

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
Mailing List
Any Bonus Flyers

- 3) Discuss four main details with your host.
 - Attendance – Encourage at least seven guess in attendance
 - Outside orders
 - 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