

The 6 Step Dating Technique

1. Ask 2 questions you're sure will be answered "yes".

- *"Mary, did you enjoy yourself tonight?" (response) "Did you learn a few new ideas that will help you save time in the kitchen?" (response)*

2. Invite the person to have a Tupperware demonstration.

- *Mary, I'd love to have a demonstration with you so you can receive that set of Tupperware you had your eye on."*
- *"Thank you for coming to the demo tonight. I would be honored to come to your home and show your friends the latest and greatest in TW."*
- *"I would love to show your friends what's new in Tupperware. Let's gather around your kitchen table ... it will be quick and fun!"*
While you are smiling, nodding and reaching toward a guest, say: "I would love to have a Tupperware party with you! Are you thinking about it?"

3. Listen to the response

- *See attached info with common responses.*

4. Acknowledge the response and confirm interest. (Smile and nod your head.)

5. Overcome concerns by emphasizing benefits.

6. Offer a choice—day of week, date, time of day.

- *"Thinking of your friends, are there any evenings or days that would not work for you?"*
- *"It looks like I still have Friday the 20th completely open. Would that work for you or would Monday be better?"*