how you use the product with your family during the demo and give ideas.

Ask for comments of how they could use the product with their family. Make connections! Include another Book a party post!



MATCH THE HOST

Connect with Host before the party and ask for their favorite dessert/appetizer and beverage. Make this a fun post where guests either try to guess the right answer (or do this live during your demo), or you could ask the guests to post their favorite and see who guesses one of the Host's favorites.

If Facebook live, have some fun saying "now that I know what you like," you're all set for the next virtual party, so I can help you earn Free Tupperware! Or private message those guests, sharing how you can help them get free products and you'll make the dessert/appetizer during the demo or give them a new recipe to check out!

Party fun that *helps you* date

Dating Bag

You'll need:

1. a Tupperware® product in a gift bag
2. a bowl of Tupperware keychains and/or magnets that open.

Put a "love" note in each that says "way to go! Keep this gift & I will give you your second gift this: _____ (use something you have on hand) at your party."



Say "now I know you have been dying to know about this special bag. Well, it's another special gift I have for our Host this evening. I love to shower my Hosts with gifts and this one is hers when two of you decide to invite me in for an hour of fun!"

"So, you all have your keychain or magnet and nobody opened theirs yet, right? OK, if I can shower you with gifts at your party, then keep the keychain and open it up to see the gift inside."

"Or, if you don't want to invite me over, I totally understand. Just put the keychain with the mysterious gift back in the bowl."

Good Luck Penny

Greet guests and thank them for coming to the party. Say that you want them to remember you as their Tupperware Consultant and say "here is a lucky penny." Tell them to hold onto the penny.



During the party say "I gave each of you a lucky penny. You can do one of three things with it:

1. keep it for good luck
2. use it to take a penny off your order
3. Purchase a gift from my dating basket for a penny and receive that product at the party you host."

"And remember, it just makes 'cents' to host a party and earn FREE or half-price gifts!"

Roll the Dice

Bring a basket of nice Tupperware and put it on display but don't talk about why it's there. Have each guest roll the dice then ask them to write the number on their order form and circle it.

Each time a guest rolls the dice, get all excited about the number they rolled. Say something like "oh, you're going to love that number! Write it on your order form and circle it!"



Later in the party say "ok, you all know the number you rolled? That's what you'll pay for any item in my basket when you decide to have me and a few of your friends over for an hour of fun and shopping when you pick one of my preferred dates."

Match the Host

Part 1: Ask each guest to write their: favorite dessert and their favorite beverage on a piece of paper.

Determine which guest's preferences match the Host's preferences. Give a ticket for a drawing or a prize to the winners.

Part 2: Next, have guests make a list of everyone they know who lives within 30 minutes of their home. Give tickets or a prize to the ones with the most and the least.

Part 3: Now say "everyone, you have just planned your next Tupperware party! You have something to eat, something to drink and people to invite — we just need to set the date! I'd love to help you earn FREE and/or half-price Tupperware® products."

The *Dating Waltz* Filling your calendar

Hi Mary! This is _____ from Tupperware. October is our annual Record breaker Month and we have amazing offers for everyone that participates. I'm in a challenge today to talk to ____ people and share the information. Did I catch you at a good time?

First, we're looking for people that might be interested in earning some extra money for the holidays, or joining our friends and family discount club. Do you know anyone that might be interested in earning extra money and getting Tupperware at a wholesale prices for personal use?

If they say THEY are interested—

Great! Can I message you some of the printed information and help you get started?

If they refer someone—

Wonderful. Mary, if _____ decides to join my team, would you host an activity to help her get started?

If no—

That's okay. I'm also looking for people that would be interested in hosting a get together to earn FREE Tupperware. During the next few weeks, when you host an average party, you would receive \$150+ in Tupperware for FREE! And with a grand party, you would receive over \$300+ in Tupperware for FREE! Could you get excited about that?

If yes---

Thinking of your friends, which would be better, _____ or _____. (give two choices) A Thursday? I have Oct 7 or Oct 14 open. Which would be better? Do you want 6:30 or 7pm? (Make sure to offer choices to zero in on the date, date, time)

If no---

That's okay! Maybe you'd like to be one of my helpers and still earn some free items. I'm looking for people that would like to _____.(share which helper options you have chosen)

If yes---

Great! Can I come by and bring you a packet tomorrow, (If your schedule is tight, tell her you will mail it. Then call in a few days to make sure it has arrived)

If no—

I understand! May I send/email you one of our flyers so you can at least see our customer specials?

