

# Tupperware®



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CAREER GUIDE

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# THIS IS THE REAL TUPPERWARE

When you're looking for an opportunity to advance your career while maintaining flexibility and control (and having a ton of fun along the way), look no further than the original home parties. We've been partying for over 70 years. No matter your reason for starting your Tupperware business, we're glad you're here. We want to make sure you know the full opportunity and benefits that await you.

As you'll read in this guide, there are so many reasons to **LOVE WHAT YOU DO** as you build your business and share your success with others along the way. And with that growth comes more rewards and more opportunities.

<div style="text-align: center; background-color: #e91e63; color: white; padding: 5px; border-radius: 10px 10px 0 0;">  <p><b>CONSULTANTS</b></p> </div> <div style="background-color: #fce4ec; padding: 10px; border-radius: 0 10px 10px 10px;"> <div style="text-align: center; margin-bottom: 10px;">  <p>Retain 25% profit on your sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>Sample Tupperware® products at a discounted rate</p> </div> <div style="text-align: center;">  <p>Qualify for exciting awards and challenges</p> </div> </div>	<div style="text-align: center; background-color: #002060; color: white; padding: 5px; border-radius: 10px 10px 0 0;">  <p><b>MANAGERS</b></p> </div> <div style="background-color: #e8eaf6; padding: 10px; border-radius: 0 10px 10px 10px;"> <div style="text-align: center; margin-bottom: 10px;">  <p>Retain 25% profit on your sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>Bonuses totaling to \$350 (\$150-\$350)</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>2-4% Profit Plus on your unit sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>Monthly Executive Manager Bonus (\$150)</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>\$50-\$210+ monthly Vanguard Bonus</p> </div> <div style="text-align: center;">  <p><b>PLUS</b> more opportunities to earn trips and recognition!</p> </div> </div>	<div style="text-align: center; background-color: #4caf50; color: white; padding: 5px; border-radius: 10px 10px 0 0;">  <p><b>DIRECTORS</b></p> </div> <div style="background-color: #e8f5e9; padding: 10px; border-radius: 0 10px 10px 10px;"> <div style="text-align: center; margin-bottom: 10px;">  <p>Retain 25% profit on your sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>One-Time, Step-Up Bonus (\$1,000)</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>6-8% Profit Plus on your Team Sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>Participation in programs like WOW and What's Your Drive? Car Program</p> </div> <div style="text-align: center;">  <p><b>PLUS</b> more opportunities to earn trips and recognition!</p> </div> </div>	<div style="text-align: center; background-color: #ffc107; color: white; padding: 5px; border-radius: 10px 10px 0 0;">  <p><b>ORGANIZATION LEADERS</b></p> </div> <div style="background-color: #fff9c4; padding: 10px; border-radius: 0 10px 10px 10px;"> <div style="text-align: center; margin-bottom: 10px;">  <p>Retain 25% profit on your sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>Director Development Bonus (\$1,500-\$2,500)</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>6-8% Profit Plus on your Team Sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>ADD 8.5% Leadership commission on promoted Director Team Sales</p> </div> <div style="text-align: center; margin-bottom: 10px;">  <p>Participation in programs like WOW and What's Your Drive? Car Program</p> </div> <div style="text-align: center;">  <p><b>PLUS</b> more opportunities to earn trips and recognition!</p> </div> </div>	<div style="text-align: center; background-color: #e91e63; color: white; padding: 5px; border-radius: 10px 10px 0 0;">  <p><b>BUSINESS LEADERS</b></p> </div> <div style="background-color: #fce4ec; padding: 10px; border-radius: 0 10px 10px 10px;"> <p>The opportunity to own your own business</p> <p>Participate in the Business Leader Quarterly Challenge to earn exciting awards</p> <p>Access to exclusive items for sale</p> <p>Qualify for exclusive trips, such as Royal Rose, and recognition, such as Business Leaders of the Year, Lead With Your Heart, and Wings, Fountain, Seal</p> <p style="font-size: small; text-align: center;"><i>Note: Business Leader is an appointed position.</i></p> <div style="text-align: center; margin-top: 20px;">  </div> </div>
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# STANDARDS FOR SUCCESS

Growing your career with Tupperware has lots of benefits, and it might seem a little complicated at first, but it's not. You really only have to do these two things:

- Hold personal parties
- Build first a unit (as a Manager) then team (as a Director) and then organization (as a Star Director or higher) of people holding their own parties

Yeah, that's it! Once you're up and running as a party pro, you simply start sharing the earning opportunity you know and love, and teach and support others as they party.

And to truly maximize not only your own success, but that of your people, it's important to try to make sure each party reaches at least the **standard party** amount of \$500.



“I have a lot of TFFs (Tupperware Friends Forever) who are Business Leaders, especially. One of my TFFs invited me to a networking group she is a part of, and it's exciting after you meet these leaders and you realize how much you respect and appreciate them, and then you feel appreciated too. Relationships aren't always easy with women. Now, I've been in the business 20 years and my life, my friendships, are made up of Tupperware relationships.”

**JACKIE RABOLD**  
Business Leader  
Superstars



## YOUR PATH TO SUCCESS

### MANAGER

- 1 Welcome 1 new Independent Rep to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support everyone in your unit to HOLD 1 party each week

### DIRECTOR

- 1 WELCOME 1 new Independent Rep per Manager unit each week
- 2 HOLD 2 personal parties each week
- 1 PROMOTE 1 new Manager each month

### ORGANIZATION LEADER (STAR DIRECTOR & ABOVE)

- 1 PROMOTE 1 new Manager per Director team each month
- 2 HOLD 2 personal parties each week
- 1 PROMOTE 1 Director in your organization each quarter

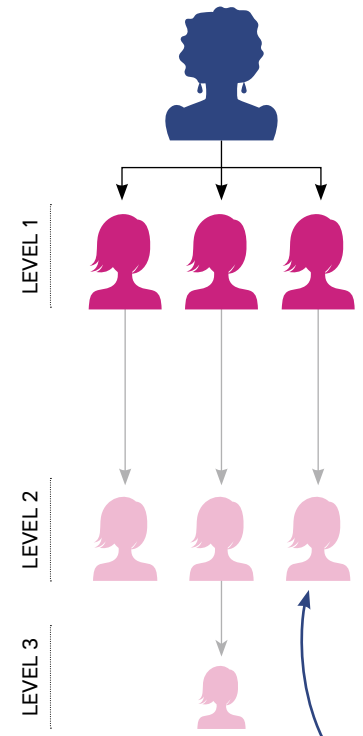


# DON'T PARTY ALONE. START BUILDING YOUR UNIT.

**YOU ALREADY KNOW** that it's so much more than just "selling" when you're really excited about what you're sharing. Think about how it feels to show people a Tupperware® product, give them a few tips and know that you've really improved their lives. The same goes for sharing the earning opportunity. When you start building a unit, you're sharing an opportunity that changes lives for the better.

