

Welcome to



Making a Difference...one family at a time!

New Consultant Guide



It's Cool 2B New (Available 24/7 at your convenience)
It's Cool 2B New Part 1: <https://youtu.be/q1EXJ2JnHKI>
It's Cool 2B New Part 2: <https://youtu.be/i2MXuAP5ziY>
It's Cool 2B New Part 3: <https://youtu.be/PH835lvtc5w>

Coupons for you!

Announce that you are a new consultant on Facebook by uploading a picture of you with your kit or a meme. Tag me so that I see it! **Receive an exclusive Tupperware recipe book.**

Your name _____

Take the FridgeSmart Test! Details are in the **It's Cool 2B New** Part 1. Share the results on Facebook or Instagram and tag me. #FridgeSmartTest **Receive Tupperware Money Bag**

Your name _____

Listen to our **It's Cool 2B New** Training and complete the 5 questions at the end. **Receive a Tupperware Tablecloth for \$10 ***

Your name _____

Register a new consultant in your first 10 days and **receive an Rhinestone Iron on.** Perfect to wear when you're out and about to create brand awareness.

Your Name _____

Your New Consultant _____

The 5 Questions!

1. a) What amount do you need to submit by the end of your first month to earn your activation award?
b) What amount do you need to submit in your first 60 days to get your kit balance paid off
2. What can you do to multiply your income without multiplying your hours?
3. What is your "WHY"?
4. To what price points do you want to demo?
5. What is "the secret?"

I'm new...now what?

What to do while you are waiting on your Tupperware kit to arrive:

Set up your account

Go to my.tupperware.com to set up your website and decide on your user name and which website option you want. I suggest the PLUS option, \$9.95 for customer website. This lets you get your commissions from online sales. Make sure to write your user name and password down! Your website will be www.my.tupperware.com/username Share it with everyone!

Schedule your activation event.

This will insure you achieve \$500 in sales to qualify for your activation offer. If your recruiter is not local, to help you, make sure to get \$500 in sales by the end of your recruiting month to get the Say Yes Extra Bonus gift. *Talk to everyone, everywhere, every time about dating a party!*

Listen to our "IT'S COOL 2B NEW" TRAINING!

Broken into three small parts, you can listen to these at home or while you're sitting in the carpool line.

Complete the challenge and order your tablecloth

Check out the Salesforce website

Log into www.my.tupperware.com and click on " SALES FORCE WEBSITE " tab. Look around and familiarize yourself with the site. Click on " TRAINING " tab then click on "Consultants" and watch the training videos.

Click on "mysales" and place a sample order and redeem your SAY YES coupon! Need help? Ask your recruiter or Director

Check out our Company Website

www.Legacypartysales.com is full of tools to build your business, along with lots of recipes to use and share

Join our Company Facebook Page

Check out our weekly facebook live training opportunities

Join us for one of our sales meetings!

We have a gift for you when you attend your first one! Can't attend a sales meeting? Join us via Facebook Live! Mondays 6:30pm HT

Connect! Three ways to get info/support

Your family tree: your recruiter, your Manager, your Director, your Business Leader

Once your kit arrives!

Read your "Getting Started Guide".

It will answer so many questions we know you have!

Checkout your products!

It's like Christmas! Read the product pamphlets. Try the recipes in your "Getting Started Guide"

Look through your Main Catalog and Mid Month Sales Brochure (in your kit).

You can also find these when you log into your website and click on Sales Force Website tab. When you run out you will need to order more. You will find the order number for catalogs and brochures on the Sales Aids list.

Make Host packets (in your kit)

Add 2 - 3 catalogs and sales brochures plus 10 order forms.

