

Director Team: Stars and Stripes
Organization: American Dream
Region: Star Power
NEW CONSULTANT HANDBOOK

Welcome to the Stars and Stripes Tupperware Family!! As a team we are dedicated to giving our customers timely service and knowledge about our great products. We also wish to give each person we meet the opportunity to create their own business with Tupperware.

We take pride in registering you as a Tupperware Consultant! Saying “Yes” to the Tupperware Opportunity is only the first step of an exciting career that you can work around your family and personal lifestyle. Your exciting options include:

- ☆Terrific Income Potential**
- ☆Career Advancement**
- ☆Company Car Option**
- ☆Flexible Schedule**
- ☆Product Discount**
- ☆Trips & Incentives**
- ☆Fun and Friendship**

Your successful Tupperware Career will be backed by a company with over 65 years of excellence in quality products and superior customer service. Our company has grown thanks to people just like you!

Your commitment to Tupperware will be rewarded in many ways, both financial and self-fulfilling. We at “Seeing Stars” are committed to working with you and helping you to achieve all of your goals in this wonderful business.

**Thanks Again for Choosing
Tupperware!**

*MaryAnn Medford, Charter Director
678-360-88778*

GENERAL INFORMATION

Director: MaryAnn Medford
Address: 2255 Sparrow Ridge Drive NE
Marietta, GA 30066
Phone Number: 678-360-8877
E-Mail Address: maryannmedford@gmail.com
Team Website: BeTuppAware.weebly.com
On Facebook? Connect with your recruiter or myself (search: maryann moore medford) and we'll connect you to the American Dream facebook group.

**American Dream
Legacy Executive Director:** Karen Price
Address: 2259 Snug Harbor
Marietta, GA 30066
Phone Number: 770-794-9500
404 641 1423 Cell Phone
E-Mail Address: amdreamtup@comcast.net
Org. Website: iloveamericandream.com
Regional Director: Doug Palanica

New Consultant Orientation is held at least twice a month in person or via a Webinar. Watch your email for dates and times!

PATH TO SUCCESS

There are 5 things that will help you get your business going right away and more importantly, making money right away:

- 1. Attend New Consultant Class.** Your new consultant class in your first 30 days is designed to point you in the right direction and fuel your engine to drive you to put money in your wallet right away.
- 2. Hold a Grand Opening Party.** This let's your family and friends know you're opening your new business and all the parties that are dated will yours to get that business off the ground. Date at least 3 to 4 to get the best start and get guest lists from each one within 3 days. A guest list for a party is an insurance policy that the party will hold. *Even if you don't plan to hold parties in your Tupperware business, your Grand Opening Party will provide you with much needed basic information and product knowledge.*
- 3. Attend Training Parties.** Go with your Manager or Director to attend at least 2 different parties. Familiarize yourself with the products, Host Gifts, order procedures and demonstrating.
- 4. Attend Sales Meeting.** "Rally" is where you'll see new products, get new ideas, get motivated and sharpen your skills. This is the Research and Development for your business. Every business needs R & D and yours is no different.
- 5. Schedule a "One on One" meeting with your Manager/Director.** What direction do you want your business to go in? How fast? You need a plan and your manager/Director can help.

GETTING STARTED

If and when you have questions or problems with your website or placing orders you can call **Customer Care at Tupperware Headquarters toll free at (888)-818-1138.**

You can call Customer Care and have them place your orders. The cost will be 1.5% of your retail sales. (This charge is waived during your first 13 weeks.) Whenever you call Customer Care you will need a credit card/check card and your 11 digit consultant number.

Customer Care is open Monday thru Friday 8:30 am EST – 7:00 pm EST and there to **support YOUR needs.**

ACTIVATING YOUR TUPPERWARE WEBSITE

<http://my.tupperware.com>

Once you reach the website click on “Salesforce” and “log in now”. Click on “activate your account”. You need your 11 digit number and your PIN should be the last 4 digits of your SSAN, or you can use your Social Security Number to activate. Follow the instructions as prompted. When you are finished activating your new account, you will be directed back to the logon screen. Enter the username and password you just created.

TO SUBMIT ORDERS

To access “My Sales Web Application” to submit orders, log onto your my.tupperware.com site, click on “Web Tools” and then “My Sales Web Application”. This is where you’ll go to process your orders.

You’ll need your 11 digit consultant number and your PIN Number to place Web Orders. The first time you log in you can click on “Forgot PIN” and they will email it to you. Later you will be asked to change your PIN Number.

If you have any trouble placing your order, call Customer Care at 1-888-921-7395. They are there to support YOUR needs. Your local library, colleges, etc., may offer free Internet access.

