



Objections & Excuses



I'M TOO BUSY

- *Busy people know how to get things done and they know lots of people
- *I'll send the invites and I could even make a microwave dessert
- *I'll show you and your friends how to save time, money and space

I JUST HAD ANOTHER TYPE OF PARTY

- *You must enjoy being a hostess!
- *We could create a different invitation list
- *__ is a completely different product; some of your friends that didn't want that product, might enjoy a party with a different product depending on their needs.

MY HOUSE IS SMALL/NOT ENOUGH ROOM

- *How about a sit around the kitchen table party or a patio, pool, or park party
- *Co-host with a friend and use her house

MY FRIENDS HAVE ALL JUST BEEN TO ONE

- *Usually people don't purchase everything they want at one party
- *We have new products & specials every month
- *Theme parties are an option for variety

EVERYONE HAS SO MUCH TUPPERWARE

- *We introduce new products every month and we always have many items on sale
- *We could do a theme party or a fun ladies night out. I'll teach you how to use some of the products you have!

Everyone Is Not on Vacation !!!

- ◆ Only 5% of the population take their vacations at the same time !!! That means you still have 95% of the public to work with!!!
- ◆ Just look at the stores and shopping centers... they haven't closed for the summer because they say "everyone is on vacation"!
- ◆ Summertime is a great time to have a Tupperware party. Baby sitters are easy to get, and if a teenager will watch the little ones while you are having a party... offer him/her a little gift.
- ◆ This is the time of year when everyone wants to be outside and a backyard or patio party is very informal and FUN!!!

Vacations: When are you leaving? How long will you be gone? Where are you going?

(Few days away or same week) Wonderful! You'll be so excited to tell everyone about your trip when you get back.

(If the answer is to the beach, find out if it's near by.) Going next week? Wonderful! Gee, that's great! Let's plan a get-together for the end of the first week; by then you'll be acquainted with your beach neighbors and EVERYONE NEEDS TUPPERWARE.

(Stay at Home) Possible Recruit...Wonderful! You know you owe it to yourself to relax for an hour and a half. Let's keep it simple, and have it outdoors.

Maybe in August:

That's great....Did you know we only have this (bonus or special) for the next two weeks. I would hate for you and your friends to miss out!

Just Got Back...Too Many Things to Do:

The work will always be there, but relax for an hour and a half with the girls. Now is the time for backyard parties.

When School Starts:

Summertime is the best time, the kids play in the yard. Back to school can be busy and your friends desire a fun night out!