

# Team Members



**Is there a Hole in Our Bucket?**

# TAP formula for success

$$\begin{aligned} &\underline{T}eam\ Member \\ &Count \times \underline{A}ctivity \times \\ &\underline{P}roductivity = \\ &\$Sales \end{aligned}$$

## Team Members

57 Team Members on 1st of month

+20 New Consultants recruited

- 12 Consultants dropped

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= 65 Team Members at month end

# Activity

**Activity (%) is ...**

**# of Team Members who had sales in a month**

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**(divided by)**

**Total number of Team Members on your team**

# Activity

Activity (%) is ...

33

(divided by)

65

**= 50%**

# Productivity

Total Retail Sales for the  
month on your team

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(divided by)

# of Team Members who had  
sales in the month

# Productivity

\$20,120

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(divided by) = **\$610**

33

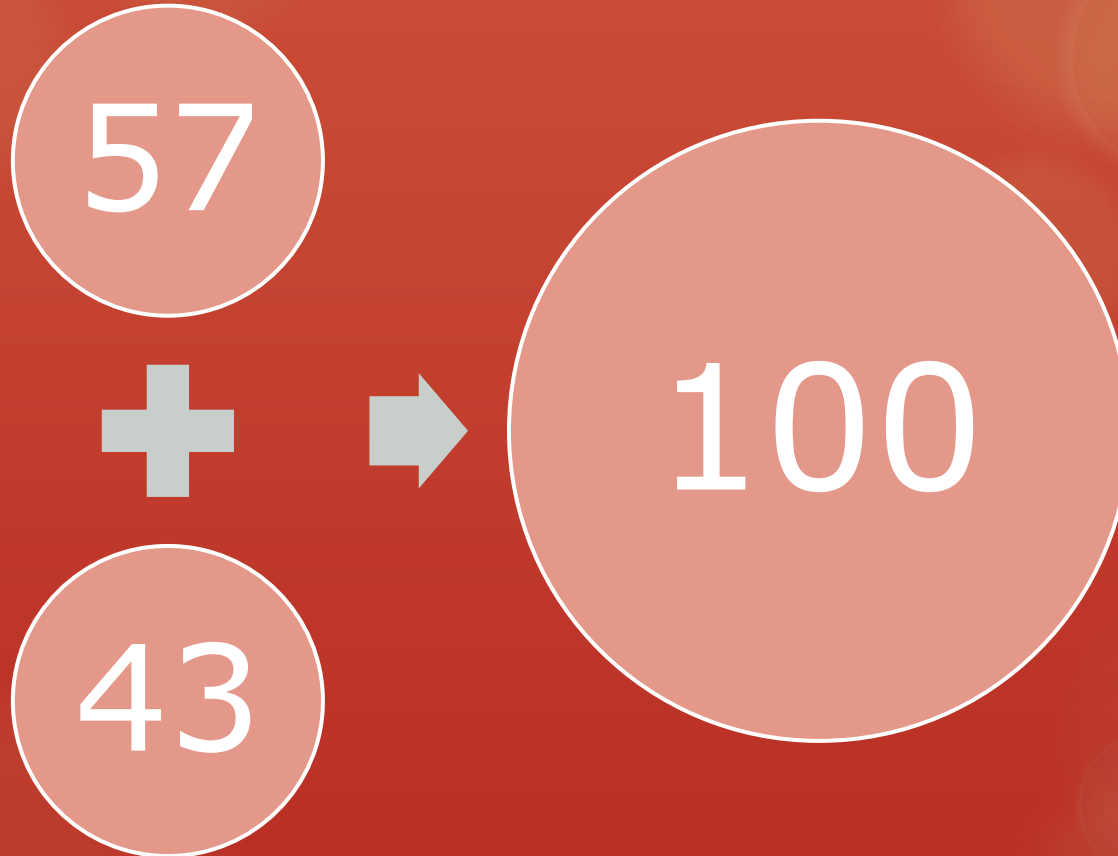
# TAP Formula for success

- Activity is **limited** to 100%
- Productivity is **limited** by # of hours in the day
- Team Member Count = **NO LIMIT**

Solution . . .

