

FULL CIRCLE ENTERPRISES

You have joined a family of individuals who are dedicated to making Tupperware customers their #1 priority. Welcome to the Full Circle team!!!

Our goal at Full Circle Enterprises is to continuously support our sales force with products, service, promotions and training you need in order to exceed your customer's expectations, and build a successful business.

We believe our partnership is built on honesty as well as fairness. It is our hope that you will be proud to be a part of Full Circle Enterprises.

General Information

Mailing Address – Full Circle Enterprises
3305-103 Durham Drive
Raleigh, NC 27603

Telephone –
Office – (919) 772-7097
Mobile – Debby – (252) 258-6524

E-mail- FullCircle@my.tupperware.com

Web Address – www.fullcirclesuccesscenter.com
www.my.tupperware.com/FullCircle

Office Hours- Monday & Friday
10:00 am – 2:00 pm

- Sales supplies should be ordered online. Catalogs, order forms, and monthly flyers will be available at the sales rally meetings. We will also keep those items in stock for your emergency situations. A price list is available online.
- All orders may be entered online or called in to Customer Care at 1-800-818-1138 (English) or 1-877-437-1610 (Spanish).
- Web order entry assistance and all order related inquiries are handled through Customer Care at 1-888-921-7395.
- Cumulative retail sales of \$250.00 in four consecutive months are required to remain an active consultant with Tupperware.

Important Things You Need to Know

ACTIVATING YOUR ACCOUNT—Log into www.my.tupperware.com. At the top of the page click “Sign On”. You will be asked to select the level you desire for your personal website. Follow directions from there.

We also want to ask you to join our Full Circle Enterprise Group (not the page) on Facebook.

SALES MEETINGS – Sales meetings are held regularly for the purpose of training, information, recognition, etc. Always check the calendar under Files in our Full Circle Enterprises Group on Facebook for exact dates, times and locations. The recognition, know how and excitement shared at the meetings allow each consultant to grow their business and continue to be a success! Business attire is appropriate and no children please.

ATTIRE – Most people determine in a split second whether or not they will listen to a sales person. Your first impression may be our ONLY impression. It is advisable and strongly recommended that you dress professionally in all business settings, to include demonstrations and sales meetings.

DEFECTIVES—Most Tupperware products are guaranteed for a lifetime against cracking, chipping, peeling and breaking. Details about how to service customers with these items can be found under My.Tupperware

SUPPLIES—Supplies—Catalogs, order forms, flyers, etc. are ordered online. Also supplies are available for purchase at our Tupperware Training Center

HOW DO YOU GET PAID –Everytime you hold a party or sell a piece of Tupperware you immediately get paid. Here is how the system works. We will use as an example a party with sales of \$400.

Example #1 - Everyone at the party paid with checks and cash. You will deposit the entire \$400 plus the shipping and tax that you collect in the bank. When you place your order and get ready to submit it. The screen will show that you owe Tupperware \$300 (75% of \$400) plus the shipping and tax that you collected. They will deduct that amount from your checking account using your debit or Tupperware card. That will leave \$100 in your account and that is your commission—you just got paid!!

Example #2—At the party, \$300 was paid in checks and cash and \$100 was paid with credit cards. Deposit the entire \$300 plus the shipping and tax into the bank. When you submit your orders, you will enter the credit card payments online. When you are ready to submit the entire order, the screen will show that you owed \$300 plus the shipping and tax, but that you have already submitted credit card payments of \$100. Therefore, you now only owe Tupperware \$200 more—that is the amount that will be deducted from your account—leaving \$100 in your account.

Example #3—At the party, everyone pays with credit cards. When you submit the orders and the credit card payments, you will have overpaid, because you only owe \$300 and you have paid \$400. Tupperware will refund you your commission in the form of a check or deposit it into your account using your Tupperware card.

TUPPERWARE CARD –This is a card supplied by Tupperware to use to pay for your orders. It is attached to your primary checking account that you use for your business. By using this card, you get refunds, commissions, etc. quicker and you also accumulate points to earn free supplies. You can set up your card by going online to my.tupperware.com.

PARTY LINE-UP—Each week you will want to contact your manager or director and report your three week party line-up. You may also enter this information online.

WAYS TO DATE PARTIES

Send a catalog or call a co-worker that has moved.

Send a catalog or call another direct sales consultant for whom you've attended a party.

Place a catalog in the teachers lounge at your children's school.

Place a catalog in the employee lounge or lunchroom where you work.

Ask your husband to place one at his place of employment.

Do the same with other friends and relatives.

Hold an Open house

Set up a booth at the school fair or craft show

Include a business card and/or coupons & a flyer when you pay your bills.

Advertise in the local community newspaper. Most allow free classified ads.

Advertise in your alumni newsletter.

