

Best Recruiting Tips from the Superb Team

Thanks to all at Rally for contributing their ideas.

1. At your Parties take 10 minutes to describe the benefits you enjoy as a Consultant.
 - a. **FLEXABILITY** – describe in real terms how you as an individual are able to control your time, and work when and as much as you want to work. Individualize this to your own circumstance that others can identify with (Family Time, no shift work etc, take your holidays when you want, stay at home with children, etc)
 - b. **INCOME POTENTIAL** – let people know that you can earn \$1000+ per month doing 2 parties per week. Let them know you are your own boss and you work entirely from home with a huge support from the company and your Directors.
 - c. **NO EXPERIENCE REQUIRED** – let people know that most everyone in Tupperware starts from the same place and grows with the training and help provided.
 - d. **LITTLE COST OF STARTING** – Tell people that they have little or no outlay to start. Tupperware is an earning opportunity without the risk of capital outlay or inventory to keep.

2. The way to ease into the recruiting part of a party is easy.
 - a. Use the purple flat out container to symbolize the flexibility of Tupperware
 - i. There is a page on Tupper1.net that describes what to put in your dream container that symbolizes all the benefits. Take them out one by one and just in a few of your own words talk about what each means to you. Go to ‘Docs & Games’ and scroll down to Recruiting.

 - b. Another way to introduce the subject of Recruiting is to play the “10 Ticket Game”. Simply have a strip of tickets (10) and tell your group that they are allowed to ask you anything they want to about your job. When you have had 10 questions you will have a draw (show them the draw prize). Let people ask you the questions they are interested in. Answer them and at the same time take note and realize that they are telling you what they are interested in for themselves.

 - c. Give a 2-minute “Tuppermonial” (known elsewhere as a testimonial). Tell them how you got started and what you enjoy about Tupperware.

 - d. Simply ask the group what they would do with an extra \$1000 per month. Give a ticket or a small game prize to everyone that gives you an answer. Have a draw if you use tickets. And now you will be able to talk to them about how you could help them realize that \$1000 per month.

 - e. Use a Customer survey sheet placed in with their catalogue and order form. Go over it at the party make sure your survey includes a ‘Maybe’ category. There is a friend finding

survey on tupper1.net under 'Docs & Games', revise it to suit yourself. Read the completed ones and you will find recruit leads.

- f. Make up your own "Recruiting Packets" with good simple information about the benefits and advantages of being a Consultant
 - g. Ask for referrals; tell everyone you are adding team members to your team. Indicate that you have several opportunities open and ask them if they know someone who would like to earn an extra \$1000 per month. They just may or they may know of someone you can call.
 - h. Place a 'Tag Line' on every e-mail you send to anyone. A tag line simply tells what you do in an interesting way.
3. FOLLOW UP AND CLOSE – your conversations will provide you with valuable leads and prospects to join your team. Unless you follow up and close, the leads will just fade away or worse than that, you will see the person that you interested in Tupperware come to rally with someone else.
- a. When you take their order ask them if they have considered joining Tupperware. Follow up with anyone that does not answer with a clear NO. Never prejudge. Follow up by offering them more information and then asking for a decision.
 - b. When you Party Plan with a dating at the party ask if they would mind if you provide some additional information to them about the opportunity. Before their Party give them the information and indicate that all the datings could be theirs to start their business with. Let them know how much money you made at their party, and ask them if they would like to do the parties dated as a start to their business.
 - i. There is a page on Tupper1.net under 'Docs & Games' that talks about the benefits, its called "A Rewarding Career"
 - ii. Have them call the 1-800 number and listen to the recorded message. You will find the number and coupons at the bottom of the Daily E-mail.
 - iii. E-mail the 'Opportunity Flash' program you will find on the Daily E-mail.
 - c. Invite everyone to Rally and to the "Great Canadian Bowl Exchange".

When you are recruiting be sure you actually CLOSE by asking them. When can I help you start your business? A CLOSE is simply getting an answer to the offer.

You will not be perceived as pushy or aggressive if you always have their best interest at heart! Remember you are offering an opportunity that you personally endorse; this is a good thing for them also. You are much better off getting a NO than a MAYBE, so ask for a decision and then accept their decision. Ask enough people and you will be a GREAT RECRUITER!