Along the bottom of each career level page, you'll see this chart explaining the expanding earning opportunities. It will help you compare the differences between levels and plan your career goals. See pages 44–45 for an overview of all career levels.

- 1 Welcome 1 new Independent Rep to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support everyone in your unit to HOLD 1 party each week



**TO BE A SUCCESSFUL MANAGER**, you continue holding personal parties while growing a unit and teaching them how to hold great parties of their own.

To become a Manager, meet or exceed these qualifications in a sales month.

- 5+ standard unit parties** (\$2,500+ in unit sales)
- 1+ standard personal parties** (\$500+ in personal sales)
- 3+ active, personally sponsored, level one unit members\***

You receive title and are eligible to begin earning as a Manager effective the following sales month.

To maintain title and be **PAID AS A MANAGER** each sales month, meet or exceed the same qualifications each month (though for you to maintain and be paid, your three active, level one unit members do not need to be personally sponsored, they may be those who have moved up through compression).

*If someone below you fully leaves the business\*\*, anyone they sponsored will move up a level. This is referred to as compression.*

*You continue to earn retained profit and volume bonus on your personal sales as you grow to any career level.*

*As a Manager, you begin to earn Profit Plus on the commissionable volume (75%) of your unit sales (your sales plus the sales of the three levels below you). You can also earn the Vanguard Bonus based on your monthly unit sales.*

- 5 STAR DIRECTOR AND ABOVE**
- STAR TO 3 STAR DIRECTOR**
- DIRECTOR**
- MANAGER TO EXECUTIVE MANAGER**
- CONSULTANT**

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES AMOUNT	TEAM SALES PROFIT PLUS
<b>Manager</b> T i X R	<b>25%</b>	See pg. 44 (or pg. 19 of the Getting Started Guide)	<b>2%</b>	See page 8 or 44	—

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 <sup>ST</sup> GENERATION	2 <sup>ND</sup> GENERATION	3 <sup>RD</sup> GENERATION	4 <sup>TH</sup> GENERATION	5 <sup>TH</sup> GENERATION	6 <sup>TH</sup> GENERATION	7 <sup>TH</sup> GENERATION
—	—	—	—	—	—	—

\*Active with \$350 or more in personal sales in a rolling four-month period.  
\*\*After going inactive (submits less than \$350 in personal sales in a rolling four-month period), they remain "inactive open" for eight sales months, during which time they can submit regular orders; however, they will not receive the active Independent Rep sample price or be able to submit recruits. If they do not reactivate within eight months, by submitting \$350 in cumulative sales, they go inactive closed at the start of the seventh month, and compression occurs at this time.







# THE REWARDS OF BECOMING A MANAGER

**YOU'RE INSPIRING OTHERS** and helping them improve their lives, and that's rewarding in and of itself. But what makes that even sweeter? More money. And seeing your success is also what inspires your new unit to set their own goals.

As a Manager, you're eligible to begin receiving the **VANGUARD BONUS** based on your monthly unit sales. In 1954, Brownie Wise unveiled the Vanguard Manager Program to an excited Jubilee audience. She said "The common goal for all Vanguard Managers is leadership!" And that's as true today as ever. As in Brownie's day, Vanguard Managers enjoy special recognition in addition to the bonus. We're so proud of our long legacy of supporting, recognizing and rewarding new leaders!

As you grow your business, we're dedicated to making sure you get not only the compensation but the **RECOGNITION** your expanded efforts deserve. You will be recognized in one of four Vanguard categories based on your bonus: V1, V2, V3 or V4.

	MONTHLY UNIT SALES	VANGUARD BONUS AMOUNT
	FOR EACH ADDITIONAL \$2,000	\$25
	\$16,000	\$210
	\$14,000	\$185
	\$12,000	\$160
	\$10,500	\$140
	\$9,000	\$120
	\$7,500	\$105
	\$6,000	\$90
	\$5,000	\$80
	\$4,000	\$70
	\$3,000	\$60
	\$2,500	\$50

The **VANGUARD MANAGER CREST**, based on the original design from 1954, is heart-shaped to symbolize that Managers are truly the heart of the business. The words "activity, recruiting, training and promoting" represent the foundation of a Manager's success. And each element of the design holds special significance.

Acorn:  
both unit and  
personal growth

Ruler:  
excellent  
service



**Jester's wand:**  
the ridiculously  
awesome fun we all  
have together

**Tupperware seal:**  
our extraordinary  
products

**Tupperware rose:**  
the enduring beauty  
of our relationship-  
based earning  
opportunity

**Door:**  
symbol of both  
opportunity and the  
home, around which  
our business is built

**Hands:**  
the partnerships between sales  
force, leaders, customers and the  
home office

**Gold key:**  
the key to success  
you hold out to  
everyone

**Stars:**  
the stars we  
shoot for and the  
stars you're truly  
becoming

**Lamp of knowledge:**  
sharing knowledge  
as you help others  
grow

**Bee:**  
the activity that is  
vital to unit success



# ONE 2 ONE

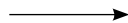
## BEHAVIORS OF SUCCESSFUL MANAGERS

Though you run a unique business, it's helpful to explore the habits of our most successful business owners. We've captured those habits in our **ONE2ONE** success formulas. Build a growing business by focusing on these simple goals. Remember that attending and supporting all of your upline Director's meetings, trainings and coaching sessions will also help you and your growing unit to really thrive.

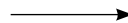
### MANAGERS



Welcome 1 new Independent Rep to your unit each week



HOLD 2 personal parties each week



Support everyone in your unit to HOLD 1 party each week



## THE ROYAL CREST EXPERIENCE

Royal Crest celebrates our Managers and those helping to build their Managers. This trip provides the experience to build life-long relationships with fellow growing leaders.

*Note: Travel experiences may vary and may not be offered every year.*



## NEW MANAGER PROGRAM

First-time Managers can earn exclusive awards by achieving unit goals (recruits and sales) and completing training tasks. The 3-month program begins the first month in which your Manager title is effective. Achieve all three months to earn the Power Up award. Find more information at [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com) in the Knowledge Center under Perks & Programs > Programs > New Manager Program.

MONTH 1	MONTH 2	MONTH 3	PLUS
 \$100 Bonus	 UltraPro 3.5-Qt./3.3 L Lasagna Pan with Cover and Handy Scraper Tool	 Tupperware® Smart Multi-Cooker and Kitchen Tools Serving Spoon	 Earn an Apple iPad 128 GB Power Up award



# STEP UP TO STAR MANAGER

As you share the opportunity, you're really becoming a star. Taking this next step, to Star Manager, involves growing your unit with at least **6** active, personally sponsored, level one unit members. You continue to hold your own parties while teaching your unit how to hold their own parties.

To achieve the title of **STAR MANAGER**, meet or exceed these qualifications in a sales month.