You will need to have a debit or credit card for your order to be processed. You can apply for a Tupperware debit card. It’s called a “Freedom Card” and it works with your existing checking account.

All checks that you collect for orders should be made out to you, the consultant.

All orders must be keyed through My Sales or telephoned in to Tupperware by 11:59 PM, your time zone, on Friday or they will count for the next week’s sales.

BANK ACCOUNT

We encourage you to open a separate bank account for your Tupperware Business. Be sure to check with your bank for details such as:

- ☆Days for a check to clear for funds available on debit card.
- ☆Number of checks deposited FREE per month
- ☆Maximum daily authorization for debit card.

The debit card is the easiest and fastest way to manage your money. You deposit your checks after your party, you process your order through My Sales (or telephone) using your debit card. The Consultant "COST" will be charged with your debit card and the remainder is YOUR PROFIT! With this system, you can have a paycheck RIGHT AWAY, EVERY DAY that you do a party!!!

DIRECT DEPOSIT

Direct Deposit is available from Tupperware through the Tupperware Card.

"MY SALES" TIPS

ORDERING YOUR SAMPLES

When you order your new product samples at the special discount, remember:

1. You must use a consultant order form on either a party or non-party.
3. Use '5-Samples' from the item type drop-down box
4. If you only order samples on the order form, your shipping charge will max out at \$8.00
5. You have a limited time to order your new samples. Please pay close attention to the ordering deadlines.

ORDERING YOUR SUPPLIES:

Maximize your delivery by ordering all the needed sales aids at one time. Sales Aids have zero (0) retail, so the most you will be charged for delivery will be \$4.50. Do an order once a month for all the catalogs, brochures, order forms, host planning envelopes, guest mailing lists, party information forms, Tiny Treasures and other supplies you plan to use during the entire month.

HOW AND WHEN DO I GET PAID?

EXCLUSIVE FUNDRAISER PRODUCTS: Before starting a fundraiser (including initial meeting with organization) please contact your manager or as there are several ways to handle a fundraiser and you will want to be sure to understand how they work prior to meeting with the organization.

MONTHLY COMPENSATION: Internet Sales, Personal Volume Bonus, Manager Royalties. These are all paid out on the 3rd Monday following the end of the sales period. (A check is mailed out Tuesday from Tupperware in Orlando. If you have a Tupperware Card, your deposit is transmitted electronically to your bank on Monday).

***Note – The Tupperware "month/sales period" ends on the last Friday of each month.**

BI-WEEKLY COMPENSATION: Any overpayment of orders for consultants not electing direct deposit will be paid bi-weekly. (A check is mailed out on Friday from Tupperware in Orlando).

COMMISSION: Your base commission is 25%. You'll pay the 75% Consultant Cost at the time you place your order using either My Sales or phone orders. The commission applies to all party orders, personal orders and full line Fundraisers. You will be charged tax and shipping based on the retail

price.

There are no charges for the core Host Program (Host Tupperware and Host Gift Specials) as outlined in the catalog. Any added bonuses may be at your cost (this has always been very minimal).

The Monthly Sampling program offers a 35% discount and all sample sales count toward the Personal Sales Volume Bonus. You are entitled to purchase one sample/color choice of each new product that Tupperware includes at the 35% discount sampling price. Additional quantities may be purchased at the regular 25% discount when the product is available for regular ordering.

PERSONAL VOLUME BONUS: This is the variable bonus is paid on all of your personal sales when they exceed \$999.99 in any sales period. This is how it works:

☆At the end of the sales period, bonuses are paid on the total personal sales for that period based on the following:

\$1.00 - \$1,199.99 =	0% Bonus (just straight 25% base commission)
\$1,200 - \$2,999.99 =	5% Bonus
\$3,200 or more =	10% Bonus

☆The bonus is based on all sales during the sales period (including sales from party order, personal order, Fundraisers, Internet Sales). For example - if personal sales for the Sales Period is \$1,500, the bonus would be equal to 5% of \$1,500 (an additional \$75.00).

PREPARING YOUR PARTY HOSTS

Effectively party planning your hosts can be the difference between a good party and bad party. It can also be the difference between a party that holds and a party that cancels. Never assume that your hosts know what to do and will read the information you give them. This party may be the first and only party they ever host and they will rely on you to lead them down the path to a successful party for both of you.

The contents of a host packet should include, but are not limited to the following items:

- 2 or 3 Catalogs, 2 or 3 sale brochures (when available) and 5 order forms
- 1 Host letter
- 1 Guest list
- Information on the Tupperware Opportunity

The most important step in securing your party is getting the guest list back from the host as soon as possible (generally 3 days). A guest list in your hand means a party in your book. It's an insurance policy. Your manager can offer ideas on how to get guest lists right away from hosts.