

Dating Success!

KW Rally – Wed Jan 27, 2010

Your dating strategy needs to be well planned and integrated throughout your entire demonstration. You will have the most success if you sprinkle dating bids throughout the demonstration and focus in on a dating game at the end of your demonstration.

Key words to use in dating bids:

Thank-you, special, favourite, free, fun, shopping spree, saving time, saving money, you, easy

BONUS GAME Example:

- Place pieces of paper with prizes inside a mini and wrap up in cellophane and ribbon
- Example of prize/wording: ***Congratulations you have won a Modular Mates container and a GREAT Tupperware party! If you book your party within the next 3 weeks you will also receive an additional dating gift!***
- Briefly show a few of the minis to your guests and pass around the container and ask them to pick out a mini that they like – ask them to just hold it
- Once all guests have a prize in their hands explain to them that this is your bonus game and everyone has a chance to win some great prizes. Briefly state some of the prizes that are in the minis. State also that this is a game of chance because you also have the chance to win a Tupperware party
- Explain to them that this is why they are here because the hostess chose to play the bonus game (this is where I give the hostess their bonus game gift)
- I state my three simple rules (outlined on your cheat sheet below)

Variations:

- Tape your minis shut
- Use conversation starters or larger times in place of minis
- Place a number/letter or symbol on piece of paper and guest needs to ask you what they won (eliminates guests opening up and “cheating”)
- Add sticker or other special marker on one or two of the minis (I call them bonus minis) and give out prizes for guests who pick them

BONUS GAME CHEAT SHEET

- Each of you has a mini in your hand – inside of each mini is a piece of paper indicating a FREE piece of Tupperware. But just hold it
- For example, your piece of paper may say “congratulations you have won a Wonderlier bowl set, or a Quick chef...etc... But just hold it.
- Some of them – not all of them – also indicate that you have won a Tupperware party. I believe this is the best prize you can win because as a host you are entitled to free product and half prize items! This is actually why you are here tonight – your hostess _____ played the bonus game and she won _____. Present the hostess with her gift
- There are only three rules to this game: **#1** – You do NOT have to play **#2** – But you will want to play because it is a lot of fun and it is a great start to getting some FREE Tupperware **#3** – If you open the mini you are playing the game. So absolutely 100% whatever you win I will get to you. If you win a product - you will get it with your order that you place today. If you win a product and a Tupperware party - you will receive your item at your Tupperware party. So please only open the mini if you are playing the game!
- IF you would like to play the game you may open the mini right away and let everyone know what you won– if you are not sure just please bring the mini up with you when you place your order. Please don't leave the mini lying around because I need them for my party tomorrow night.