**10+ standard unit parties** (\$5,000+ in unit sales)

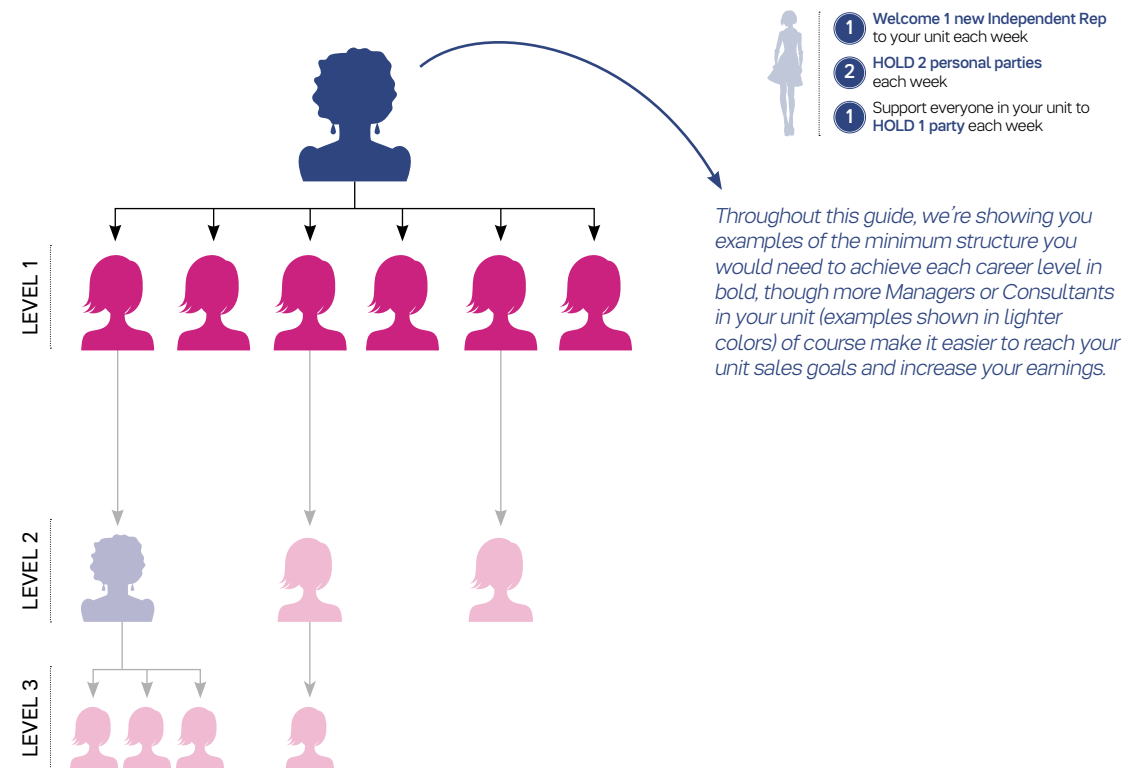
**1+ standard personal parties** (\$500+ in personal sales)

**6+ active, personally sponsored, level one unit members\***

You receive a one-time **step-up bonus of \$150** for achieving the title for the first time. You receive title and begin earning as a Star Manager effective the following sales month.

Step from Consultant to Star Manager in one month? You could receive both the New Manager Program award (see page 11) and the one-time, step-up Star Manager bonus for a total of \$250!

To maintain title and be **PAID AS A STAR MANAGER**, meet or exceed the same qualifications each month (though for you to maintain and be paid, your six active, level one unit members do not need to be personally sponsored, they may be those who have moved up through compression).



- 5 STAR DIRECTOR AND ABOVE
  - STAR TO 3 STAR DIRECTOR
  - DIRECTOR
  - MANAGER TO EXECUTIVE MANAGER
  - CONSULTANT
- Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.*

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES AMOUNT	TEAM SALES PROFIT PLUS
Star Manager 	25%	See pg. 44 (or pg. 19 of the Getting Started Guide)	3%	See page 8 or 44	—

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
1 <sup>ST</sup> GENERATION	2 <sup>ND</sup> GENERATION	3 <sup>RD</sup> GENERATION	4 <sup>TH</sup> GENERATION	5 <sup>TH</sup> GENERATION	6 <sup>TH</sup> GENERATION	7 <sup>TH</sup> GENERATION
—	—	—	—	—	—	—

\*Active with \$350 or more in personal sales in a rolling four-month period.



# STEP UP TO EXECUTIVE MANAGER

As an executive, you're really driving your career. You're continuing to build a powerful unit that can develop right alongside you as you encourage and support each other.

To achieve the title of **EXECUTIVE MANAGER**, meet or exceed these qualifications in a sales month.

**15+ standard unit parties** (\$7,500+ in unit sales)

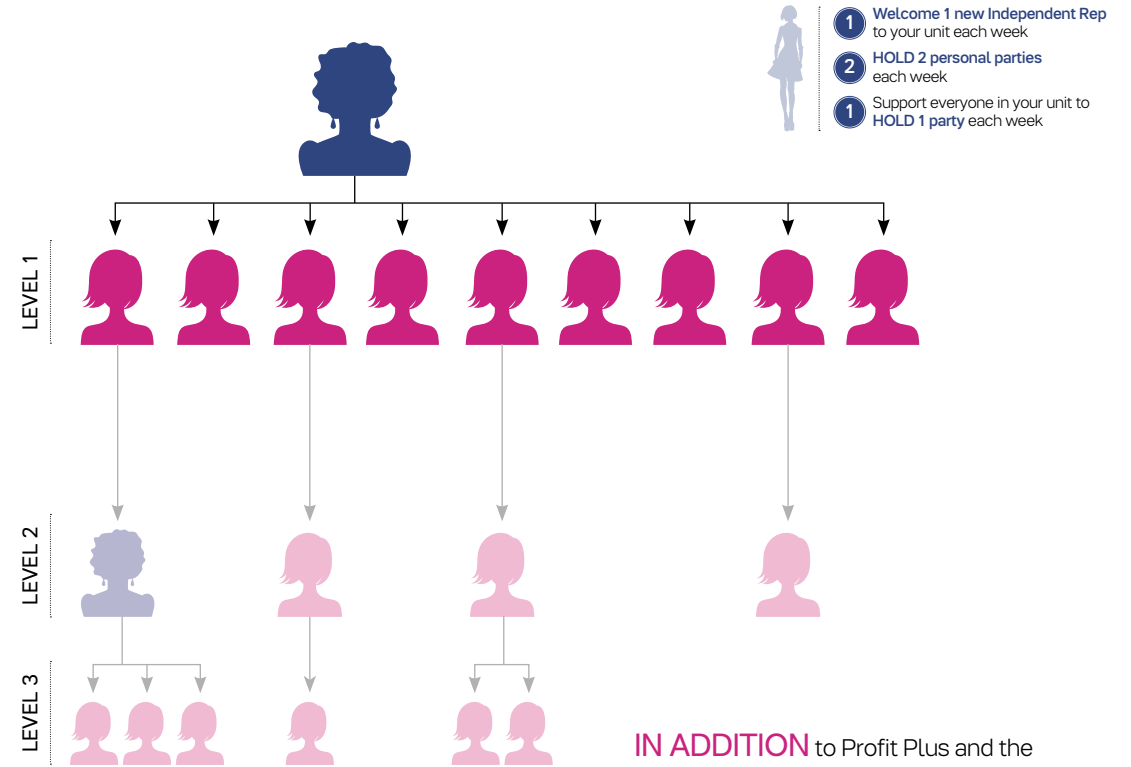
**1+ standard personal parties** (\$500+ in personal sales)

**9+ active, personally sponsored, level one unit members\***

You receive a one-time **step-up bonus of \$200** for achieving the title for the first time. You receive title and begin earning as an Executive Manager effective the following sales month.

