

Tammy Tupperware/Mary Mall - A Recruiting Game for Parties”

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This is a great visual to show the power of the 25% commission and the 10% volume bonus in a fun & interactive way at a Party! It's also a good example to show the earning potential of a Consultant holding just 2 average parties per week. Have fun and add your personality and enthusiasm to the game. It is fun!!

You will need:

15 – fake \$100 bills

2 – Volunteers (note: your two volunteers get a keychain, small gift, tickets or extra auction \$\$)

Steps of the Game:

Do this at the end of the party right before your last dating bid. You want to make sure you get the people who came late and before anyone leaves early! Possible word choices are in **bold**.

1. *Set up the demo by asking your party guests:*

“What they would do with \$1,000 extra this month?”

Let a few guests say what they would do. Then tell them,

“I’d you would like to show them how they could make \$1,000 with Tupperware in just one months time!!”

2. *Ask for two volunteers*

“One of your volunteers is named “Tammy Tupper” and the other is named “Mary Mall.”

3. *Explain to your guests:*

“Tammy Tupper will become a Consultant tonight and Mary Mall will be hired at the Mall.

Both ladies will work 2 days per week. Tammy Tupper will hold 2 parties per week requiring approximately 2-3 hours. Mary Mall will work 5 hour shifts each day and will be paid \$10 per hour.”

4. *Ask Tammy Tupper to pick 2 party days and hand her \$100 for each day*

“Tammy Tupper, choose 2 days per week that you would like to work (party). Our national party average is \$400 and you make 25% or \$100 per party.”

5. *Tell Mary Mall that she is working 2 days this week, you pick the days and hand her \$100*

“Mary Mall – you’re going to work on Friday and Saturday this week. I hope you didn’t have any plans.”

Repeat this Step 4 and 5 for 3 more times (3 more weeks).

6. *Count the earnings: At the end of the 4 weeks have each count the money. Mary Mall should have \$400. Tammy Tupper should have \$800.*

“Mary Mall – you’ve done a great job and will be our Employee of the Month.”

“Tammy Tupperware – you’ve done a wonderful job selling \$3,200 in one month.

Because you did such a great job; you will receive a \$320 BONUS for your efforts.”

7. *Count the earnings + bonus. Have Tammy Tupper count her \$100 bills now. She should have \$1,100.*

8. *Hand each party guest a recruiting flyer and say to the guests:*

“You can start your business tonight with either kit and start working toward your \$1,000/month TONIGHT!! You can bring the form to me at checkout and I’d be happy to answer any further questions regarding how to join Tupperware at that time.”

Have each guest bring the form back to you regardless for extra TupperBucks, tickets, etc. That way, you have a chance to talk with each guest regarding the Opportunity.