

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.
6. Thank the hostess.
7. Give gifts to guests who brought friends with them.
8. Conduct an introductory activity.
9. Play games or party activities, if planned.
10. Demonstrate the Tupperware brand products.
11. Explain Host benefits - 1/2 price items, Host Dollars and Host Gift Specials.
12. Have a door prize drawing.
13. Pass out catalogs and order forms. Explain the order form. Remind guests of the Lifetime Warranty.
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.