Step from Consultant right on up to Executive Manager in one month? It's possible when you say **I'M POSSIBLE!** If you do so, you could receive the New Manager Program award (see page 11) and both one-time, step-up bonuses for a total of \$450!

To maintain title and be **PAID AS AN EXECUTIVE MANAGER** each sales month, meet or exceed the same qualifications each month (though for you to maintain and be paid, your nine active, level one unit members do not need to be personally sponsored, they may be those who have moved up through compression).



**IN ADDITION** to Profit Plus and the Vanguard Bonus, you can also begin receiving the **EXECUTIVE MANAGER BONUS**. As an Executive Manager with \$7,500 or more in unit sales for two consecutive sales months (which can include the month in which you first achieved title qualifications), you qualify to add a \$150 bonus during the third sales month and again for each month in which your unit achieves \$7,500 or more in sales (as long as you maintain the Executive Manager title).

- 5 STAR DIRECTOR AND ABOVE
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- CONSULTANT

Note: Bold head icons required to achieve and maintain title, lighter colors are not but indicate additional earning potential.

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES SALES	TEAM SALES PROFIT PLUS
<b>Executive Manager</b> 	<b>25%</b>	See pg. 44 (or pg. 19 of the Getting Started Guide)	<b>4%</b>	See page 8 or 44	—

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
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\*Active with \$350 or more in personal sales in a rolling four-month period.





# MAKE YOUR DREAM A REALITY

## IN THE DIRECTOR-IN-QUALIFICATION PROGRAM

The **DIRECTOR-IN-QUALIFICATION (DIQ) PROGRAM** is your path to leadership and the rewards of being a Director. When you become a Director, you'll be rewarded with higher income and awesome awards—including a first-time **\$1,000 CASH STEP-UP BONUS**.\*

To be eligible to start the DIQ program, hold personal parties and support your unit as they hold personal parties to meet or exceed these qualifications during a given sales month.

**15+ standard Dream Team parties**  
(\$7,500+ in total Dream Team sales)

**Dream Team sales** are your unit sales plus the sales of all of all levels below you, excluding the teams of any downline Directors and the units of any downline Managers who have completed one month of qualifying sales in the DIQ Program.\*\*

**5+ standard unit parties**  
(\$2,500+ in unit sales)

**1+ standard personal parties**  
(\$500+ in personal sales)

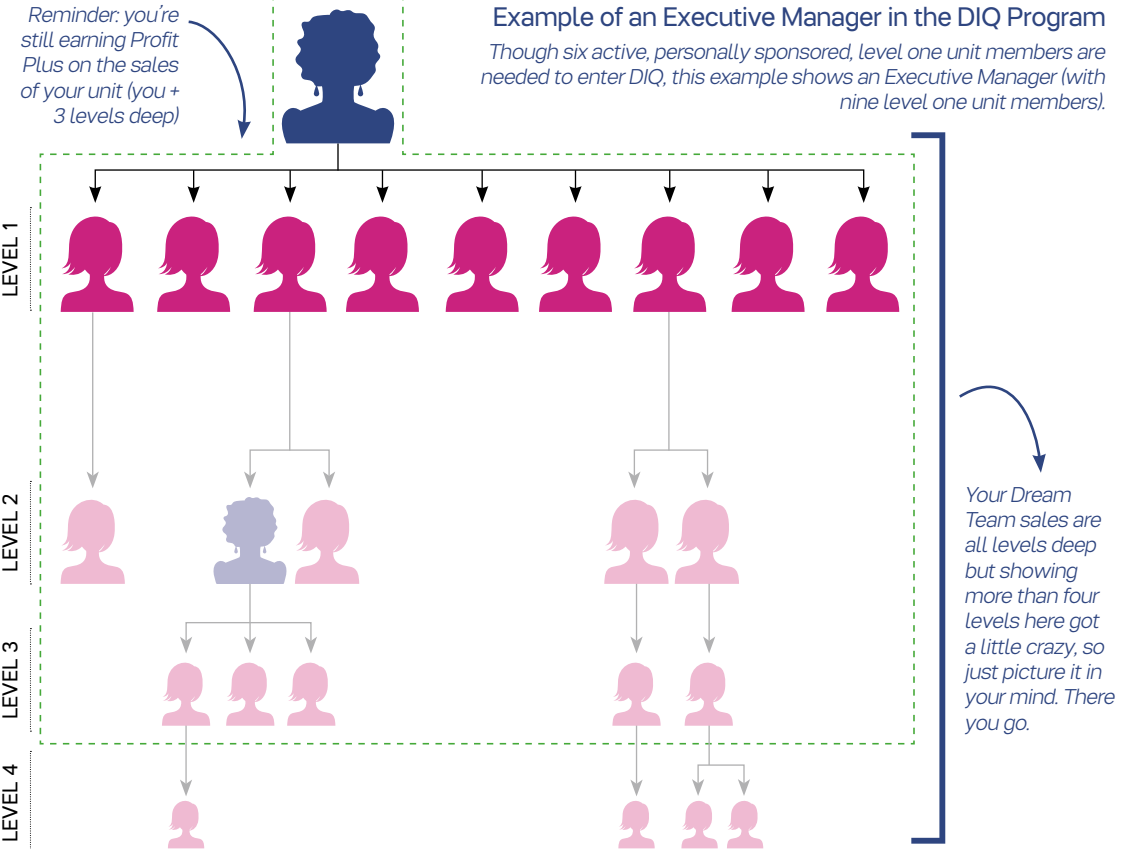
**6+ active, personally sponsored, level one unit members**\*\*\*

To remain active in the program, meet or exceed the above sales qualifications and maintain 6+ active, personally sponsored, level one unit members.



I've met so many people through my business who are now like family. I believe in my team, and they believe in the business. My hope is that they achieve more than I did. I want them to win many awards and for them to achieve financial wellness with Tupperware. Something that I always say to myself, "Today, I will never finish, because I'm earning (money) and the more I earn, the more I help people to earn (money) and to believe in themselves."

**MARIA GUTIERREZ**  
5 Star Director  
Exploradora Sales



- 5 STAR DIRECTOR AND ABOVE
- STAR TO 3 STAR DIRECTOR
- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Want to begin earning Profit Plus on all levels? Turn your Dream Team into a reality when you complete the program by promoting to Director (see next page).

\*The \$1,000 bonus is paid to Sales Force Members stepping up to Director for the first time.

\*\*Though their first month of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs.

