

Tupperware®



Love
WHAT *you* DO!

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OUR GREATEST LEADERS STARTED OUT JUST LIKE YOU.

From our casual sellers to our most successful leaders, everyone begins their Tupperware journey the same way—with a single party.

You're already on a great path. When you started in Tupperware, maybe you were saving for a short-term goal like a family vacation or new appliance. Maybe you wanted the flexibility to earn while still being there for your kids. Or maybe you wanted to get away from the kids for a while. (Hey, we know what it's like.)

Maybe you attended Jubilee, our super-fun annual national conference, and were surrounded by determined, inspiring women and men who started out as (sometimes shy!) Consultants and who went on to build large, successful businesses.

ARE YOU READY to see how far the party can take you? There are so many reasons to **LOVE WHAT YOU DO** as you build your business and share your success with others along the way.

Shown on cover:

KAITLIN HOLTON

with Peak Performance



STANDARDS FOR SUCCESS

Growing your career with Tupperware has lots of benefits (as you're about to read in this guide), and it might seem a little complicated at first, but it's really not. You really only have to do these two things:

- Hold personal parties
- Build first a unit (as a Manager) then team and organization (as a Director) of people holding their own parties

Yeah, that's it! Once you're up and running as a party pro, you simply start sharing the earning opportunity you know and love, and teach and support others as they party.

And to truly maximize not only your own success, but that of your people, it's important to try to make sure each party reaches at least the **standard party** amount of \$500. As a leader, it's part of your role to train others how to reach the standard party amount so everyone can love what they do! You'll also see the standard party amount reflected in sales challenges from the Home Office.

YOUR PATH TO SUCCESS

MANAGER

- 1 Welcome 1 new Consultant to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support every Consultant in your unit to HOLD 1 party each week

DIRECTOR

- 1 WELCOME 1 new Consultant per Manager unit each week
- 2 HOLD 2 personal parties each week
- 1 PROMOTE 1 new Manager each month

STAR DIRECTORS & ABOVE

- 1 PROMOTE 1 new Manager per Director team each month
- 2 HOLD 2 personal parties each week
- 1 PROMOTE 1 Director in your organization each quarter

COME FOR THE PARTY, STAY FOR THE PEOPLE

A great career starts with the right support system. As you become a part of our community, you'll learn why relationships are at the heart of everything we do. As we like to say, you're in business *for* yourself, but never *by* yourself.

“In addition to the parties and the products it's about the people you meet, too. Having so many positive people in my life who I have met through Tupperware helps me to be super positive, too—just say Tupperware and people smile!”

—MAGGIE WEBER, Star Director

A Tupperware Friend Forever (TFF) is a girlfriend you meet through your Tupperware business who ends up becoming a partner in crime, shoulder to cry on, friend to rely on and lifelong confidant.

“I knew from the first time I met Loretta that she was a special person, and I liked her right away. She caught me at a time in my life where I was looking for something different. [Since I rejoined Tupperware,] I definitely regained confidence—a lot of confidence. I'm not sure how to put it into words, but it's like being a much stronger person.”

—LYDIA SUTLIFF, Director, at right (shown with her TFF Loretta DiCenso-Tiber, 3 Star Director, at left)



“A year after I joined, my husband passed away, so Tupperware wasn't really my focus at that time because I had two babies to raise. They were very young, one and three at the time, so my life changed drastically. With the love and support of my Tupperware family, my mentors, they helped me heal and friendships grew. We're Tupperware family regardless of where we're at, and what position we're at. We're truly supportive and sincere.”

—**CHERYL SMITH**, Star Director

“I've met some of the best friends of my entire life through my business. In the end, your team will sustain you and get you through life's ups and downs. They get me through those bumps in the road. My TFF Shanna and I met at my first Tupperware team meeting and we became the best of friends after that!”

—**JANELLE RYLAND**, Executive Manager, at right (shown with her TFF Shanna Larson, Manager, at left)




DON'T PARTY ALONE. START BUILDING YOUR UNIT.

YOU ALREADY KNOW that it's so much more than just "selling" when you're really excited about what you're sharing. Think about how it feels to show people a Tupperware® product, give them a few tips and know that you've really improved their lives. The same goes for sharing the earning opportunity. When you start building a unit, you're sharing an opportunity that changes lives for the better.

Along the bottom of each career level page, you'll see this chart explaining the expanding earning opportunities. It will help you compare the differences between levels and plan your career goals. See pages 44–45 for an overview of all career levels.

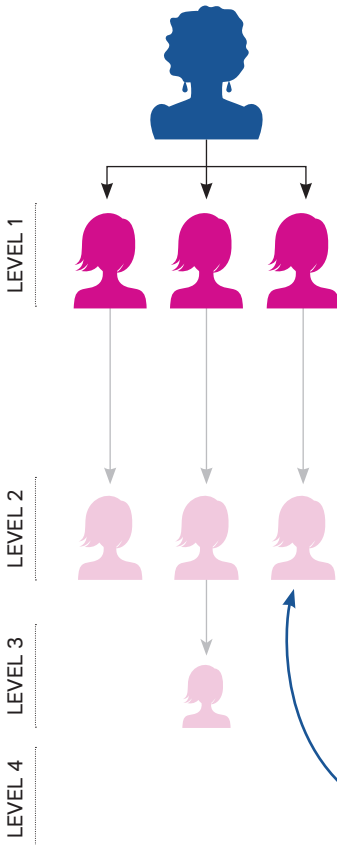
You continue to earn retained profit and volume bonus on your personal sales as you grow to any career level. (See page 8 for bonus details.)

As a Manager, you begin to earn Profit Plus on the commissionable volume (75%) of your unit sales and have the opportunity to earn the Vanguard Bonus based on your monthly unit sales.