Recruiting  
Is  
The  
Answer

# Frontload Strategies "How To"



**We ARE empowered  
to reach out and  
touch hearts!**



Challenge from Joyce  
First Two Weeks of February  
Five (5) Team Recruits  
Receive a “Red Hot” Coin Purse



# Share Your Heart

Share Your Heart Ribbon  
for every new team  
member you bring on to  
your team! You will be  
presented these at our  
Area Meeting!!!



# Tools For Changing



**Tupperware**  
live more!

With a Tupperware business, you're in charge. You decide how much money you want to earn, how much time you want to spend working, and when you want to work. With a business opportunity that adapts to you, there are no limits!

You'll earn money by offering high-quality products from one of the world's most recognized brands. We empower you with business kits that feature products from our most popular product groups, learning materials and smart solutions for today's lifestyles that you can confidently share with others.

The flexibility you enjoy as a Tupperware business owner starts today. Invest in yourself and start your business with the business kit that fits you.



**Executive Business Kit\* \$119.99** \$525 value.

**OR**



**Business Kit\* \$79.99** \$355 value.

**OR** **Pay in two installments on your credit card.\*\***  
*Available only January 28–February 10, 2012.*

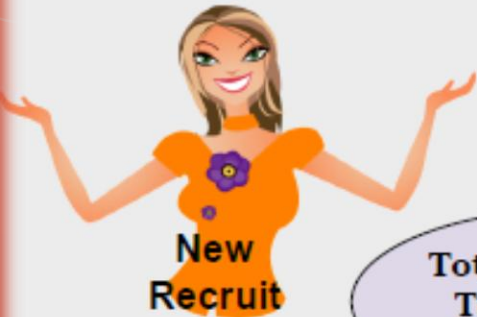
Choose either business kit and pay \$5 down and the balance in 30 days. Just hold two-three parties\*\* in the next 30 days and you'll earn the money to pay off your kit. Plus, you'll be on your way to earning the money you want to make a difference in your life!

\*Kit contents and prices subject to change.  
\*\* Based on the national party sales average of \$460. Credit card required for payment. \$5 plus tax will be charged when you start your business and the balance of the kit (Executive Business Kit balance of \$114.99 plus tax or Business Kit balance of \$74.99 plus tax) automatically will be charged 30 days later.  
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**\$5.00 Deferred Payment  
Two Weeks Only! Through February 10th**



# Recruiting Win-Win Concept



Total sales of new  
Team Recruits  
Directors & Above

\$4500/\$5500  
in sales month



Exclusive  
Award for  
Recruiter

Total sales of new  
Personal Recruits

\$1800/\$2200 in sales month



Exclusive  
Award for  
Recruiter

Star  
Awards

\$900/\$1100 in first 30 days



Award for  
Recruiter

Activation  
& Star  
Awards

\$450/\$550 in first 30 days



Award for  
Recruiter

# TVE Recruiting Challenge



***WATCH THE RECRUITS COME IN!!!***

**Receive a Your Choice of Color Watch  
for EACH New Recruit in February!**

**When the Organization Hits 40 New  
Consultants =**

**Drawing for a Piece of Luggage!!!**

# Recognition

## Circle of Confidence

### Driving Sales:

- Personal Sales:
  - Consultants only
  - Super Sellers (all Sales Force)
- Team Sales:
  - Manager – DIQ
  - Director
- Organization Sales: \$ & % Growth
  - Star Director & Above

### Driving Recruiting:

- Personal Recruits' Sales
  - Consultant – DIQ
  - Directors & Above

### Leadership Development

- Personal Team Step-Ups: Manager, Star Manager, Director
  - Directors & Above



WEEK OF \_\_\_\_\_

# POWER HOURS

# MY RESULTS

Work 5 POWER hours a week to see your business increase!!

Times I worked, what were the results?

1. MY PERSONAL BUSINESS:

CALLS FOR DATINGs, FILLING MY DATEBOOK,

FOLLOW UP FOR PARTIES

FRIEND FINDING

2. MY PERSONAL BUSINESS:

CALLS FOR DATINGs, FILLING MY DATEBOOK,

FOLLOW UP FOR PARTIES

FRIEND FINDING

3. HOST COACHING/ CUSTOMER SERVICE CALLS

4. RECRUIT CALLS—LEADS—OFFERING THE OPPORTUNITY

5. WORKING WITH MY TEAM/RECRUITS!

Your heart often knows  
things before your mind  
does.....