\*\*\*Active with \$350 or more in personal sales in a rolling four-month period.



# STEP UP TO DIRECTOR

When you complete the DIQ Program and promote to Director, you begin to enjoy exclusive programs and **earning Profit Plus** on all of your recruits' recruits (all levels deep), excluding the teams of any downline Directors. This was your DIQ Dream Team but is now considered your team.

To complete the DIQ program and qualify to become a Director achieve:

**60+ standard Dream Team parties** (\$30,000+ in cumulative Dream Team sales) within three consecutive sales months\*

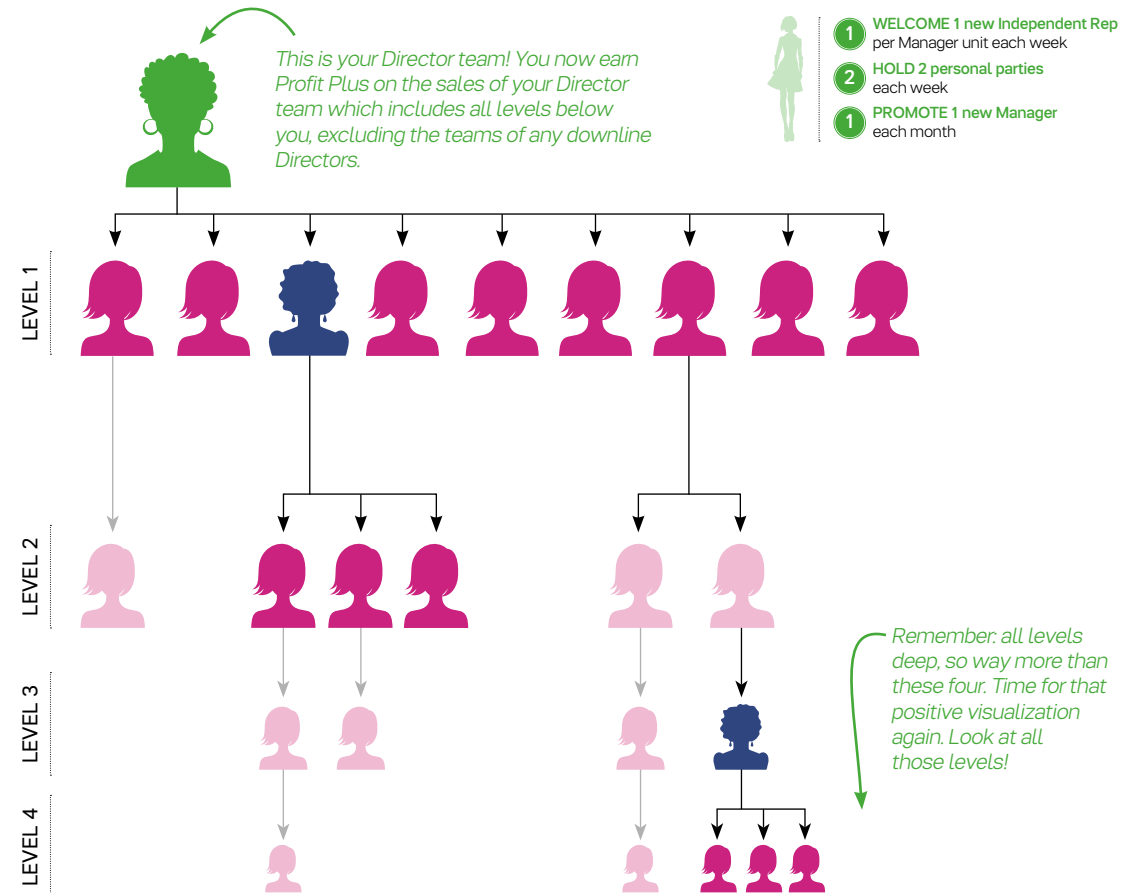
And, in the last month of those three consecutive sales months you're using to qualify, have **2+ members of your Dream Team achieving qualifications to be paid as Managers OR achieving the qualifications to step up to Manager or above** (though their title will be effective the following month).

**9+ active, personally sponsored, level one unit members\*\***

As a Director, you hold personal parties and continue coaching and supporting your team as they hold their own parties. You'll also be partnering more closely with your upline Director to conduct more training, and coordinate events and meetings. To be paid as a Director in a given sales month, meet or exceed the following qualifications:

**20+ standard team parties** (\$10,000+ in team sales)

**Hold personal parties each week\*\*\***



- 5 STAR DIRECTOR AND ABOVE
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- DIRECTOR
- MANAGER TO EXECUTIVE MANAGER
- CONSULTANT

Note: Bold head icons required to achieve title, lighter colors are not but indicate additional earning potential.

TITLE	PERSONAL SALES		UNIT/TEAM SALES		
	RETAINED PROFIT	VOLUME BONUS	UNIT SALES PROFIT PLUS	VANGUARD SALES	TEAM SALES PROFIT PLUS
<b>Director</b> 	<b>25%</b>	See pg. 44 (or pg. 19 of the Getting Started Guide)	—	—	\$20,000+ = <b>8%</b> \$15,000–\$19,999 = <b>7%</b> \$10,000–\$14,999 = <b>6%</b>

LEADERSHIP COMMISSION ON PROMOTED DIRECTOR TEAM SALES						
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—	—	—	—	—	—	—

\*With no month less than 15 standard Dream Team parties (\$7,500 in Dream Team sales).  
 \*\*Active with \$350 or more in personal sales in a rolling four-month period. \*\*\*Meeting or exceeding 1+ standard parties (\$350+ in personal sales) each month.

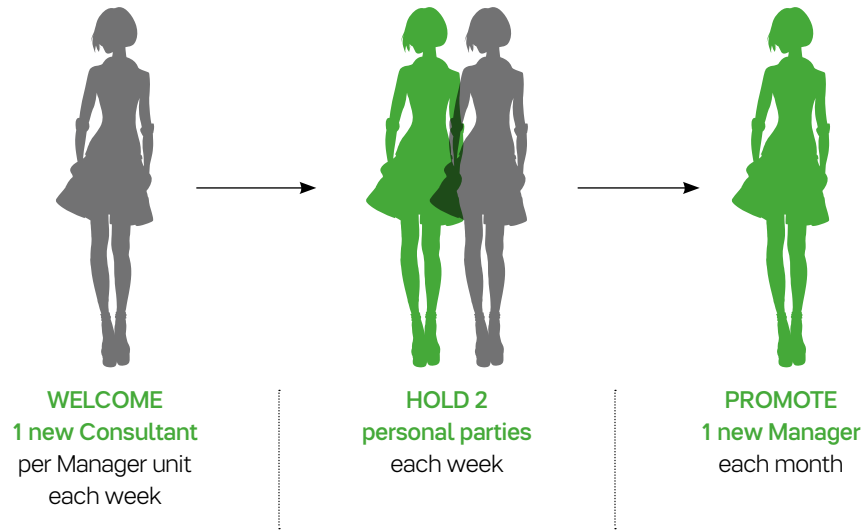


# ONE 2 ONE

## BEHAVIORS OF SUCCESSFUL DIRECTORS

As a Director, we know you'll be balancing more responsibilities (developing more Managers, mentoring those Managers as they grow their units, organizing or helping organize events, still serving your own Hosts and customers) so your **ONE2ONE SUCCESS FORMULA** reflects that balance.