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES AMOUNT	TEAM SALES PROFIT PLUS
Manager 	25%	\$4,000 = 10% \$1,500 = 5%	2%	See page 8 or 66	—



- 1 Welcome 1 new Consultant to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support every Consultant in your unit to HOLD 1 party each week



TO BE A SUCCESSFUL MANAGER, you continue holding personal parties while growing a unit and teaching them how to hold great parties of their own.

To become a Manager, meet or exceed these qualifications in a sales month.

- 5+ standard unit parties** (\$2,500+ in unit sales)
- 1+ standard personal parties** (\$500+ in personal sales)
- 3+ active, personally recruited, level one unit members***

You receive a one-time **step-up bonus of \$100** for achieving the title for the first time. You receive title and are eligible to begin earning as a Manager effective the following sales month.

To maintain and be **PAID AS A MANAGER** each sales month, meet or exceed the same qualifications each month (though for you to maintain and be paid, your three active, level one unit members do not need to be personally recruited, they may be those who have moved up through compression).

*If someone below you fully leaves the business**, anyone they recruited will move up a level. This is referred to as compression.*

As a Star Director, you'll begin to earn Leadership Commission on your downline Director teams.

- 5 STAR DIRECTOR AND ABOVE**
- STAR TO 3 STAR DIRECTOR**
- DIRECTOR**
- MANAGER TO EXECUTIVE MANAGER**
- CONSULTANT**

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—

*Active with \$250 or more in personal sales in a rolling four-month period.


**After going inactive (submits less than \$250 in personal sales in a rolling four-month period), they remain "inactive open" for eight sales months, during which time they can submit regular orders; however, they will not receive the active Consultant sample price or be able to submit recruits. If they do not reactivate within eight months, by submitting \$350 in cumulative sales, they go inactive closed at the start of the ninth month, and compression occurs at this time.

THE REWARDS OF BECOMING A MANAGER

YOU'RE INSPIRING OTHERS and helping them improve their lives, and that's rewarding in and of itself. But what makes that even sweeter? More money. And seeing your success is also what inspires your new unit to set their own goals.

As a Manager, you're eligible to begin receiving the **VANGUARD BONUS** based on your monthly unit sales. In 1954, Brownie Wise unveiled the Vanguard Manager Program to an excited Jubilee audience. She said "The common goal for all Vanguard Managers is leadership!" And that's as true today as ever. As in Brownie's day, Vanguard Managers enjoy special recognition in addition to the bonus. We're so proud of our long legacy of supporting, recognizing and rewarding new leaders!

As you grow your business, we're dedicated to making sure you get not only the compensation but the **RECOGNITION** your expanded efforts deserve. You will be recognized in one of four Vanguard categories based on your bonus: V1, V2, V3 or V4.

	MONTHLY UNIT SALES	VANGUARD BONUS AMOUNT
	FOR EACH ADDITIONAL \$2,000	\$25
	\$16,000	\$210
	\$14,000	\$185
	\$12,000	\$160
	\$10,500	\$140
	\$9,000	\$120
	\$7,500	\$105
	\$6,000	\$90
	\$5,000	\$80
	\$4,000	\$70
	\$3,000	\$60
	\$2,500	\$50

PLUS, don't forget to lead by example when you add the **PERSONAL SALES VOLUME BONUS** to your earnings, and encouraging everyone on your unit to qualify for it, too.

- When you personally hold 3+ standard personal parties (\$1,500+ in personal sales) in a sales month, you earn a 5% bonus on your total personal sales.
- When you personally hold 8+ standard personal parties (\$4,000+ in personal sales) in a sales month, you earn a 10% bonus on your total personal sales.

The **VANGUARD MANAGER CREST**, based on the original design from 1954, is heart-shaped to symbolize that Managers are truly the heart of the business. The words “activity, recruiting, training and promoting” represent the foundation of a Manager’s success. And each element of the design holds special significance.

Acorn:
both unit and
personal growth

Ruler:
excellent
service

Jester’s wand:
the ridiculously
awesome fun we all
have together

Tupperware seal:
our extraordinary
products

Tupperware rose:
the enduring beauty
of our relationship-
based earning
opportunity

Door:
symbol of both
opportunity and the
home, around which
our business is built



Gold key:
the key to success
you hold out to
everyone

Stars:
the stars we
shoot for and the
stars you’re truly
becoming

Lamp of knowledge:
sharing knowledge
as you help others
grow

Bee:
the activity that is
vital to unit success

Hands:
the partnerships between sales
force, leaders, customers and the
home office



BEHAVIORS OF SUCCESSFUL MANAGERS

Though you run a unique business, it's helpful to explore the habits of our most successful business owners. We've captured those habits in our **ONE2ONE** success formulas. Build a growing business by focusing on these simple goals. Remember that attending and supporting all of your upline Director's meetings, trainings and coaching sessions will also help you and your growing unit to really thrive.

MANAGERS



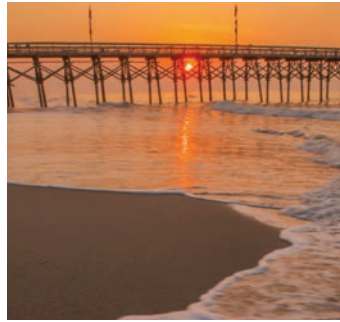
Welcome **1 new Consultant** to your unit each week



HOLD 2 personal parties each week



Support every Consultant in your unit to **HOLD 1 party** each week



YOU COULD BE ON YOUR WAY TO HEMINGWAY

As you invest more time and energy into your business, we like to find ways to invest in you and help you get to know Tupperware even better. For example, Managers and above have had the opportunity to qualify for an all-expenses-paid trip to Myrtle Beach, S.C., where they've enjoyed the beautiful coastline and took an exclusive tour of our manufacturing and global distribution center in nearby Hemingway, S.C.



WE BETTER RECOGNIZE

In so many ways, Managers are the heart of our business. They're right in the middle of realizing "I'M POSSIBLE." We love when they take the stage to share their inspirational sassitude. Events like our annual Jubilee give us a great chance to recognize these leaders on the verge of greatness.



