

Tupperware Tea Time

Phone Script

Hi, This is _____ with Tupperware. I had met you _____! Did I catch you at a good time, do you have a few minutes?

No: I'm sorry. Did you want me to try you at another time so I can share some exciting news with you? When would be a better time to call back?

Yes: Great. You have been selected to take part in a pilot program that just started with our new catalog. I have just one question to ask to see if you qualify to participate. On a scale of 1 – 10 (1 being I hate it and 10 being you can't live with out it) how much do you enjoy hot tea?***

Any response positive response: Excellent! We would love to get your opinion on a new product line that includes, teas and desserts. Would you be able to spare an hour of your time next week with 4 selected friends or family members? The best part is that not only will you play an important role in our company, but you will qualify for FREE products! Does next _____ or _____ work?

No: I understand, is this something you are interested in taking part of in the future or is there someone who you knows that might be?

Yes: I am so excited! I would like to meet with you sometime within the next day or so to show you how easy this is going to be for you. I have _____ or _____ available, which one works best for you?

_____, I really appreciate you taking the time to participate in our pilot program and I am looking forward to hearing what you and your guests have to say about our new "Tupperware Tea Time"!

***If someone says "1" (they hate tea), we want them to see if ours is different than what they have experienced. That is why any number would work for this type of party!