

# Telephone Magic Or How to Date Parties on the Phone

THE PHONE RINGS

You smile—\*BIG NORWEGIAN SMILE\*

She: Hello?

You: H \_\_\_\_\_! This is \_\_\_\_\_ from Tupperware.... ( or, you remember I met you ... or, it is the policy to service customers) and I just called to .....(use 1 or 2 of the following)

1. Get acquainted....
2. Tell you what's new in Tupperware ...
3. See if you were satisfied with your Tupperware.....
4. See if you need service on your Tupperware...
5. See if you're ready to date your Tupperware party...
6. OPTIONAL: See if the baby's here yet? Kids better? You're well now?

She: O. K.—not O. K. ... (Don't listen to her if she says "NO")

PROCEED

You: Have you got a minute to chat? Or.....Am I calling you at a good time?

She: Yes or No (If "No", ask, "May I call back in an hour or so? Tomorrow?")

If she answers "YES")

PROCEED WITH ENTHUSIASM

You: We have the most fantastic gift for dating a party soon—\_\_\_\_\_AND an unbelievable Host Gift Special for only \$400 & 2 datings .....AND you'll be thrilled with all the new Tupperware! Your friends will really want to come! AND I'll have lots of:

(USE 1,2 or 3 of the following)

- |                          |                      |
|--------------------------|----------------------|
| 1. Recipes ... easy ones | 4. Time Saving Tips  |
| 2. Entertaining ideas    | 5. Money Saving Tips |
| 3. Gift Ideas            | 6. Space Saving Tips |

She: (Speechless—or, if she says anything negative, DON'T LISTEN) PROCEED

You: Thinking of your friends, when would you like to get your group together, Tuesday or Wednesday? Afternoon or evening?

She: I would like to check with my friends first.

You: Great! However, I find that it is better to have a date in mind because it's easier for your friends to say whether they can come.

She: I don't know

You: Well, why don't you take Tuesday or Thursday? They are both great days for a Tupperware party!

She: Well, I'm busy on Tuesday.

You: So, let me help you plan your party for Thursday. I know when you start inviting, you'll get really excited because everyone needs more Tupperware. They never really have all they want. By hosting a get-together, you will earn so many great gifts and we'll have a lot of fun.

She: Thursday might be OK

You: Fine—Thursday at 7:00 pm—I'll be over this afternoon to give you your party packette. See you later