STEP UP TO STAR MANAGER

As you share the opportunity, you're really becoming a star. Taking this next step, to Star Manager, involves growing your unit with at least **6** active, personally recruited, level one unit members. You continue to hold your own parties while teaching your unit how to hold their own parties.

To achieve the title of **STAR MANAGER**, meet or exceed these qualifications in a sales month.

10+ standard unit parties (\$5,000+ in unit sales)


1+ standard personal parties (\$500+ in personal sales)

6+ active, personally recruited, level one unit members*

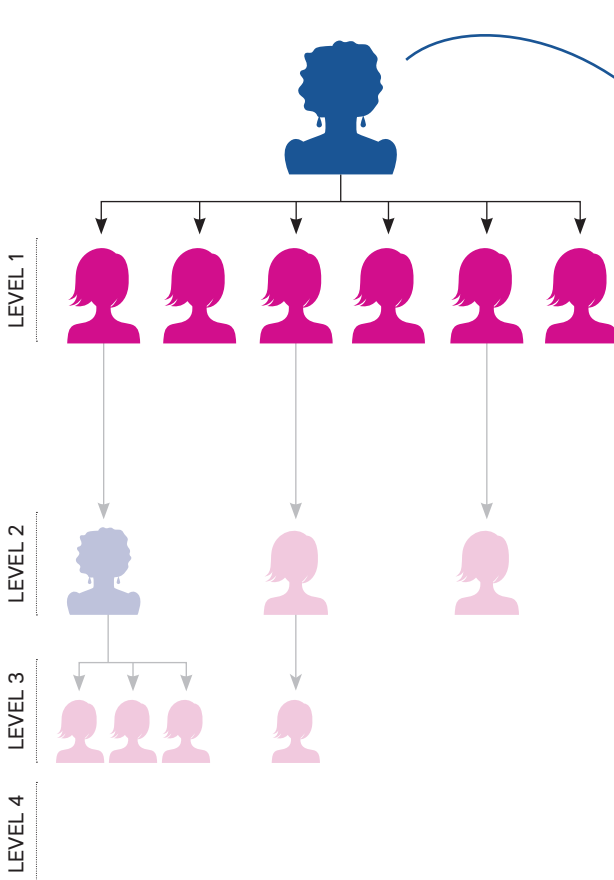
You receive a one-time **step-up bonus of \$150** for achieving the title for the first time. You receive title and begin earning as a Star Manager effective the following sales month.

Step from Consultant to Star Manager in one month? Then you receive both one-time step-up bonuses (for Manager and Star Manager) for a total of \$250!

To maintain and be **PAID AS A STAR MANAGER**, meet or exceed the same qualifications each month (though for you to maintain and be paid, your six active, level one unit members do not need to be personally recruited, they may be those who have moved up through compression).

TITLE	PERSONAL SALES		UNIT SALES PROFIT PLUS	UNIT/TEAM SALES		TEAM SALES PROFIT PLUS
	RETAINED PROFIT	VOLUME BONUS		VANGUARD SALES	AMOUNT	
Star Manager 	25%	\$4,000 = 10% \$1,500 = 5%	3%	See page 8 or 66	—	

*Active with \$250 or more in personal sales in a rolling four-month period.



- 1** Welcome 1 new Consultant to your unit each week
- 2** HOLD 2 personal parties each week
- 1** Support every Consultant in your unit to HOLD 1 party each week

Throughout this guide, we're showing you examples of the minimum structure you would need to achieve each career level in bold, though more Managers or Consultants in your unit (examples shown in lighter colors) of course make it easier to reach your unit sales goals and increase your earnings.

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—

STEP UP TO EXECUTIVE MANAGER

As an executive, you're really driving your career. You're continuing to build a powerful unit that can develop right alongside you as you encourage and support each other.

To achieve the title of **EXECUTIVE MANAGER**, meet or exceed these qualifications in a sales month.

15+ standard unit parties (\$7,500+ in unit sales)


1+ standard personal parties (\$500+ in personal sales)

9+ active, personally recruited, level one unit members*

You receive a one-time **step-up bonus of \$200** for achieving the title for the first time. You receive title and begin earning as an Executive Manager effective the following sales month.

Step from Consultant right on up to Executive Manager in one month? It's possible when you say **I'M POSSIBLE!** If you do so, you receive all three one-time step-up bonuses for achieving Manager titles for a total of \$450!

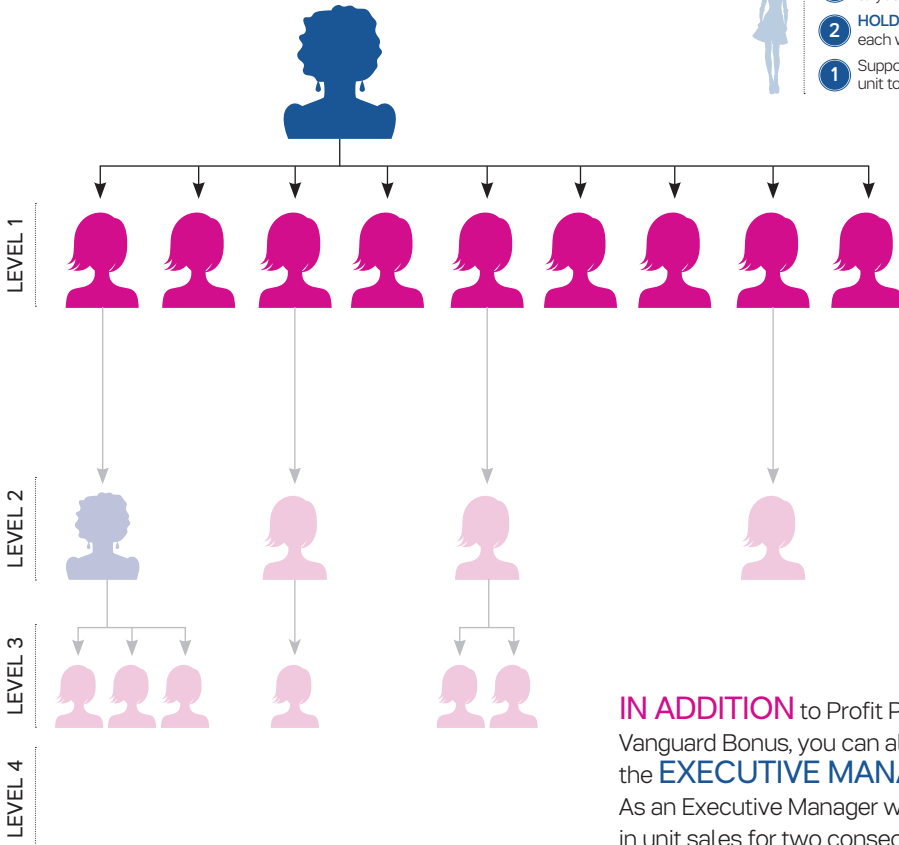
To maintain and be **PAID AS AN EXECUTIVE MANAGER** each sales month, meet or exceed the same qualifications each month (though for you to maintain and be paid, your nine active, level one unit members do not need to be personally recruited, they may be those who have moved up through compression).