Advertise in your children's school programs and/or those of nearby schools.

Give a catalog to the receptionist at your doctor, dentist, or lawyers office.

Call past hostesses

Put catalogs in your neighbors doors.

Ask each of your friends-it's amazing what they will do for you if you tell them you need their help.

Advertise in your church bulletin.

Take samples and/or catalogs to every social meeting or function.

Host an office party or lunchtime show at the workplace of one of your friends or relatives.

Host a demonstration immediately before or after a PTA/PTO meeting.

Host your own demonstration.

If you are new to your business, host a grand opening party.

Contact the local Welcome Wagon regarding having your business card inserted in their packets.

Set up a display at a craft fair.

Talk to ANY ORGANIZATION OR school about having a fundraiser.

Hold a Mother's Day shopping open-house for all the men you know, or from your neighborhood.

Wear your name tag or an "ask me" button

Cold calling from the local phone book.

Random mailings to local addresses. Postcards are inexpensive!

Mention hostess benefits repeatedly during a demonstration.

At the beginning of your party, mention your hostess' personal goal for that evening.

Share the upcoming week or months specials to encourage datings.

At the end of the party, be sure to mention how much your hostess earned by having her party to each and every guest.

Party Planning

Party Planning is an extremely important part of our business. The success of the party greatly depends on how well you plan it. Begin trying the techniques listed below and watch your party average go up!

- 1) Get the Host excited about the Host Offers. Have her set a goal and put it in writing.
- 2) Have Party Planning Packettes on display at parties, and on hand at all times. You never know when or where you may date a party.

ITEMS TO INCLUDE IN THE PARTY PLANNING PACKETTE

2-3 Catalogs
5-7 Order Forms
2-3 Monthly Flyers
Recruiting Information
Any Bonus Flyers

- 3) Discuss four main details with your host.
 - Attendance – Encourage at least seven guests in attendance
 - Outside orders—Coach her about “Tupper Connect”
 - Datings waiting
 - Refreshments and format of party
- 4) Always try to date in close (within 2-3 weeks) if possible – sometimes parties planned and held in a week or less are your best!
- 5) When you get home, immediately write a thank you note showing her how much you appreciate her dating – drop it in the mail that night or the next day. This will lock in your dating.

Dear _____

Thanks so much for dating your Tupperware party with me on____. I am really looking forward to meeting all of your friends and I am especially excited about helping you earn the_____you are wanting.

I will plan to see you on_____at_____o'clock and if I can be of any help to you before then please let me know. Again, Thank you for being a special host.

Tupperly,

Name
Phone Number

It's fun . . . It's easy . . . It's profitable . . .
To have a Tupperware party!

Be a STAR and follow the steps to a successful party . . .
(You'll receive a gift from me for each star!)

* Have 10 or more adults in attendance.

Start inviting RIGHT NOW! Tupperware parties are my business, so please let me know by 6:00 pm tomorrow if the date we selected is not suitable. We can choose another date, and someone else can take this one.

THINK BIG – Invite 40 people. There are always last minute cancellations, so invite extra and tell everyone to bring a friend.

WHO TO INVITE ... Friends (from everywhere) – Business contacts – Relatives (his and yours) – Club and Church Members – Mothers of your children's friends – Neighbors (old & new)

HOW TO INVITE... With just a simple phone call

Question: Hello, Joan! What are you doing Tuesday evening (or ???)

Answer: Nothing that I know of.

Statement: I'm having a Tupperware demonstration Tuesday and I plan to have 15 people at my party ... you are one of the first I thought of inviting. I knew you'd want to see everything that's new.

Answer: Sounds like fun – I love Tupperware

Try to get a definite YES or No at the time you invite your friends. Let them know they can receive gifts too!

* For every \$100 in pre-paid outside orders at the party.

Have your friends bring pre-paid orders with them.

Ask those who cannot attend if they wish to place an order

* For every "dating waiting".

Have the name & number of a friend who would like to have their own demonstration waiting for me when I arrive.

* Serve simple refreshments ... something salty, sweet and something to drink!

Your enthusiasm will make your party a success!!

Completing order forms:

Add the total price of the items together

ADD **10%** for shipping or the \$4.50 minimum

Example— \$30.00 product total—shipping would be \$4.50

\$50.00 product total— shipping would be \$5.00

Add _____% for sales tax.