Thank you for having a party with me letter

Host Challenge Sheet

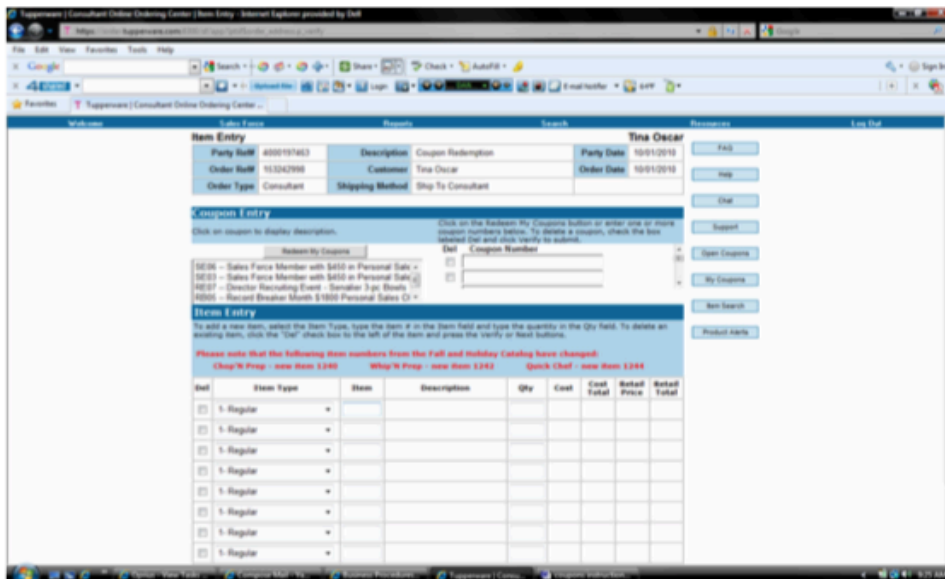
Current "Say Yes" flyer (Sales Force Website Tab).

Host Gift Sheet (Sales Force Website Tab).

How to redeem coupons

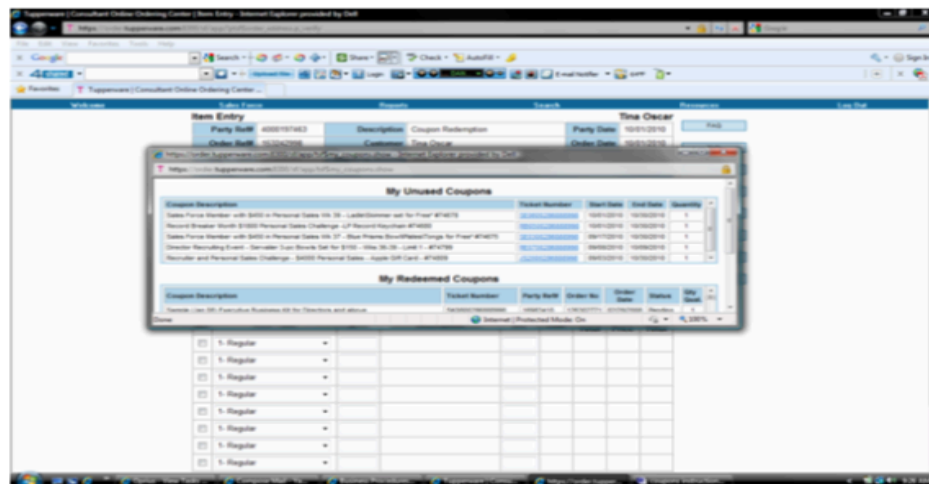
Create a NON PARTY order, naming it COUPON redemption. Click on MY COUPONS

1.



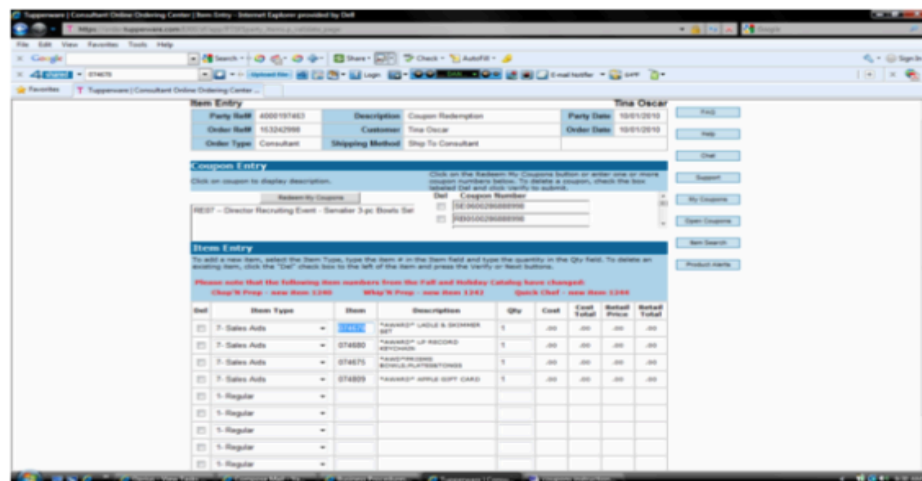
Your earned coupons will then pop up. Click on the hyperlink ticket number and they will populate in your web order screen.