TITLE	PERSONAL SALES		UNIT SALES PROFIT PLUS	UNIT/TEAM SALES		TEAM SALES PROFIT PLUS
	RETAINED PROFIT	VOLUME BONUS		VANGUARD SALES	AMOUNT	
Executive Manager 	25%	\$4,000 = 10% \$1,500 = 5%	4%	See page 8 or 66	—	

*Active with \$250 or more in personal sales in a rolling four-month period.



- 1 Welcome 1 new Consultant to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support every Consultant in your unit to HOLD 1 party each week



- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

IN ADDITION to Profit Plus and the Vanguard Bonus, you can also begin receiving the **EXECUTIVE MANAGER BONUS**. As an Executive Manager with \$7,500 or more in unit sales for two consecutive sales months (which can include the month in which you first achieved title qualifications), you qualify to add a \$150 bonus during the third sales month and again for each month in which your unit achieves \$7,500 or more in sales (as long as you maintain the Executive Manager title).

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—

MAKE YOUR DREAM A REALITY

IN THE DIRECTOR-IN-QUALIFICATION PROGRAM

The **DIRECTOR-IN-QUALIFICATION (DIQ) PROGRAM** is your path to leadership and the rewards of being a Director. When you become a Director, you'll be rewarded with higher income and awesome awards—including a first-time **\$1,000 CASH STEP-UP BONUS**.*

To be eligible to start the program, you hold personal parties and support your unit as they hold personal parties to meet or exceed these qualifications during a given sales month.

15+ standard Dream Team parties
(\$7,500+ in total Dream Team sales)

Dream Team sales are your unit sales plus the sales of all of your recruits' recruits (all levels deep), excluding the teams of any downline Directors and the units of any downline Managers who have completed one month of qualifying sales in the DIQ Program.**

5+ standard unit parties
(\$2,500+ in unit sales)

1+ standard personal parties
(\$500+ in personal sales)

**6+ active, personally recruited,
level one unit members*****

To remain active in the program, meet or exceed the above sales qualifications each sales month.



“

Just over 3 years ago, I was a stay-at-home mom. I was introduced to Tupperware and was instantly hooked. I started off slow, but in August 2013 I decided to really go for it and I promoted to Manager, and then Director, in just 6 months! I'm so excited to share this opportunity with others!”

—**STORMI PROULX**,
With Harmony Sales

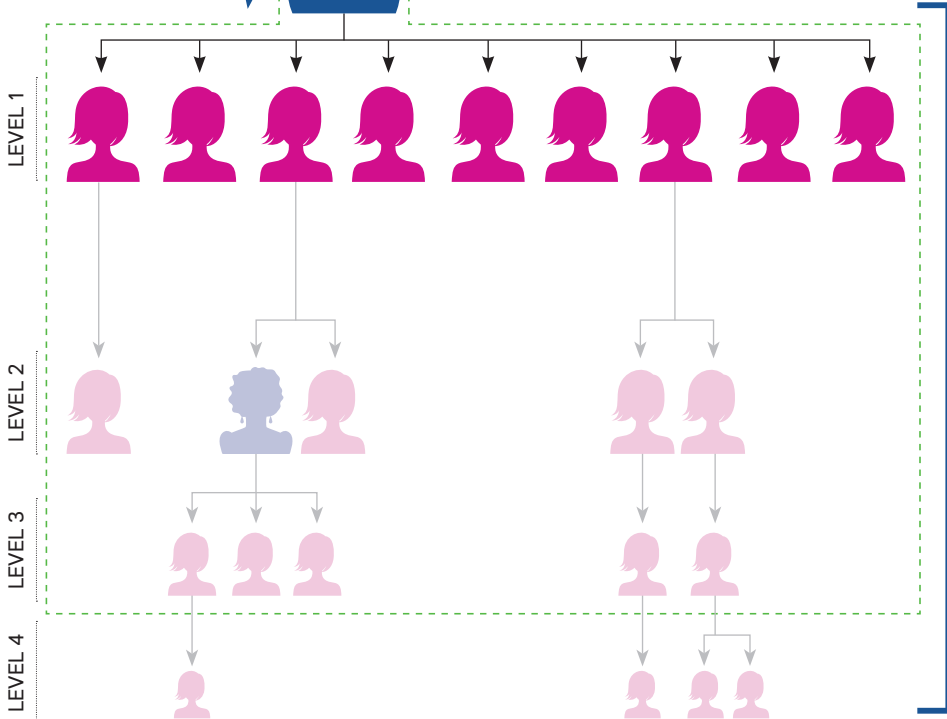
DIRECTOR-IN-QUALIFICATION PROGRAM

Reminder: you're still earning Profit Plus on the sales of your unit 3 levels deep



Example of an Executive Manager in the DIQ Program

Though six active, personally recruited, level one unit members are needed to enter DIQ, this example shows an Executive Manager (with nine level one unit members).



