

TAMMY TUPPERWARE/MARY MALL

This is a game you can play at your parties to show the power of our 25% commission and our personal sales volume bonus.

Use fake \$100.00 and \$50.00 bills for this game (attached)

1. Ask for 2 volunteers; Give them a keychain, auction money or larger game prize.
2. One of your volunteers is Tammy Tupperware and the other is Mary Mall
3. Tell Tammy Tupperware to choose 2 days she would like to work this week. Based on our average party, you just made \$250.00, because we make 25 % commission. Hand her \$250.00
4. Tell Mary Mall that she is working Friday and Saturday, 5 hours each night. I am going to pay you higher than minimum wage. I am going to pay you \$10.00 an hour. Hand her \$100.00 for the week.
5. Repeat this 3 more times (weeks). Ask Tammy Tupperware what days she wants to work each time you do it. Ask Mary Mall if she has days she prefers not to work. Then tell her she has to work that day.
6. At the end of the 4 weeks have each person count their money. Mary Mall should have \$400.00 and Tammy Tupperware should have \$1000.00.
7. Then tell Tammy Tupperware, that because she just sold a total of \$4000.00 for the month, she gets a \$300.00 bonus!!!! Tell Tammy Tupperware to count her money again, she should have \$1300.00 Then ask Mary Mall how much she has. She still has \$400.00. Tammy Tupperware has \$900.00 more. Mary Mall would have to work 9 more weeks to have the same amount of money!! Ask her if they spent money on breaks, or because Mary Mall could not pick her nights, babysitting costs.

This is a great way to show the earning potential of an average consultant doing just 2 average parties a week. Have fun; add your personality, and enthusiasm to the game.

I based the parties on a \$500.00 party; however, our average party is actually \$550.00.

At the end, I would give everyone a \$1000.00 bill (attached). Make sure your name is on it, and tell them to put it in their wallet, and whenever they would like to turn it into real money, give you a call!!!

Attached are 3 word documents; so make any changes you want. There is one page of \$1000.00, a page of \$100.00, and a page of a mixture of \$50.00 and \$1000.00

Created by Shelia Tolbert, Top Nationwide personal recruiter.