7 Steps to Successful Fundraisers

1. Identify and contact the organization.
2. Meet with your contact to explain the benefits a Tupperware Fundraiser can offer her/his group or organization.
3. Putting the “fun” into your Fundraiser!
   - You’ll want to schedule a program kick-off for all the team captains or participants of your event.
   - Demonstrate the products so participants will be enthusiastic about the product they’re selling.
   - Motivate the participants to reach their organization’s goals.
   - Review materials with the participant.
   - And remind everyone of the important dates.

You’ll also use this time to make everyone comfortable with how to…
   - Approach customers and take orders
   - Fill out order forms...
   - Collect payments…
   - Handle product delivery

4. Follow-up...follow-up...follow-up!
5. Collect compile and consolidate
6. Delivery
7. A Strong Finish
   - Now comes the fun part...presenting the organization with their check! Make the check presentation special - after all, they - and you - worked hard to earn it! Plus, be sure to thank all involved parties for their help and assistance and don't forget to ask for referrals!

Miscellaneous Tips

Suggested incentives

Pizza Party, FREE Tupperware Drawing, gift certificates for Top Sellers, Incentive company,Giftco1-800-443-8261, Pencil sharpener or small item of Tupperware (ie. Water Bottle) for participants with a certain amount of sales or/ activity

Encourage Datings either with a cash donation or a percentage of sales toward the organization from upcoming parties held within a certain time frame. Probably a month.

Fund Raisers should not run more than 2-3 weeks. Interest dwindles. If you can possibly get a list of participants & call midway through, call to be sure they participating & don’t have any questions!

Redate all Fund Raisers for the next season

Call to Thank Individuals for orders about 2-3 weeks after the Fund Raiser to be sure they’ve gotten everything & suggest the Tupperware Opportunity or/and try to date them

Send 2-3 reminders during the Fund Raiser to keep people excited & encourage participation