Your Dream Team sales are all levels deep but showing more than four levels here got a little crazy, so just picture it in your mind. There you go.

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Want to begin earning Profit Plus on all levels? Turn your Dream Team into a reality when you complete the program by promoting to Director (see next page).

*The \$1,000 bonus is paid to Sales Force Members stepping up to Director for the first time.

**Though their first month of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs.

***Active with \$250 or more in personal sales in a rolling four-month period.

STEP UP TO DIRECTOR

When you complete the DIQ Program and promote to Director, you begin to enjoy exclusive programs and **earning Profit Plus** on all of your recruits' recruits (all levels deep), excluding the teams of any downline Directors. This was your DIQ Dream Team but is now considered your team.

To complete the DIQ program and qualify to become a Director achieve:

60+ standard Dream Team parties (\$30,000+ in cumulative Dream Team sales) within three consecutive sales months*


2+ members of your Dream Team with qualified Manager sales in your last qualifying month

As a Director, you hold personal parties and continue coaching and supporting your team as they hold their own parties. You'll also be partnering more closely with your upline Director to conduct more training, and coordinate events and meetings. To be paid as a Director in a given sales month, meet or exceed the following qualifications:

20+ standard team parties (\$10,000+ in team sales)

Hold personal parties each week**

***Meeting or exceeding 1+ standard parties (\$500+ in personal sales) each month.*

TITLE	PERSONAL SALES		UNIT SALES PROFIT PLUS	UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS		VANGUARD SALES	AMOUNT	TEAM SALES PROFIT PLUS
Director 	25%	\$4,000 = 10% \$1,500 = 5%	—	—	—	\$20,000+ = 8% \$15,000–\$19,999 = 7% \$10,000–\$14,999 = 6%

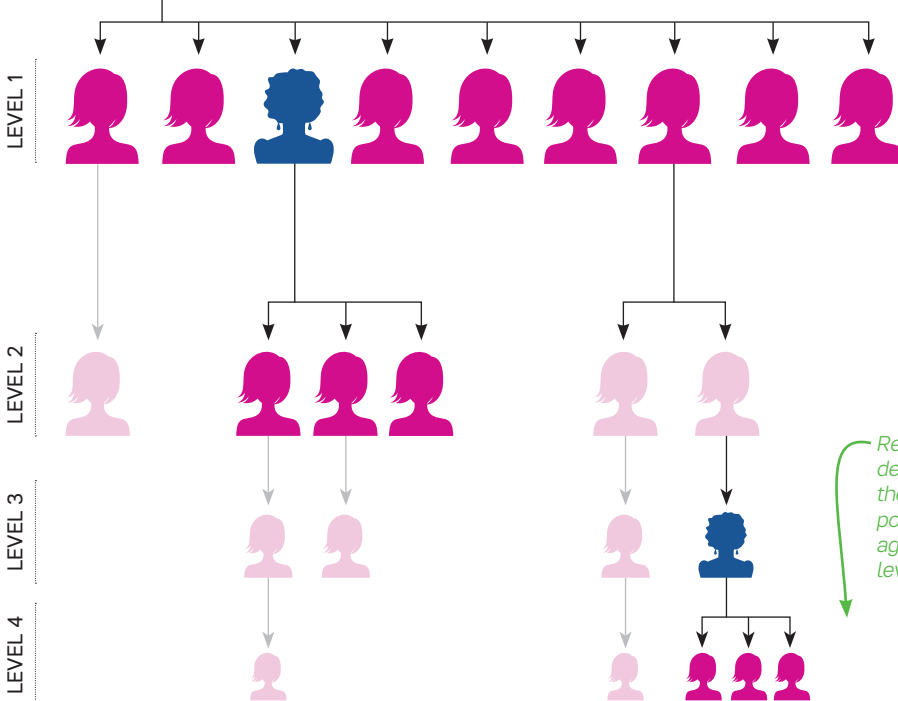
**With no month less than 15 standard Dream Team parties (\$7,500 in Dream Team sales).*



This is your Director team! You now earn Profit Plus on the sales of your Director team which includes all of your recruits' recruits (all levels deep), excluding the teams of any downline Directors.



- 1 WELCOME 1 new Consultant per Manager unit each week
- 2 HOLD 2 personal parties each week
- 1 PROMOTE 1 new Manager each month



Remember: all levels deep, so way more than these four. Time for that positive visualization again. Look at all those levels!

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve title, lighter colors are not but indicate additional earning potential.

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 ST GENERATION	2 ND GENERATION	3 RD GENERATION	4 TH GENERATION	5 TH GENERATION	6 TH GENERATION	7 TH GENERATION
—	—	—	—	—	—	—



BEHAVIORS OF SUCCESSFUL DIRECTORS

As a Director, we know you'll be balancing more responsibilities (developing more Managers, mentoring those Managers as they grow their units, organizing or helping organize events, still serving your own Hosts and customers) so your **ONE2ONE SUCCESS FORMULA** reflects that balance.

DIRECTORS



WELCOME
1 new Consultant
per Manager unit
each week



HOLD 2
personal parties
each week



PROMOTE
1 new Manager
each month



DIRECTOR SUCCESS SEMINAR (DSS)

Twice a year, we host the Director Success Seminar (usually at our Home Office in Orlando, Fla though future locations may vary). Enjoy three days of training, inspiration and recognition with your fellow new Directors. DSS classes often form remarkable bonds and communities of support that last well beyond the three days of training.



OUR DIRECTORS BRING THE PARTY ALL OVER THE WORLD



Even as you enjoy more success, we know it's still hard to set aside the time and money for traveling. So why not see the world on all-expense-paid trips? By meeting sales goals, Directors can qualify to do just that.

