

INSTANT TUPPERWARE PARTY

HI, THIS IS _____, YOUR TUPPERWARE CONSULTANT. I've been challenged to date an INSTANT PARTY! Can I tell you about it? You've heard of INSTANT COFFEE, INSTANT OATMEAL, & INSTANT PUDDING ...RIGHT? Well, now it's INSTANT GIFTS for YOU!! Just for having a few friends over for about 45 minutes of instant fun, you'll receive any item out of the catalog for 1/2 price. With sales of JUST \$175 you can also choose \$95 worth of product for Just \$20! I'll also have a great attendance special for you and all who attend!

Now, before we set a time to do this, let me tell you what you might say to your friends when you call them. "Hi _____ this is _____, tomorrow at _____ I'm hosting an "instant" Tupperware event. What are you doing tomorrow at _____? It will only last about 45 minutes and will be lots of fun. Do you have anything instant in your cupboard like instant pudding, jello, soup, etc? GREAT, bring it to my house tomorrow at _____ for something fun! "

Doesn't this sound exciting and fun? All we need to do is pick a time within the next 24-48 hours, INVITE your friends instantly and I'll even make you an INSTANT DESSERT (ie: Rockin' Cobbler in 5 min.!)! What's better for you, tomorrow morning/afternoon/evening? GREAT! See you then.

Make sure you offer the next TWO DAYS. If they cannot date within 48 hours, date into following week!!

ie: I understand that the Instant Party isn't good for you this week... HOW IS TUESDAY OF NEXT WEEK? (stay quiet and WAIT for them to respond)

Why does this work so well? Think about it. When you ask a friend to go shopping at the mall, do you ask her to go a month in advance or a day before? This same principle applies to inviting guests to a Tupperware party. Try this. It really works! (If you lose a party or need an extra party, try this anytime.)

INSTANT PARTY "HOW TO"

Everyone brings something "instant" to the party. You then play the following game...followed by an "instant" demo of new products and offers.

"INSTANT" POINT GAME"

If you purchased the instant item just for the party.....	300 pts
If you need to add water to it.....	100 pts
If the price is on it.....	300 pts
If it's something you eat at least once a week.....	300 pts
If it costs over \$1.50.....	300 pts
If it costs under \$1.50.....	100 pts
If it's in glass.....	200 pts
If it's in plastic.....	100 pts
If it's in paper or a carton.....	50 pts

Have them total their scores and if they'd like to take a different instant food home have them place their instant item in a pile. Whoever has the largest total gets first choice of the instant items to take home. The next highest gets second choice, etc. until all have instant item.
Person with highest points gets a prize!