2.



Click on the blue hyperlink ticket numbers. Then click close. This will populate your order screen with the item numbers. Click on Verify. Sometimes you can not order multiple gifts on one order. You'll need to create a separate order in that case.

3.



Complete the order. Your only cost will be a nominal shipping charge. You can also add these to a supply order.

Tax & Shipping

1. Total items ordered. Write total on the Subtotal 1 line.
2. Multiply the Subtotal 1 line by 10% to get the Shipping and Handling Fee (Minimum shipping and handling is \$4.50)
3. Add Subtotal 1 to Shipping and Handling. Write this total on the Subtotal 2 line.
4. Multiply the Subtotal 2 by _____ sales tax. Write this amount on the Sales Tax line.
5. Add Subtotal 2 and Sales Tax together. Write this total on Order Total line. This is the amount the customer pays.
6. Payments: all Checks are made payable to _____.
Master Card, Visa, and Discover Credit Cards
Cash

IMPORTANT: All Checks and all Credit Card payments must include full address and phone numbers.

7. Keep both white and yellow copies attached.

Shipping Charges

Charged to:	Order Type	Shipping Cost
Consumers	e-commerce	- 10% of retail + \$4.50 - \$5.75 minimum charge
Consumers	Order placed on party or nonparty that is direct shipped to the consumer address	10% of retail + \$4.50 \$5.75 minimum charge
Consumers	Order placed on party or nonparty that is shipped to consultant or host address	- 10% of retail - minimum charge of \$4.50
Sales Force	Fundraisers	- 7% of fundraiser retail for all orders - minimum charge of \$7.00 - maximum charge of \$20.00 No charge to consumer for order
Sales Force	Parties and non-parties	\$4.50 surcharge when total party or non-party retail is less than \$100
Sales Force	Sample Orders	- 10% of retail - minimum charge of \$4.50 - maximum charge of \$8.00
Sales Force	Sales Aids	10% of the Consultant cost of sales aids with a minimum charge of \$2.75 and a maximum charge of \$5.50 For carton quantities of flyers, catalogs or order forms, a flat \$5.50 per carton will be charged in lieu of the 10% of consultant cost
Sales Force	Sales Aids	Sales Aids Bonus Points Program: For party or non-party orders totaling \$250 or more in retail, receive ½ cent in bonus points for every \$1 in retail. For party or non-party orders totaling \$1000 or more in retail, receive 1/2 cent in bonus points for every \$1 in retail PLUS bonus points of 10% for every retail dollar over \$1000. Points automatically redeemable for dollars off consultant cost on next party or non party order that includes a consultant order with sales aids.

How to add to your kit...

...without going broke!

- A. At your launch party, sell \$500+ and choose 2 items at half off, plus spend your host credits on items for your kit, not your kitchen. Don't forget to redeem the coupon for you SAY YES offer and ACTIVATION offer.**
- B. Continue to hold parties of your own. Yes! You can still be a host! Use the host credit and half offs to add to your kit.**
- C. Recommended items for your kit.* MANY of these can be earned through the Confident Start Program**

- | | |
|------------------------------------|--|
| 1. Chop 'n Prep | 13. Spin 'n Save |
| 2. Quick Chef | 14. Mix 'n Store |
| 3. Fusion Master and Accessories | 15. FridgeSmart pieces to complete the set |
| 4. Mandoline | 16. Modular Mate Super Set |
| 5. Stack Cooker Complete Set | 17. Freeze It Set |
| 6. Microwave Pressure Cooker | 18. Vent 'n Serve Set |
| 7. Smart Multi Cooker | 19. Micro Pitchers Set |
| 8. MicroPro Grill | 20. Lemon-Lime Press |
| 9. Cookware (at least one piece) | 21. Additional Silicone Spatula |
| 10. Pasta Maker | 22. Ice Cream Scoop |
| 11. Corkscrew/Wine Accessories Set | 23. Universal Series Knives |
| 12. Ultra Pro Lasagna Pan | 24. Kitchen Tools |

***While these are recommended for your kit, you would not want to carry them all to one party. Always leave them wanting more!**

Technology Tidbits

There are **GREAT** resources available for you...at little to NO COST! Check them out!

www.my.tupperware.com

This is the sales force web office. There are great tutorials, videos, recipes and more. Please invest the time to explore this resource.