**NO DEBT, NO REGRETS,
AND TONS OF
UNFORGETTABLE MOMENTS.**



I chose to make Tupperware my career very early on in my business, and I have achieved SO much. I was able to buy and build my first home at age 22 with Tupperware income. I was a single mom for 5 years and, with Tupperware as my only income, I was able to support myself and son. I now have 3 children: Aiden, Audrey and Isla. I've traveled on many Tupperware trips including Disney World, Hawaii, Bahamas, Colorado and Monte Carlo!"

—ALYSSA LEUSINK, Ignite Enterprises



PARIS



ALASKA



MIAMI



NEW YORK



CANCUN



MONTE CARLO

QUALIFY FOR A SWEET RIDE

As a Director, you can qualify to drive the **CHEVY TRAX**, through the What's Your Drive? Car Program, by achieving \$12,500 or more in team sales for three consecutive sales months. You can also qualify to become a Director in the DIQ Program while also qualifying for the Trax. This fully branded baby can keep your business (and life!) running a little smoother. It's your **TROPHY ON WHEELS** that helps you show off your achievements as a business owner in your community.

MONTHLY TEAM SALES:

25+ standard team parties (\$12,500+)
20–25 standard team parties (\$10,000–\$12,499)
15–20 standard team parties (\$7,500–\$9,999)
0–15 standard team parties (\$0–\$7,499)

COPAY:

\$0
\$150
\$350
\$650

OR CASH BONUS

We want to encourage you to succeed, even before you get behind the wheel. Directors can earn cash bonuses by achieving the following in a single month.

MONTHLY TEAM SALES:

20+ standard team parties (\$10,000+)
15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

\$250
\$150

After achieving \$12,500 or more in team sales for three consecutive months, you qualify to participate in the What's Your Drive? Car Program, and then you may choose between the car or continue with an increased cash bonus opportunity:

MONTHLY TEAM SALES:

25+ standard team parties (\$12,500+)
20–25 standard team parties (\$10,000–\$12,499)
15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

\$325
\$250
\$150



For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.



“

When I started Tupperware, I thought I'd try a few parties, get some free stuff and quit. That was 17 years ago. About 14 years ago, I decided to make Tupperware my career when my first born crawled and I wasn't home to see it. I said to myself, 'that will not happen again.' I've been so blessed. With Tupperware, I've had the opportunity to start and have a family on my terms. I now have three children and am happily married. I've traveled. I've been able to own my own house. And of course, I've been able to help change others' lives, too. I love that.”

—SAMANTHA MENDOZA, Divine Enterprises





*YOU
could be
here!*

WOW PROGRAMS

TO HELP YOU GROW YOUR TUPPERWARE BUSINESS

Initially, WOW was an acronym, (we were kind of acronym crazy for a few years) that stood for “Wildly Outrageous Wins.” Each WOW Program is designed to help you grow your Tupperware business at a successful pace while wowing you with some very cool awards.



“

For me, going to Hawaii was a dream. When I achieved it, I couldn't believe it, but you can imagine the beautiful feeling of accomplishment I felt. The WOW Program allowed me to work hand in hand with my Director (Annie Marchand) to learn how to grow my business the right way: by promoting Managers in order to build my own strong team. This is what excites me about Tupperware. We get a lot of splendid recognition just for doing our job.”

—ISABELLE PELLETIER,

Un Reve a la Fois

With Les Diamants

WOW NEW DIRECTOR PROGRAM

First-time Directors enjoy the opportunity to earn an incredible award in only six months (while setting up a very successful business at the same time). That's the best kind of multi-tasking. To qualify:

ACHIEVE 120+ standard team parties (\$60,000+ in cumulative Director team sales) within your first six months (or less) as a new Director.

MAINTAIN 15+ standard team parties (\$7,500+ in Director team sales) during each of those six months.

HAVE 4+ Managers in title at the same time during any of those six months (which may include at the start of your seventh month, as title is effective the following month.)

Note: Must be titled as a Director at the time you select and receive your award. While you may enroll multiple times in Running Start to WOW Growth and WOW Growth, you only have one opportunity to complete the WOW New Director Program.

CELEBRATION AWARD OPTIONS



TRIP for two to Hawaii



TRIP for four to Walt Disney World Resort in Orlando, Fla.



Brilliant 1.5-carat total weight diamond ring

Technology Essentials Package



Note: MP3 player pictured with audio system not included.

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.

*Can't decide?
Qualify to choose again through
WOW Growth (see next page).*

WOW GROWTH PROGRAM

RUNNING START TO WOW GROWTH: When you've achieved 20+ standard team parties (\$10,000+ in Director team sales) in a given sales month, you can enter Running Start to WOW Growth.* This bridge program helps get you to the 30+ standard team party (\$15,000+) level needed to enter WOW Growth (and pick up another great award along the way).

To successfully complete Running Start, achieve 7% month-over-month growth in Director team sales, for six months. Then, you are automatically entered into WOW Growth and can choose one of these incredible rewards:



1-carat total weight
diamond pendant



GoPro Hero 4



Tupperware Three Piece
Luggage Collection

**For full program details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.*

Success plans are cool and all, but success plans with amazing built-in awards are even better. The **WOW GROWTH PROGRAM** gives established Directors the chance to grow their businesses and attain (you guessed it) some wildly outrageous wins. You can enter WOW Growth the month after you've achieved 30+ standard team parties (\$15,000+) in a sales month.



MONTHS 1-6:

Achieve 10% month-over-month growth in Director team sales.

Successful completion of these first six months means you can choose a **Celebration Award**, even if you already received one during the WOW New Director Program (see previous page). Choose the same award or another option. (Does anyone ever get sick of Hawaii?)

MONTHS 7-12:

WHEW! During this time, you need to maintain the Director team sales level you reached at the end of month 6. Prepare yourself and your team for the final phase.

