

Dating: The How-To Guide

First—know what hosts can get for free (take a look inside this bulletin to refresh your memory). Remember that you are never *asking* for a favor, you are offering FREE TUPPERWARE!!!

Second—know what dates you are available. Open up your date book right now and highlight the days that you can do parties. Remember that you always want to date in close so pretend to yourself that you are leaving for a one year vacation in four weeks and couldn't put in a party after your departure date! Put a paperclip on that page of your date book so that you won't go past it!

Tell about the free gifts—be excited! The host offers we have are the best! Add up how much a host can get for having a \$500 + 2 party and you will be amazed!

Offer a date and then wait—remember to offer a ridiculously close date first (like tomorrow!).

Don't take the first no for an answer! How many times do your kids ask you for the cookie they want? No—I don't mean that you want to be annoying! I mean that most often "no" is a knee jerk reaction. Ask this question..."what would it take for me to change your no into a yes?" You'll be amazed at the answers you hear.

Make an "ask" out of yourself

1. Ask everyone.
2. Ask everyone you meet. Always ask the people you meet for their phone number so you can get back to them.
3. When you have a demo and you still need more datings, personally deliver the customer's orders to ask them about a demo and for the names and numbers of others that would like to get FREE Tupperware.
4. Call past customers, ask for referrals.
5. Offer a special gift for dating into the next two weeks.
6. Get names and meet new customers at flea markets, fairs, home shows, or any other activity where you can set up a booth. (*Make sure Evening Star Party Sales has approved your booth.*)
7. Knock on doors in nice neighborhoods.
8. Ask local businesses if you can do a lunchtime demo. Date with the people you meet.
9. Go Tailgating. Meet lots of new people, have them fill out registration cards, and then follow up.
10. Use the newspaper to get names of new brides and new mothers...They need Tupperware.
11. Mail out monthly brochures to people in the same neighborhood.
12. Follow up on every mail contact, conversation and catalog that you mail. Your paycheck is not dependant on the teaser fliers that you mail, but on the follow up phone calls that you make. Your chances of dating a party are TEN TIMES greater when you call a couple of days after you send something in the mail.

Be excited,
tell what's new,
make it an event,
tell them what they will get,
let them know it would help you,
and always...
try to recruit them!