Total—Collect payment in the form of Cash, Check or Credit or Debit Card

Frequent Questions:

Does everyone have to pay shipping? YES

How long does it take to get order back? 2 weeks from CLOSE of the party

Can I pay with Credit or Debit Card? YES

MasterCard, Visa, Discover, Cash or Check written to _____

HOSTS EARN THE FOLLOWING GIFTS:

Party Sales of \$275—\$499.00—Earns choice of our Thank You gifts, one regular priced item from the catalog at half price and 10% of the product sales in FREE regular priced Tupperware items of host choice

Party Sales of \$500—\$999—Earns choice of our Thank You gifts, two regular priced items from the catalog at half price and 15% of the product sales in FREE regular priced Tupperware items of host choice

Party Sales of \$1000 & more—Earns choice of our Thank You gifts, three regular priced item from the catalog at half price and 20% of the product sales in FREE regular priced Tupperware items of host choice

simply salsa

1 medium onion (peeled and cut in half)
2 cloves garlic (peeled and smashed)
Juice of 1/2 lime
1 (15 oz.) can diced tomatoes
1 Tbsp. Southwest Chipotle Seasoning
Garlic salt to taste

Place ingredients in Quick Chef with blade. Turn handle until desired consistency.

Optional Ingredients

2-3 Tbsp. fresh cilantro.

Recipe Variation: Add 1 (15 oz.) can black beans to salsa mixture. For spicier salsa, add sliced jalapenos or hot sauce.

fruit salsa

1 large Granny Smith apple,
2 kiwi fruit,
1 banana or 8 strawberries,
1 tbsp apple jelly or brown sugar, optional.

Core & quarter apple. Chop about 5 times in Quick Chef.

Add hulled strawberries & peeled kiwis.

Chop about 3 times in Quick Chef.

Add jelly or sugar, if desired.

GREAT with cinnamon chips or cinnamon graham crackers !!

apple salsa

2 red apples
1 cup seedless green grapes
1 cup canned mandarin oranges
1 cup strawberries
 $\frac{1}{4}$ cup apricot preserves

Quarter and core apples. Chop in Quick Chef. Add everything else. Chop to desired consistency.

cinnamon chips

10" flour tortilla, cut in strips
1 tbsp sugar
2 tsp cinnamon vanilla spice

Mix sugar & spice in bowl.

Spray tortillas slices w/ nonstick cooking spray - on both sides.

Place in bowl & shake.

Lay strips on baking sheet. Cook at 300deg for 6 minutes, until golden brown.

Things to take to the party!

An excited and positive attitude!!!

Catalogs

Monthly sales brochures

Order forms Folders—

optional

Pens

Paper

Datebook

Calculator

Money bag with minimal change

Party Planning Packettes

Recruiting information

Door Prize Drawing Slips

Door Prize

Dating and conversation gifts

Host Challenge gifts

Table cover

Tupperware products—focus on set selling

 Monthly featured product

 Purchase with purchase items

Host Gift Specials

PARTY OUTLINE

1. Arrive 1/2 hour before the party.
2. Set up an attractive, balanced display, placing larger items in the back.
3. Greet guests.
4. Start the party on time.
5. Introduce yourself. (Build rapport, recruiting bid, dating bid)
6. Thank the hostess.
7. Conduct an introductory activity.
8. Play games or party activities, if planned.
9. Demonstrate the Tupperware brand products.
10. Explain Host benefits - 1/2 price items, Host Dollars and Host Gift Specials.
11. Have a door prize drawing.
12. Show kit flyer and invite them to join your team.
13. Pass out catalogs and order forms. Explain the order form.
14. Invite guests to table shop.
15. Leave room and find appropriate place to assist guests with their orders and schedule their own parties.
16. Party plan with guests who dated parties.
17. Total sales and datings. Help the host select her gifts or set a time to call back to close the party.
18. Leave early.

Name _____

Address _____

Phone Home _____ Other _____

Email Address _____

Would you be interested in having a get together to receive FREE Tupperware?

Yes _____ No _____ Future _____

Would you be interested in earning \$50-\$75 for 2-3 hours work?

Yes _____ No _____ Future _____

What item would like to know about if it were to go on sale

Name _____

Address _____

Phone Home _____ Other _____

Email Address _____

Would you be interested in having a get together to receive FREE Tupperware?

Yes _____ No _____ Future _____

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Yes _____ No _____ Future _____

What item would like to know about if it were to go on sale

Your new recruit said YES, now what?

- 1. Complete the registration form—make sure the questions at the bottom are answered.**
- 2. Explain that the kit will arrive in 3-4 business days.**
- 3. Let them know that they will be receiving a phone call, email, letter, etc. from your uplines. Tell them their names.**
- 4. Give them a current catalog, sales flyer and order forms.**
- 5. Share our www.fullcirclesuccesscenter.com website with them.**
- 6. Invite them to attend the next upcoming event with you.**
- 7. Set a date and time for a “Business Launch” or “Grand Opening”.— approximately an 1—1 1/2 hour time frame**
- 7. CALL YOUR UPLINE MANAGER AND DIRECTOR - they will assist you in conducting the business launch. Your director will also do some preliminary set up work for your new consultant.**