### DIRECTORS



We love to celebrate our Directors at Jubilee! Stepping up to Director is a very big deal, and honoring that achievement at our biggest annual gathering is always a high point.

*Note: Event experiences may vary and may not be offered every year.*





# miles OF MOMENTS

WE BRING  
THE PARTY  
ALL OVER  
THE WORLD

Even as you enjoy more successes, we know it's still hard to set aside the time and money for traveling. So why not see the world on all-expense-paid trips?



**ROYAL KEY EXPERIENCE**  
New Directors— Business Leaders can achieve sales and growth goals to attend.



**ROYAL CROWN EXPERIENCE**  
Grow your total organization or company sales over the year prior to qualify.



**ROYAL ROSE EXPERIENCE**  
Achieved with total company sales growth.



LAKE LOUISE  
AB, CANADA



CUBA

PERU

For more information on each trip experience, view flyers and Q+As at [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com) in the Knowledge Center under Perks & Programs.

*Note: Travel experiences may vary and may not be offered every year.*



# QUALIFY FOR A SWEET RIDE

As a Director, you can qualify to drive the **NISSAN ROGUE**, through the What's Your Drive? Car Program, by achieving \$12,500 or more in team sales for three consecutive sales months. You can also qualify to become a Director in the DIQ Program while also qualifying for the Rogue. This fully branded baby can keep your business (and life!) running a little smoother. It's your **TROPHY ON WHEELS** that helps you show off your achievements as a business owner in your community.

**MONTHLY TEAM SALES:**

- 25+ standard team parties (\$12,500+)
- 20–25 standard team parties (\$10,000–\$12,499)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

**COPAY:**

- \$0
- \$150
- \$350
- \$650

OR CASH BONUS

We want to encourage you to succeed, even before you get behind the wheel. Directors can earn cash bonuses by achieving the following in a single month.

**MONTHLY TEAM SALES:**

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

**RECEIVE:**

- \$250
- \$150

After achieving \$12,500 or more in team sales for three consecutive months, you qualify to participate in the What's Your Drive? Car Program, and then you may choose between the car or continue with an increased cash bonus opportunity:

**MONTHLY TEAM SALES:**

- 25+ standard team parties (\$12,500+)
- 20–25 standard team parties (\$10,000–\$12,499)
- 15–20 standard team parties (\$7,500–\$9,999)

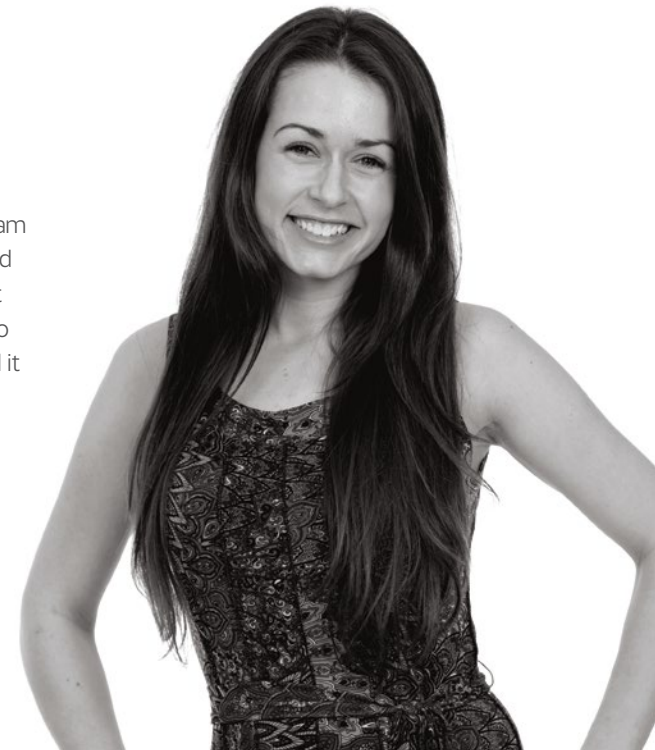
**RECEIVE:**

- \$325
- \$250
- \$150



My life before Tupperware was work. Day, evening, night—work. Sometimes I couldn't even be home eight hours between shifts. I am a hard worker, and now, with Tupperware and owning my own business, the results of that hard work are more noticeable. When you do more and you climb faster, you advance and it pays off. My career now is very rewarding."

**DEBBIE DUFOUR**  
3 Star Director  
Les Diamants



*Find full program details as well as frequently asked questions and answers in the Knowledge Center at MyOffice.Tupperware.com.*



# WOW PROGRAMS

TO HELP YOU GROW YOUR TUPPERWARE BUSINESS

*YOU  
could be  
here!*

Initially, WOW was an acronym, (we were kind of acronym crazy for a few years) that stood for “Wildly Outrageous Wins.” Each WOW Program is designed to help you grow your Tupperware business at a successful pace while wowing you with some very cool awards.



# WOW NEW DIRECTOR PROGRAM

First-time Directors enjoy the opportunity to earn an incredible award in only six months (while setting up a very successful business at the same time). That's the best kind of multi-tasking. To qualify:

**ACHIEVE 120+ standard team parties** (\$60,000+ in cumulative Director team sales) within your first six months (or less) as a new Director.

**MAINTAIN 15+ standard team parties** (\$7,500+ in Director team sales) during each of those six months.

**HAVE 4+ Managers** in title at the same time during any of those six months (which may include at the start of your seventh month, as title is effective the following month.)

*Note: Must be titled as a Director at the time you select and receive your award. Travel experiences may vary and may not be offered every year. Find award options, full program details as well as frequently asked questions and answers in the Knowledge Center at MyOffice.Tupperware.com.*



I chose Hawaii for the first WOW trip that I earned, and I took my mother. My parents were military, and that was the one place in the world they hadn't been and really wanted to go. Over the summer, I earned my second WOW trip and I chose to take my three children to Disney. Disney was a lot of fun when the kids were little, but Disney is amazing when your children are adults. We had the best time. Next, I earned the trip to Cuba and I'm taking my daughter for her birthday present. We're so excited."

**ALICIA MANNING**  
3 Star Director  
Eagle Enterprises

# WOW GROWTH PROGRAM

Success plans are cool and all, but success plans with amazing built-in awards are even better. The **WOW GROWTH PROGRAM** gives established Directors the chance to grow their businesses and attain (you guessed it) some wildly outrageous wins. You can enter WOW Growth the month after you've achieved 30+ standard team parties (\$15,000+) in a sales month.



## MONTHS 1-6:

**Achieve 10% month-over-month growth in Director team sales.** Successful completion of these first six months means you can choose a **Celebration Award**, even if you already received one during the WOW New Director Program (see previous page). Choose the same award or another option. (Does anyone ever get sick of Hawaii?)

