



OPTIONAL CLOSES



1. If I could show you how to overcome that (the objection), would you be willing to give Tupperware a try?
2. Why don't you try it for a month and see how much money you can make!
3. I'm not asking you for a decision – I want you to read over the information and while you're thinking about it, let's set a tentative date for your GO demonstration. Then, if you decide to sell Tupperware, part of the sales will be applied to your Opportunity Kit.
4. What do you have to lose by trying Tupperware? What do you have to gain?
5. Would you like to give Tupperware a try for two weeks? Now let's go ahead and set time slots for your first demonstrations in the first two weeks and all other demonstrations will go into the next week.
6. Why don't we go ahead and list people that would have demonstrations to help you get started...2 friends, 2 relatives, 2 neighbors, 2 co-workers etc...
7. The worst thing that could happen is that in 2 weeks you're going to have more fun, make more money and have all that Tupperware...doesn't that sound great?! Let's get started by...
8. Which way would you prefer to get started today? A. Have a GO demonstration or B. Pay for your kit in full
9. I'm going to be working with 4 very special people in the month of (current month), would you like to be one of those people?
10. How soon would you like to start making money?
11. What's stopping you from getting started today?
12. Can you think of some people that will help you get started in Tupperware?
13. If I help you get started, will you give it a try?
14. I have a demonstration tonight or a sales meeting on: (never offer something further than 3 days away) which one would you like to attend?