MONTHS 13-18:

It's time again to achieve 10% month-over-month growth in Director team sales. When you successfully complete this phase, you've completed the program and have achieved an **ULTIMATE WIN** (which is as epic as it sounds).

Ultimate Win Awards (see next page).



When I started in Tupperware, there was no exact level I wanted to achieve. I just wanted to build confidence in myself. I quickly realized how much I love helping others make their dreams come true and being able to work alongside my husband to meet our goals and travel around the world.”

—**MARTHA DURAN**,
Viva Enterprises



ULTIMATE WIN AWARD OPTIONS:

- Ford Mustang V6 2-door convertible
- 14-carat total weight diamond tennis bracelet
- Harley-Davidson Fat Boy® motorcycle
- Two Ski-Doo® Legend Snowmobiles plus trailer
- Two Sea-Doo® personal watercraft plus trailer
- 12-pc. stainless steel GE kitchen appliance package
- Dutchmen Lite Recreational Vehicle
- \$22,000 cash

WHEN YOU PROMOTE someone on your team to Director during the WOW Growth, you can count 100% of their team sales toward your goal for six months.

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.





ENJOYING THE TASTE OF VICTORY?

Torn between two (or three) of the Ultimate Win Awards? You can re-enter the WOW Growth Program as many times as you want.

SIRENA SANCHEZ

DIRECTOR OF THE YEAR 2015

On an island with a population of just 165,000, Sirena Sanchez, of Guam, has achieved astonishing things with her Tupperware business. And it all began with a big push from her husband, Ian, who knew she could make it a success. “Two and a half years ago, my Director, Leeann Taitingfong, came over to our house with Tupperware samples. As she was leaving, my husband told her to sign me up. I wasn’t for it. I was a kindergarten teacher—I didn’t think I was at all capable of selling Tupperware® products. But I gave in and it’s been one of the best decisions I’ve made.”

Inspired and encouraged by Leeann, and with the support of her family, Sirena’s business quickly exceeded

her expectations. Within just two years of joining, she became a 3 Star Director. As she discovered her confidence, she attracted so many others into the business who saw the difference Tupperware made in her life. Her passion is real, and

Our life has gone
from good to
great, all because
I said YES!

her organization can feel it. Just as she says her kids are walking advertisements for Tupperware products, Sirena is a walking advertisement for the life-changing opportunity.

“Ian wanted me to join for ‘the little extra cash every month.’ Instead, it’s taken us far beyond that. It has given me the financial freedom and the ability to quit my teaching job of ten years. This business is our business—it’s not mine and it’s not my husband’s; this Tupperware business is my family’s business. Our life has gone from good to great, all because I said YES!”

This year, Sirena, now a 5 Star Director, was named Tupperware Director of the Year at Leadership Summit 2016, one of the most prestigious awards given by the company. Though she also recalls other hugely important achievements, such as having the flexibility and finances to tackle Ian’s unexpected medical

issues last year. “Because of my Tupperware business, we were able to take my husband off the island for medical treatment he needed. We were able to take our kids with us. Our financial abilities weren’t a worry for us because of Tupperware.”

And the secret to her success? She says it’s no secret.

“Tupperware provides us with a great formula for succeeding and I’ve just taken that formula—I’ve done exactly what they’ve taught us to do and that’s what I’m doing.” And you can do it, too.

SIRENA SANCHEZ
Fantastic Plastics
With Taotao Isla



WHAT'S YOUR DRIVE?

CAR PROGRAM

From wood-paneled wonders to sleek, powerful beauties, our evolving fleet of vehicles has been helping our Sales Force Members take their careers further, faster for decades. By participating in the What's Your Drive? Car Program, you can qualify to drive a promotional car with no copay. And that kind of success never goes out of style.



1984–1987

OLDSMOBILE CUTLASS CIERA

1988–1991

DODGE CARAVAN

1994–2000

DODGE CARAVAN

1992–1993

CHEVROLET LUMINA
APV MINI VAN

1994–2000

JEEP GRAND CHEROKEE





TODAY
MERCEDES-BENZ
SL550 CONVERTIBLE
(Available at the \$10 million
organization level)



2001-2004
PONTIAC MONTANA



2007-2010
CADILLAC CTS

2001-2004
SAAB 9.3 CONVERTIBLE



2005-2006
GMC YUKON XL





CHEVROLET TRAVERSE AWD



CHEVROLET MALIBU 2LT

\$300,000–\$499,999

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$450
- \$750

Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$375
- \$150

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.



GMC ACADIA AWD



CHRYSLER PACIFICA

\$500,000–\$999,999

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$500
- \$850

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$425
- \$150

**Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*



BUICK ENCLAVE AWD



CADILLAC ATS AWD

\$1-\$1.99 MILLION

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)
- 0-15 standard team parties (\$0-\$7,499)

COPAY:

- \$0
- \$550
- \$1,000

Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)

RECEIVE:

- \$500
- \$150

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.



CHEVY TAHOE LT 4X4



CADILLAC XT5

\$2-\$4.99 MILLION

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)
- 0-15 standard team parties (\$0-\$7,499)

COPAY:

- \$0
- \$600
- \$1,200

**Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)

RECEIVE:

- \$600
- \$150



MERCEDES-BENZ E-CLASS CONVERTIBLE



MERCEDES-BENZ GLE SUV

\$5–\$9.99 MILLION

in total organization sales over 12 months*

MONTHLY TEAM SALES:

20+ standard team parties (\$10,000+)

15–210 standard team parties (\$7,500–\$9,999)

0–15 standard team parties (\$0–\$7,499)

COPAY:

\$0

\$800

\$1,500

Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).

OR CASH BONUS

MONTHLY TEAM SALES:

20+ standard team parties (\$10,000+)

15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

\$750

\$150

For full award details as well as frequently asked questions and answers, see your Sales Force website at My.Tupperware.com.