## MONTHS 7-12:

**WHEW!** During this time, you need to maintain the Director team sales level you reached at the end of month 6. Prepare yourself and your team for the final phase.

## MONTHS 13-18:

It's time again to achieve 10% month-over-month growth in Director team sales. When you successfully complete this phase, you've completed the program and have achieved an **ULTIMATE WIN** (which is as epic as it sounds).

*Ultimate Win Awards (see next page).*





# WOW ULTIMATE WIN AWARD OPTIONS:

- Ford Mustang V6 2-door convertible
- 14-carat total weight diamond tennis bracelet
- Harley-Davidson Fat Boy® motorcycle
- Two Ski-Doo® Legend Snowmobiles plus trailer
- Two Sea-Doo® personal watercraft plus trailer
- 12-pc. stainless steel GE kitchen appliance package
- Dutchmen Lite Recreational Vehicle
- \$22,000 cash

**WHEN YOU PROMOTE** someone on your team to Director during WOW Growth, you can count 100% of their team sales toward your goal for six months.

*Find full program details as well as frequently asked questions and answers in the Knowledge Center at [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com).*



## ENJOYING THE TASTE OF VICTORY?

Torn between two (or three) of the Ultimate Win Awards? You can re-enter the WOW Growth Program as many times as you want.





# WHAT'S YOUR DRIVE? CAR PROGRAM



**TODAY**  
MERCEDES-BENZ  
SL550 CONVERTIBLE  
(Available at the \$10 million  
organization level)

From wood-paneled wonders to sleek, powerful beauties, our evolving fleet of vehicles has been helping our Sales Force Members take their careers further, faster for decades. By participating in the What's Your Drive? Car Program, you can qualify to drive a promotional car with no copay. And that kind of success never goes out of style.



**1984-1987**  
OLDSMOBILE CUTLASS CIERA



**1988-1991**  
DODGE CARAVAN



**1994-2000**  
DODGE CARAVAN



**2001-2004**  
PONTIAC MONTANA



**2007-2010**  
CADILLAC CTS



**1992-1993**  
CHEVROLET LUMINA  
APV MINI VAN



**1994-2000**  
JEEP GRAND CHEROKEE



**2001-2004**  
SAAB 9.3 CONVERTIBLE



**2005-2006**  
GMC YUKON XL



CHEVROLET TRAVERSE AWD



GMC ACADIA AWD



CHEVROLET MALIBU 2LT

### \$300,000–\$499,999

in total organization sales over 12 months\*

**MONTHLY TEAM SALES:**

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

**COPAY:**

- \$0
- \$450
- \$750

*Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).*

**OR CASH BONUS**

**MONTHLY TEAM SALES:**

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

**RECEIVE:**

- \$375
- \$150

*Find current vehicle offerings, full program details as well as frequently asked questions and answers in the Knowledge Center at MyOffice.Tupperware.com.*



CHRYSLER PACIFICA

### \$500,000–\$999,999

in total organization sales over 12 months\*

**MONTHLY TEAM SALES:**

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

**COPAY:**

- \$0
- \$500
- \$850

*\*Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

**OR CASH BONUS**

**MONTHLY TEAM SALES:**

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

**RECEIVE:**

- \$425
- \$150



BUICK ENCLAVE AWD



CHEVY TAHOE LT 4X4



CADILLAC XT4



CADILLAC XT5 AWD

## \$1-\$1.99 MILLION

in total organization sales over 12 months\*

### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)
- 0-15 standard team parties (\$0-\$7,499)

### COPAY:

- \$0
- \$550
- \$1,000

*Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (compression counts towards your 9 Active Level 1 team members).*

### OR CASH BONUS

#### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)

#### RECEIVE:

- \$500
- \$150

*Find current vehicle offerings, full program details as well as frequently asked questions and answers in the Knowledge Center at MyOffice.Tupperware.com.*

## \$2-\$4.99 MILLION

in total organization sales over 12 months\*

### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)
- 0-15 standard team parties (\$0-\$7,499)

### COPAY:

- \$0
- \$600
- \$1,200

*\*Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*

### OR CASH BONUS

#### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15-20 standard team parties (\$7,500-\$9,999)

#### RECEIVE:

- \$600
- \$150



MERCEDES-BENZ E-CLASS CONVERTIBLE AWD



MERCEDES-BENZ SL550 CONVERTIBLE



MERCEDES-BENZ GLE SUV AWD



GMC YUKON XL 4X4



CADILLAC ESCALADE PLATINUM ESV



MERCEDES BENZ GLS AWD

## \$5–\$9.99 MILLION

in total organization sales over 12 months\*

### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–210 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

### COPAY:

- \$0
- \$800
- \$1,500

### OR CASH BONUS

#### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

#### RECEIVE:

- \$750
- \$150

*Note: If your monthly team sales fall below \$10,000, you need to meet or exceed qualifications to be paid as an Executive Manager or you will be charged the full copay amount (or receive zero cash) for that month (commission counts towards your 9 Active Level 1 team members).*

*At the \$5 million and above sales levels, you will have a choice of ordering either a white or black vehicle. All levels below \$5 million will receive their vehicle in white.*

*Find current vehicle offerings, full program details as well as frequently asked questions and answers in the Knowledge Center at MyOffice.Tupperware.com.*

## \$10 MILLION+

in total organization sales over 12 months\*

### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)
- 0–15 standard team parties (\$0–\$7,499)

### COPAY:

- \$0
- \$1,100
- \$2,000

### OR CASH BONUS

#### MONTHLY TEAM SALES:

- 20+ standard team parties (\$10,000+)
- 15–20 standard team parties (\$7,500–\$9,999)

#### RECEIVE:

- \$1,000
- \$150

*\*Total of all sales of all levels in your downline (referred to as infinity sales), not just compensated levels. Qualify for the first time using a rolling 12 months. Then, your 12-month requalification period is no longer rolling, but locked into that same 12-month period you used to first qualify. The Bypass Rule applies when you are bypassed by a Director with a higher title, then you count the Director's team sales in your total but you do not count any of the Director teams below the Director who has bypassed you in title. Must also meet or exceed requirements to be paid as your career title.*



# ONE 2 ONE

## BEHAVIORS OF SUCCESSFUL ORGANIZATION LEADERS

By promoting your first Director, you begin to build an organization, truly becoming a leader of leaders. By promoting one Director, you become a Star Director. Promote two Directors, and you become a 2 Star Director, and so on. All Star Directors and above are Organization Leaders (because you're leading an organization of Director teams within it). It's a big step in your Tupperware career and comes with increased earning potential through the Leadership Commission, and other perks and bonuses (see facing page). Ensure your lasting success by following the Organization Leader's **ONE2ONE SUCCESS FORMULA**.