If yes--- Wonderful! I'll pop that in the mail today. (If you've decided to have an event like a mystery host, or fun night, include information with the brochure and then follow up)

To close---

Mary, thank you so much for helping me with my contact challenge today. I'll talk (or see) you soon!

7 WAYS TO DATE NEW PARTIES NOW!

1. **Get your Catalogs out there!**

Tupperware spends a lot of money creating our most important marketing tool – the catalog. Get it out there and it will bring you party datings when you follow up!

Here are some ideas –

- * Give to friends, family members, co-workers, neighbors – be sure your info is on the back. Ask them to always share your name with others.*
- * Teacher's lounge at schools*
- * Employee lunchrooms*
- * Hair Salons, Laundries, community bulletin boards*
- * Receptionist at the Doctor, Dentist, etc.*
- * Your T zone – neighbors to your right, left and in front – include a coupon for 10% off of an item when they date a party or their first order.*
- * Anyone who works in large offices, factories, etc.*

Remember where you placed these and re-contact frequently with new sales brochures

2. **Throw Yourself a Party (easiest dating!)**

Find a reason to host a party in your own home (new products, special events, etc.) and invite everyone you know to come help you celebrate! Offer incentives if they bring guests. Host it as an open house to increase attendance. Have a large calendar on a table with the upcoming dates highlighted that you want parties. Have a special gift for dating on those days!

3. **Get Yourself Out there!**

If you are face to face with people, they will catch your enthusiasm and want to share it. Ideas to get out and meet new customers!

- * Booth at school fairs*
- * Booth at local street festivals*
- * Carry catalogs with sticky note on each!*

Start conversations everywhere. Ask if they would like a “free” catalog. Ask them for their name and # so you can call them to see if anything caught their eye. Keep the sticky note and follow up.

** Be your own BOSS – Look before you leave the house- Would you do business with you? Don't forget to wear your smile!*

4. **Advertise!**

Get the word out to people who need to know about you!

Here are some ideas:

- * Facebook page*
- * Make sure all your catalogs you give out have your name, phone number and website on them*
- * Church bulletins*
- * Alumni newsletter, class reunion updates*
- * School football calendars, drama and musical programs*
- * Business cards – get them inexpensive from*

7 WAYS TO DATE NEW PARTIES NOW!

- * Vista Print –they have our logo.

5. Think of some new places to host parties –

A party can be held everywhere – not just in a host's home – be creative -

- * Host an office party during lunch or after work – make a microwave cake and they will come!
- * Restaurant party – many of them have a room you can use as long as you buy food.
- * Park parties – good for Mom's with kids
- * Multiple host parties – two or more hosts have their parties at the same place and time – each has their own group of guests come.
- * Host a party before or after a PTA meeting, clubs, any organization meetings
- * Bingo Party at a restaurant, club house, rent a room.

6. Make your party a Dating Event!

- * *Make your party fun so guests want to come to another one.*
- * *At the beginning of each party, thank the host and all of the guests also encourage each of them to have a show so they can get a Free Tupperware and have Fun!*
- * *Offer “instant” dating gifts as a bonus on the days you need to fill.*
- * *Have your date book highlighted on the days you want to date parties.*
- * ***When demonstrating the Host Gift Specials, be sure to say: “With \$500 and 2 parties dated tonight, _____ (host) will be able to select this as one of her gifts! When you date a party you could get this gift also!”***

7. Use one of these other ideas:

- * *Include a business card or monthly brochure with all your bill payments.*
- * *Participate in school programs, volunteer to help – networking is free!*
- * *Go to your kids events with Tupperware materials ready to give out– most groups need funds and don't even know you can offer fundraising.*
- * *Carry a notepad to jot down names and numbers.*
- * *ALWAYS carry catalogs, recruiting materials and one or two complete party plan packs with you – You can date and party plan a party immediately!*

**REMEMBER THERE ARE ONLY TWO PLACES TO DATE A PARTY
– AT A PARTY OR AWAY FROM A PARTY! JUST ASK!**

Use ESP – Every Single Person, Every Single Place!

Pick a Theme for your Super Fun Tupperware Party!!

Healthy Eating Solutions!

Chicken & Potatoes or
Salmon & Asparagus in 8 Minutes!



Meal Prep Made Easy!

Save Time and Money



Let's Bake A Cake!

Make a cake in 10 minutes!



Pajama Party!

Popcorn or Pizza Rolls



Fiesta Night!

Salsa & Guac!



Pressure Cooker Meals made Easy!

BBQ Shredded Chicken
Sandwiches Cheeseburger Pasta
Or Chili in 30 minutes or less!



Weird Science Party! Grill in your Microwave!