MERCEDES-BENZ SL550 CONVERTIBLE



MERCEDES-BENZ GLS

\$10 MILLION+

in total organization sales over 12 months*

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

COPAY:

- \$0
- \$1,100
- \$2,000

**Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

OR CASH BONUS

MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

RECEIVE:

- \$1,000
- \$150

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS*	UNIT SALES PROFIT PLUS	VANGUARD** SALES AMOUNT	TEAM SALES PROFIT PLUS†
Presidential Director 	25%				
Star Executive Director 	25%				
Executive Director 	25%				\$20,000 += 8%
5 Star Director 	25%				\$15,000– \$19,999 = 7%
3 Star Director 	25%	\$4,000 = 10%			
2 Star Director 	25%	\$1,500 = 5%			\$10,000– \$14,999 = 6%
Star Director 	25%				
Director 	25%				
Executive Manager 	25%		4%	\$16,000 \$210** \$14,000 \$185 \$12,000 \$160 \$10,500 \$140	
Star Manager 	25%		3%	\$9,000 \$120 \$7,500 \$105 \$6,000 \$90 \$5,000 \$80	
Manager 	25%		2%	\$4,000 \$70 \$3,000 \$60 \$2,500 \$50	
Consultant 	25%				

- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

POTENTIAL BENEFITS

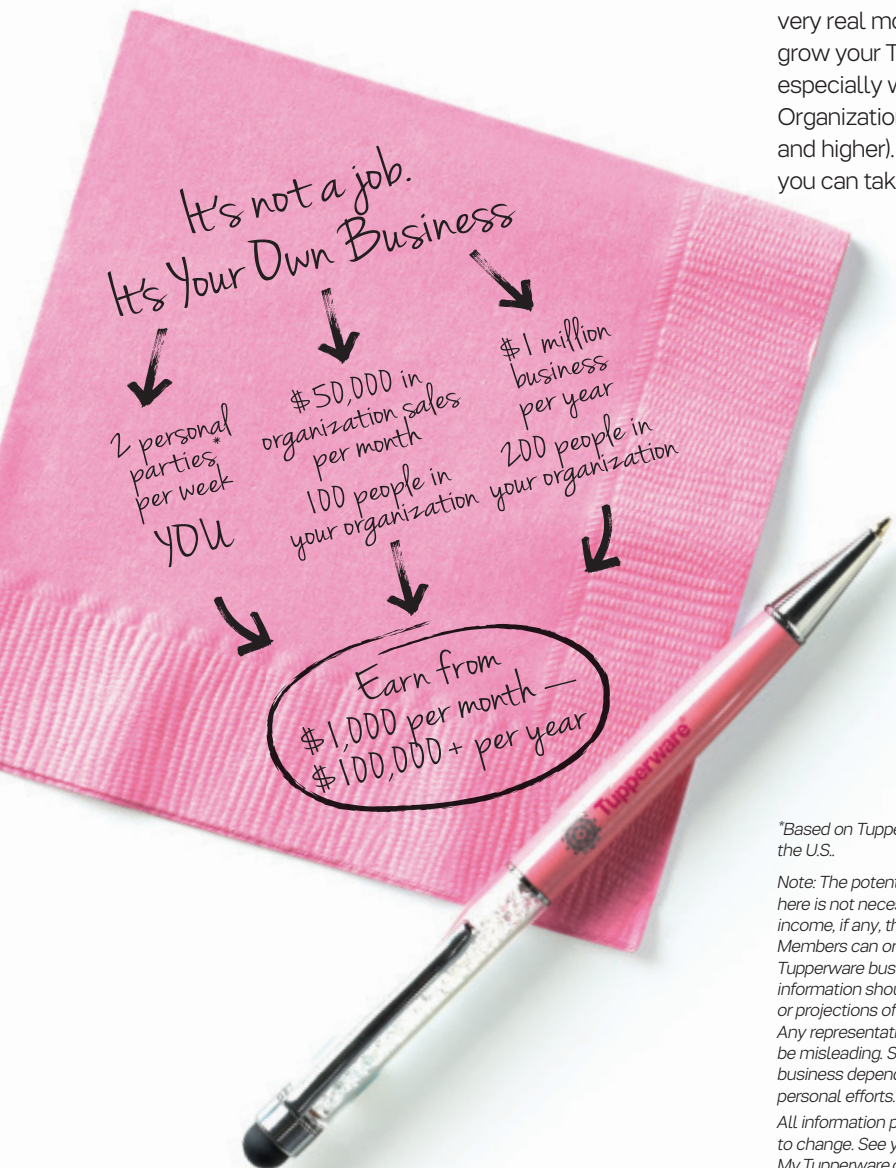
- TRAINING
- RECOGNITION
- AWARDS
- CAR PROGRAM
- TRIPS

ADDITIONAL BONUS OPPORTUNITIES

STEP UP one time bonus	DIRECTOR DEVELOPMENT one time bonus	EXECUTIVE MANAGER monthly bonus
	\$2500	
	\$2500	
	\$2500	
	\$2000	
	\$2000	
	\$2000	
	\$1500	
\$1000	\$1500	
\$200		\$150
\$150		
\$100		

SEE WHAT'S POSSIBLE

AS YOU CAN SEE, there is very real money to be made as you grow your Tupperware business, especially when you become an Organization Leader (Star Director and higher). There's no limit to where you can take the party!



**Based on Tupperware party standard of \$500 in the U.S.*

Note: The potential income information provided here is not necessarily representative of the income, if any, that Tupperware Sales Force Members can or will earn through their new Tupperware businesses. These figures and information should not be considered guarantees or projections of your actual earnings or benefits. Any representation of earnings or benefits would be misleading. Success with a Tupperware business depends on each individual's skills and personal efforts.

All information provided in this guide is subject to change. See your Sales Force website at My.Tupperware.com for the latest details on qualifications for programs, bonuses, incentive trips and more.



THINK BIG.
START SMALL.
BEGIN NOW.

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