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 partiers. 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.

**Consultants**
- Retain 25% profit on your sales
- Sample Tupperware® products at a discounted rate
- Qualify for exciting awards and challenges

**Managers**
- Retain 25% profit on your sales
- Bonuses totaling to $350 ($150–$350)
- 2–4% Profit Plus on your unit sales
- Monthly Executive Manager Bonus ($150)
- $50–$210 monthly Vanguard Bonus
- PLUS more opportunities to earn trips and recognition!

**Directors**
- Retain 25% profit on your sales
- Director Development Bonus ($1,500–$2,500)
- 6–8% Profit Plus on your Team Sales
- ADD 8.5% leadership commission on promoted Director Team Sales
- PLUS more opportunities to earn trips and recognition!

**Organization Leaders**
- Retain 25% profit on your sales
- Participation in programs like WOW and What’s Your Drive? Car Program
- PLUS more opportunities to earn trips and recognition!

**Business Leaders**
- The opportunity to own your own business
- Participate in the Business Leader Quarterly Challenge to earn exciting awards
- Access to exclusive items for sale
- 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.

Note: Business Leader is an appointed position.
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

STANDARDS FOR SUCCESS

MANAGER
1. Welcome 1 new Independent Rep to your unit each week
2. Hold 2 personal parties each week
3. Support everyone in your unit to hold 1 party each week
4. Promote 1 new Manager each month

DIRECTOR
1. Welcome 1 new Independent Rep to Manager unit each week
2. Hold 2 personal parties each week
3. 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
3. 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 when you’re sharing 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.

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.

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

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).

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

---

**Leadership Commission on Promoted Director Team Sales**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>PERSONAL SALES</th>
<th>UNIT/TEAM SALES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>RETAINED PROFIT</td>
<td>VOLUME BONUS</td>
</tr>
<tr>
<td>Manager</td>
<td>25%</td>
<td>See pg. 44</td>
</tr>
</tbody>
</table>

---

**Manager to Executive Manager**

1. Welcome 1 new Independent Rep to your unit each week
2. Hold 2 personal parties each week
3. Support everyone in your unit to hold 1 party each week

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

---

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

**After going inactive due to sales 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.

<table>
<thead>
<tr>
<th>VANGUARD MANAGER CREST</th>
<th>Acon: both unit and personal growth</th>
<th>Ruler: excellent service</th>
</tr>
</thead>
<tbody>
<tr>
<td>V1</td>
<td>Acorn: excellent service</td>
<td>Ruler: excellent service</td>
</tr>
<tr>
<td>V2</td>
<td>Acorn: both unit and personal growth</td>
<td>Ruler: excellent service</td>
</tr>
<tr>
<td>V3</td>
<td>Acorn: both unit and personal growth</td>
<td>Ruler: excellent service</td>
</tr>
<tr>
<td>V4</td>
<td>Acorn: both unit and personal growth</td>
<td>Ruler: excellent service</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>MONTHLY UNIT SALES</th>
<th>VANGUARD BONUS AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9,000</td>
<td>$120</td>
</tr>
<tr>
<td>$7,500</td>
<td>$105</td>
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<tr>
<td>$6,000</td>
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<tr>
<td>$4,000</td>
<td>$70</td>
</tr>
<tr>
<td>$3,000</td>
<td>$60</td>
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<tr>
<td>$2,500</td>
<td>$50</td>
</tr>
<tr>
<td>FOR EACH ADDITIONAL $2,000</td>
<td>$25</td>
</tr>
<tr>
<td>$16,000</td>
<td>$210</td>
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<tr>
<td>$14,000</td>
<td>$185</td>
</tr>
<tr>
<td>$12,000</td>
<td>$160</td>
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<tr>
<td>$10,500</td>
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<tr>
<td>$9,000</td>
<td>$120</td>
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<tr>
<td>$4,000</td>
<td>$70</td>
</tr>
<tr>
<td>$3,000</td>
<td>$60</td>
</tr>
<tr>
<td>$2,500</td>
<td>$50</td>
</tr>
</tbody>
</table>
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 in the Knowledge Center under Perks & Programs > Programs > New Manager Program.

**MONTH 1**

- $100 Bonus

**MONTH 2**

- UltraPro 3.5-Qt./3.3 L Lasagna Pan with Cover and Handy Scraper Tool

**MONTH 3**

- Tupperware® Smart Multi-Cooker and Kitchen Tools Serving Spoon

**PLUS**

- 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).

