

## Recruit and Qualify Your Way to Paradise!

The "Flat-Out to Paradise" ship will be sailing soon - will you be on it?! All it takes is 10 qualified recruits during Weeks 31 - 39!

Since this challenge consists of two parts, **recruiting** and **qualifying**, we've divided the following training materials accordingly.

### **Recruiting**

First, how do you recruit 10 new Tupperware Consultants? You'll find lots of training materials and recruiting tools available online.

<b>Training Materials</b>	<b>Find it under My.Tupperware &gt; Tupperware University &gt;</b>
4 Corners Recruiting Tool	Look under Recruiting
Think 3 Recruiting Conversation and Recruiting Class Materials	Look under Event Training > Jubilee 2004
New Consultant JumpStart	Look under Recruiting
<i>A Taste of Tupperware</i> Business Binder	Look under <i>A Taste of Tupperware</i> Business Binder > Section 3 - 30-60-90 Day Program - NCO. Start at page 34.
Recruiting with the "Just a Taste" Business Kit	Look under Recruiting
Pass the Buck	Look under Recruiting

<b>Recruiting Tools</b>	<b>Sales Aid #</b>	<b>View Online at</b>
Welcome Guide	6120 English 6121 Spanish	Tupperware University > Recruiting
"What's Your Drive?" Flyer	6136 English 6137 Spanish	N/A
"The More I Found in Tupperware" video	6141 Bilingual	N/A
"Just A Taste" Business Kit Flyer	6515 Bilingual	Tupperware University > Recruiting
Recruiting Folder	6270 English 6271 Spanish	N/A
30-60-90 Day Program	N/A	Tupperware University > Recruiting

## **Qualifying**

Second, how do you help your new recruit qualify with \$250 or more in sales during Weeks 31 - 39? Here's a few things to keep in mind:

**Get that ship under way, right away!** It's important that your recruit begins seeing rewards from her new business as soon as possible.

- You can help her start training, dating and selling even before she receives her Kit with the help of our **New Consultant JumpStart** materials. This introductory training program includes words to say, dating and recruiting techniques, even tools for tracking her contacts and calendar. It's designed for new recruits that have not received their Kit, to help them start dating and recruiting right away! Check out [My.Tupperware > Tupperware University > Recruiting](#).
- Training should begin right away with New Consultant Orientation and a Grand Opening party held within the first week of business. At the Grand Opening, you can get datings from her friends and family that will turn into lucrative sales.

**Take advantage of the special training that's been provided!** You'll find "words to say", tips and techniques for your new recruit that will help her increase sales and datings during the early days of her business. It's under [My Business > This Month > Added Promotions > Recruiting Challenge: Flat-Out to Paradise > Flat-Out to Paradise Training for the New Recruit](#).

**Use the Flat-Out 6-Pack** for incremental sales. Have your new recruit purchase the Flat-Out! 6-pack with free Display Case, and she'll immediately receive a sales credit of \$73.33. It's possible that she could make her entire \$250 in qualifying sales just by selling 4 Flat-Out! 6-packs... and with a \$50 profit on each one, she'll receive a total of \$200 in profits! For more information, see [My Business > This Month > Added Promotions > Flat-Out to Profit with 6-Pack Sets](#).

**Take her to your unit meetings** and upline sales meetings for additional training and inspiration. These meetings can be a great source of motivation as your new recruit observes the success of others. She'll have the opportunity to network with seasoned and new sales force members alike and learn from their experience.

**Utilize the Showcase** as a training ground and source of dating/recruiting leads. Mall Showcases are great locations to train your recruit on Tupperware® products, dating and recruiting, with new opportunities to achieve coming by every minute.

## **Flat-Out to Paradise**

As you know, achieving \$250 or more in sales is easy with the right *training* and *attitude*. Just present a few of these ideas and tools to your new recruit, and watch her sales take off. Better start planning your cruise to Paradise now!