



Word Choices to overcome Recruiting Objections

Objection ***"I won't be comfortable in front of people demonstrating Tupperware."***

Response *"I understand how you feel, I felt exactly the same when I started my business. I will help you develop your product skills. Say... why don't you come with me to my Party tonight and I'll be able to show you how easy it is to demonstrate Tupperware. In fact I have an activity I'll play with the Guests where they do most of the demo. That's how I learned to demonstrate Tupperware!"*



Objection ***"I don't even know enough people to invite."***

Response *"You, me and a couple of neighbours or friends and family would be great. My main objective, at your Grand Opening is to Date Parties for you and demonstrate your kit."*



Objection ***"I already have a part time job."***

Response *"That's great! But, with Tupperware you can make a lot more per week. And your business is flexible...It can work around your job to supplement your income. Plus you already have a terrific source of customers waiting for you which will help you Date more parties."*



Objection ***"I've heard you can't make money with Tupperware."***

Response *"I heard the same thing before I joined Tupperware. Tupperware Consultants can earn over \$100 or more on an average Party for 2 -3 hours of your time. Let me show you how to be successful."*



Objection ***"I'm not a salesperson."***

Response *"I felt the same way. I had never sold anything in my life. But I found that through the help of my Manager, other Consultants, and my Tupperware Distributor, I was able to develop skills I never knew I had."*



Objection ***"I'm not sure."***

Response *"I'll be in your area tomorrow and Thursday, let's schedule some time together so that I can provide you with more information with absolutely no obligation on your part. I would like to share with you all the wonderful new products and programs Tupperware Consultants have to work with today."*



Objection ***"I really need to speak with my husband before I decide."***

Response *"I understand perfectly; when would be a convenient time so that I might meet with the both of you? I'll be in your area tomorrow and Monday. In the meantime why don't we schedule a Party so you can receive all the great Host offers!"*