www.legacypartysales.com

Our company website! Check in to find recognition, register for events and access files to help you with your business. Best of all...it's FREE!!!

www.facebook.com

Join our groups! Recognition, updates and more. It's all about building community. As you share the opportunity, please make sure to add your newest team members to these groups

Legacy Party Sales FSRC 2.0 Soaring West (regional) Tupperware US & Canada-Sales Force

www.ZOOM.com

Make sure to download the app so you can participate in our ZOOM screen sharing meetings! If you sign up for the Silver level of my.tupperware, YOU will be able to screen share with others too!

www.legacy.podcastpeople.com

This site is filled with inspirational and motivational professional sales training

www.fsrc.podcastpeople.com

This site allows you to listen to recorded training on demonstrations, dating, party planning, recruiting and more...and it's FREE!

www.twtrends.com

TupperTrends Newsletter is an awesome e-newsletter that you can have sent on your behalf to your hosts, customers and potential customers. Try it FREE for two months.

www.Vistaprint.com

Vistaprint is an approved partner and can create items using the Tupperware logo. Visit their site and type "Tupperware" into the search bar to see what they have to offer. Make sure to sign up for coupons!

www.siteimpressions.com

a different look to your website? Contact Sheryl@siteimpressions.com. To see an example of her work, check out my site at www.tinaoscar.com This service is \$10 per month

www.thebooster.com

A great website that offers stickers, postcards, buttons and MORE for direct sellers.

How (and why) to enter your parties up!

We would love for you to frequently update your parties up (AKA your party lineups), which refers to how many parties you have dated into the future.

WHY?

Doing so helps keep your Director up-to-date on how best to support you in achieving your goals. It also helps your Home Office Team (that's us!) more accurately predict your customers' orders as well as plan how many Sales Force awards to order.

WHAT'S THE
USE IN BEING
A SOCIAL
BUTTERFLY IF
YOU'RE NOT
BRAGGING
ABOUT IT?

HOW?

There are **three** easy ways to quickly update your parties up.

1 PERSONAL SUMMARY

Update directly on the Personal Summary screen in My Sales.

Current	25-May	31-May	01-Jun	07-Jun	14-Jun	21-Jun	28-Jun	05-Jul
3								

2 MOBILE

Current	01-Jun - 07-Jun	08-Jun - 14-Jun	15-Jun - 21-Jun	22-Jun - 28-Jun	29-Jun - 05-Jul
3	3	2	2	2	1

Update via Mobile My Sales (which you can access through your mobile browser at m.tupperware.com or connect via T-App). Select the grid-like menu in the upper right-hand corner and select Parties Up.

3 SMS

OR if you're subscribed to our SMS (text messaging) service*, you can update your parties up by texting the keyword PARTY followed by a date, using the MMDDYY format, and the number of parties scheduled for that week to TWARE (89273).

Example: **PARTY 020314 3**

You will receive a text confirmation, and updates will be visible on your Personal Summary screen in My Sales.

**To subscribe, text SUBSCRIBE followed by your Consultant ID to TWARE (89273) or, in My Sales, navigate to Sales Force > SMS Subscription to enter your mobile number.*

WARRANTY REPLACEMENTS AND GUIDELINES

Is the Product

- Broken
- Cracked
- Chipped
- Peeled (not microwave damaged)

NO – customer may be able to purchase a replacement part if they would like

YES – look up to see if it is OBSOLETE or currently available for parts replacements

Locate Mold Number – The mold number is located on EVERY PRODUCT that Tupperware manufactures. It can be along the inside rim of the seal or bowl or under a tab. The numbers are small so good light and a magnifying glass may need to be used to read the number correctly.

3 ways to look up Tupperware replacements and parts

- T APP – need to subscribe to in advance. Great tool to use at your parties from your Smart Phone
- Online Parts Book in PDF – use the control F (find option) to look up the mold number or name of item.
- WEB SEARCH under your web order entry using the mold number of part name

When Available for parts replacement – The MOLD number is designated to the machine the product is manufactured on. The Sequence or ITEM number is what you'll need to order the correct item. If it is WARRANTEED then you'll use the Warranty Item Type (9). When the customer is purchasing the part, then you'll use the Part Item Type (2) in your web order entry screen.