### STAR DIRECTORS & ABOVE



**PROMOTE**  
**1 new Manager**  
per Director team  
each month



**HOLD 2**  
**personal parties**  
each week



**PROMOTE**  
**1 Director**  
in your organization  
each quarter

## DIRECTOR DEVELOPMENT BONUS

BASED ON YOUR TITLE\*

**\$1,500**

DIRECTOR THROUGH STAR DIRECTOR

**\$2,000**

2 STAR THROUGH  
5 STAR DIRECTOR

**\$2,500**

EXECUTIVE DIRECTOR  
AND ABOVE

\* Paid on members of your team stepping up to Director for the first time. Paid based on your title at the time of promotion.

Note: To give you time to rebuild your team after promoting out a Director, you receive a promoting waiver which gives you the chance to waive the Director team sales requirement for a maximum of four sales months after the promotion while still being paid as Director.



# BECOMING ELITE IS PRETTY SWEET

So much prestige comes with the achievement of becoming Elite for your entire organization. It represents a whole new level of commitment to your Tupperware business.

What else is sweet about being Elite? As you grow your organization sales, you can also qualify for exclusive honors and awards created just for Elite Leaders. Achieve \$500,000 or more in organization sales volume throughout one sales year to qualify for Elite status for the following year.

Enjoy the profits, perks and privileges of the Elite life by growing your organization sales and joining this truly extraordinary group of leaders. Learn more in the Knowledge Center at [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com).



As you continue to grow your business, your success will be celebrated with these one-of-kind perks and business tools created just for Elite leaders.

WHEN YOUR ORGANIZATION ACHIEVES THE BELOW SALES VOLUME IN 2019, you qualify to be recognized as an Elite Leader through the end of 2022. We want to make sure you have plenty of time to enjoy your achievement. Elite Leaders must maintain their Director title to remain the program.

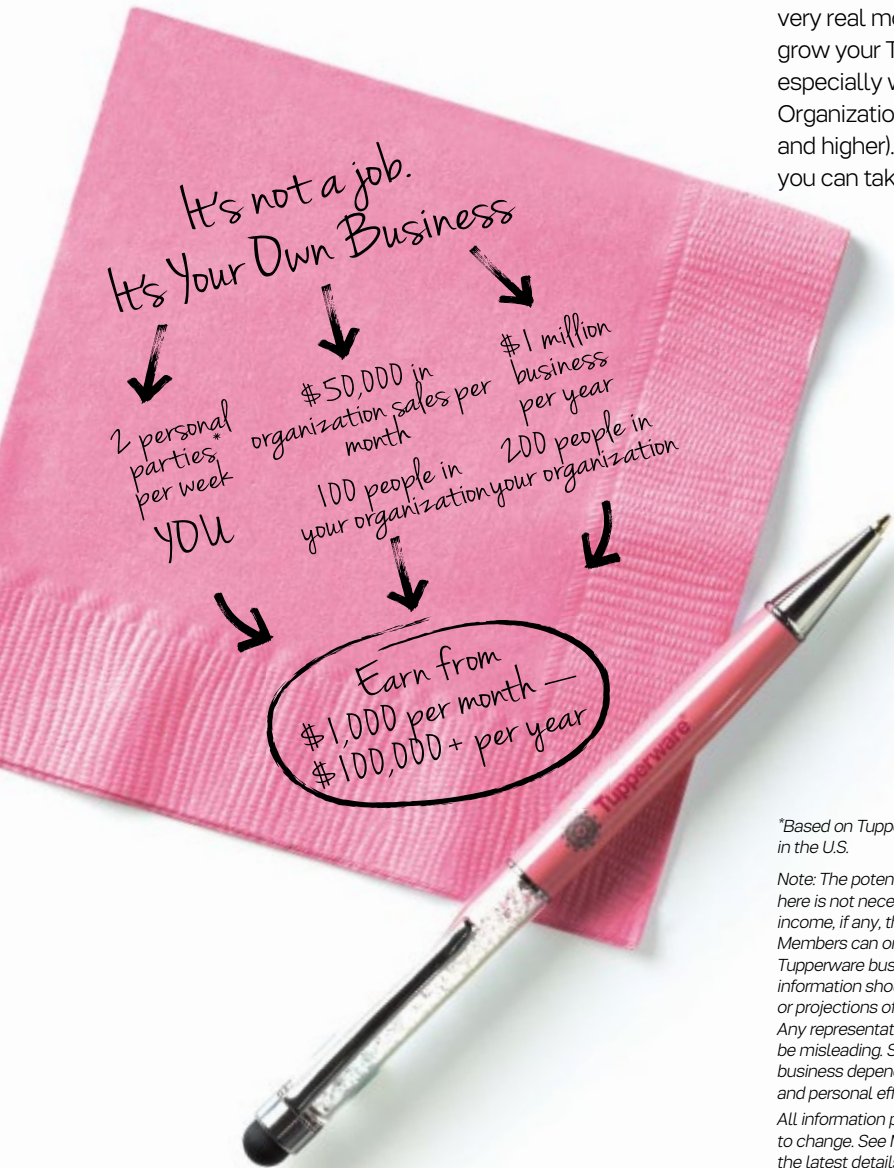
ELITE LEVEL	Level Achievement Gift	Opportunity to qualify for exclusive trips	Free Host samples	Waived Registration to Jubilee® 2022
 <b>ELITE</b> \$500,000–\$749,999	✓	✓		
 <b>PEARL</b> \$750,000–\$999,999	✓	✓		
 <b>BRONZE</b> \$1–\$1.49m	✓	✓		
 <b>SILVER</b> \$1.5–\$1.99m	✓	✓	✓	
 <b>GOLD</b> \$2–\$2.99m	✓	✓	✓	
 <b>DIAMOND</b> \$3–4.99m	✓	✓	✓	✓
 <b>PLATINUM</b> \$5–\$9.99m	✓	✓	✓	✓
 <b>PRESIDENTIAL</b> \$10m+	✓	✓	✓	✓

*\*For yourself only. You may register a guest, but the current rate will apply. Beginning in mid-September, if you've already reached the level of Diamond Elite or above, it will be free to register. If you register prior to mid-September, or prior to achieving Diamond Elite, the registration fee will be refunded.*

*Note: Travel experiences may vary and may not be offered every year.*



# SEE WHAT'S POSSIBLE



**AS YOU CAN SEE**, there is very real money to be made as you grow your Tupperware business, especially when you become an Organization Leader (Star Director and higher). There's no limit to where you can take the party!

*\*Based on Tupperware party standard of \$500 in the U.S.*

*Note: The potential income information provided here is not necessarily representative of the income, if any, that Tupperware Sales Force Members can or will earn through their new Tupperware businesses. These figures and information should not be considered guarantees or projections of your actual earnings or benefits. Any representation of earnings or benefits would be misleading. Success with a Tupperware business depends on each individual's skills and personal efforts.*

*All information provided in this guide is subject to change. See [MyOffice.Tupperware.com](http://MyOffice.Tupperware.com) for the latest details on qualifications for programs, bonuses, incentive trips and more.*

THINK BIG.  
START SMALL.  
BEGIN NOW.

**Tupperware®**

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