When Not Available for parts replacement – on occasion the part they need is not available to order in parts. When this happens the customer is eligible for a COMPARABLE replacement. Example, the Large Mixing Bowl is not currently available for replacement, but the 12 cup That'sa Bowl Jr. is. The customer could receive the bowl and seal FREE as long as the customer surrenders the bowl and seal. If no seal is surrendered than just the bowl is ordered. You will order the new bowl by its item number (parts book) and enter it under item type 9. No charge to the customer or consultant

When OBS credit is given – This is a credit toward the customers order AFTER the shipping and Tax has been calculated. All parts are surrendered to the consultant.

Keep all parts / warranty items for 30 days. After the 30 days, take a sharp instrument like a tip of a screw driver and scratch out the MOLD numbers on the product and dispose in your trash.

Pool Money

Consultants earn pool credit when they purchase samples.

Maximum of \$75 Cash & Carry/Pool Money can be applied per Party

Selling your samples at a party

- You should give your host sales credit for the purchases so you don't affect their party sales.
- To apply pool credit, enter the retail value of the samples sold in the party Pool field on the Host Rewards page. See example below

Allocate Cash & Carry

Enter amount and press the Update button to apply sales credit to this order. The maximum amount which can be applied to any one order is \$75. The maximum amount which can be applied to any party is \$75.

Pool Balance: \$ 1252.18 Order Pool Amount: \$.00 Pool amount applied to this order:

Applying to an Individual Order:

- If someone buys your samples at a party you can give the credit to them individually.
- Apply to CUSTOMER order so they can qualify for a purchase with purchase offer.
- On the customers Item Entry page, enter the amount of Cash & Carry to be used in the Pool Amount Order field, and then press Update. Note: The funds will automatically be applied to the party.

Caspian Flora Lunch Set



Lunch in style! Set includes insulated lunch bag in exclusive Caspian Flora print Q, 48-cup/1.1 L. CrystalWave® Round Container, Snack Cup and 16-oz./470 ml. printed tumbler with liquid-tight seal and flip-top spout. \$35 value. Save \$10! 881805

\$25.00 with every \$50 spent

Other ways to use Pool Credit

- Encourage someone to host a party:** Encourage a potential host to date a party. Offer them up to \$75 order from you, towards their party,
- Challenging a host:** Use sales credit as a reward for hosts that achieve goals. Example: \$25 sales credit for ____! \$50 sales credit for ____! \$75 sales credit for ____!
- Helping your own self-hosted party:** You host your own party and boost your own party

Party Retail/Cash & Carry	Host Bonus Items																				
Enter amount in the Party Pool Amount: field and press Update button to apply to party sales.	Click once on an item number to add it to the Host Item Entry section below. (To enter HGS, Free Tupperware, or 1/2 Off items, scroll directly down to the Host Item Entry section.)																				
<table border="0"> <tr> <td>Pool Balance:</td> <td>\$</td> <td>1252.18</td> <td></td> </tr> <tr> <td>Party Retail:</td> <td>\$</td> <td>531.00</td> <td></td> </tr> <tr> <td>Party Pool:</td> <td>\$</td> <td><input type="text" value="64.00"/></td> <td><input type="button" value="Update"/></td> </tr> </table>	Pool Balance:	\$	1252.18		Party Retail:	\$	531.00		Party Pool:	\$	<input type="text" value="64.00"/>	<input type="button" value="Update"/>	<table border="0"> <tr> <td>7458</td> <td>MEASURING CUPS&SPOONS/TYG</td> </tr> <tr> <td>7405</td> <td>JEL-RING(R)MOLD/TYG</td> </tr> <tr> <td>7463</td> <td>LARGE PICK-A-DELI(TM)CONTAINER</td> </tr> <tr> <td>7465</td> <td>CRYSTALWAVE SOUP MUG/2</td> </tr> </table>	7458	MEASURING CUPS&SPOONS/TYG	7405	JEL-RING(R)MOLD/TYG	7463	LARGE PICK-A-DELI(TM)CONTAINER	7465	CRYSTALWAVE SOUP MUG/2
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Total Party Sales: \$ 531.00 + 2 Datings	Host Bonus - Caspian Flora Lunch Set plus Thirstquake Tumblers - NOT QUALIFIED																				
Host Qualification	Party sales less than minimum sales requirement of \$600 Party datings less than minimum requirement of 2 Host with \$600 or more in party sales and 2 or more datings during February 27 - March 11 may purchase the Caspian Flora Lunch Set plus Thirstquake Tumblers for \$1!																				
Your Host qualifies for \$80.00 Host Credits	9079 LUNCH SET/THIRSTQUAKE TUMBLERS																				