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

---

Throughout this guide, we’re showing you examples of the minimum structure you would need to achieve each career level in bold, though more Managers or Consultants in your unit (examples shown in lighter color) of course make it easier to reach your unit sales goals and increase your earnings.
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).

---

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

---

**Executive Manager**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>PERSONAL SALES</th>
<th>UNIT/TEAM SALES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>RETAINED PROFIT</td>
<td>VOLUME BONUS</td>
</tr>
<tr>
<td></td>
<td><strong>25%</strong></td>
<td>See pg. 44</td>
</tr>
</tbody>
</table>

*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

*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

Example of an Executive Manager in the DIQ Program
Though six active, personally sponsored, level one unit members are needed to enter DIQ, this example shows an Executive Manager (with nine level one unit members).

Reminder: you’re still earning Profit Plus on the sales of your unit (you + 3 levels deep).

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).
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***

This is your Director team! You now earn Profit Plus on the sales of your Director team which includes all levels below you, excluding the teams of any downline Directors.

Remember: all levels deep, so way more than these four. Time for that positive visualization again. Look at all those levels!

---

*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.

---

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

WELCOME
1 new Consultant per Manager unit each week

HOLD 2
personal parties each week

PROMOTE
1 new Manager each month

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.
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.

For more information on each trip experience, view flyers and Q+As at MyOffice.Tupperware.com in the Knowledge Center under Perks & Programs.

Note: Travel experiences may vary and may not be offered every year.
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 ($12,500+)**
  - **Receive:** $250
  - **COPAY:** $0

- **15–20 standard team parties ($10,000–$12,499)**
  - **Receive:** $150
  - **COPAY:** $150

- **10–15 standard team parties ($7,500–$9,999)**
  - **Receive:** $350
  - **COPAY:** $350

- **5–9 standard team parties ($0–$7,499)**
  - **Receive:** $650
  - **COPAY:** $650

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+)**
  - **Receive:** $325
  - **COPAY:** $0

- **20–25 standard team parties ($10,000–$12,499)**
  - **Receive:** $250
  - **COPAY:** $150

- **15–20 standard team parties ($7,500–$9,999)**
  - **Receive:** $150
  - **COPAY:** $350

- **0–15 standard team parties ($0–$7,499)**
  - **Receive:** $650
  - **COPAY:** $650

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.

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.

**OR CASH BONUS**

- **25+ standard team parties ($12,500+)**
  - **Receive:** $325
  - **COPAY:** $0

- **20–25 standard team parties ($10,000–$12,499)**
  - **Receive:** $250
  - **COPAY:** $150

- **15–20 standard team parties ($7,500–$9,999)**
  - **Receive:** $150
  - **COPAY:** $350

- **0–15 standard team parties ($0–$7,499)**
  - **Receive:** $650
  - **COPAY:** $650

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 DiRrants

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

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.

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

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

1992–1993
Chevrolet Lumina APV Mini Van

1994–2000
Jeep Grand Cherokee

1994–2000
Dodge Caravan

2001–2004
Pontiac Montana

2001–2004
Saab 9.3 Convertible

2005–2006
GMC Yukon XL

2007–2010
Cadillac CTS

Today
Mercedes-Benz SL550 Convertible
(Available at the $10 million organization level)
$300,000–$499,999 in total organization sales over 12 months*

<table>
<thead>
<tr>
<th>MONTHLY TEAM SALES:</th>
<th>COPAY:</th>
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<tbody>
<tr>
<td>20+ standard team parties ($10,000+)</td>
<td>$0</td>
</tr>
<tr>
<td>15–20 standard team parties ($7,500–$9,999)</td>
<td>$450</td>
</tr>
<tr>
<td>0–15 standard team parties ($0–$7,499)</td>
<td>$750</td>
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</table>

OR CASH BONUS

<table>
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<tr>
<th>MONTHLY TEAM SALES:</th>
<th>RECEIVE:</th>
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</thead>
<tbody>
<tr>
<td>20+ standard team parties ($10,000+)</td>
<td>$375</td>
</tr>
<tr>
<td>15–20 standard team parties ($7,500–$9,999)</td>
<td>$150</td>
</tr>
<tr>
<td>0–15 standard team parties ($0–$7,499)</td>
<td>$425</td>
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</tbody>
</table>

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 to receive zero cash for that month (compression counts towards your 9 Active Level 1 team members).

$500,000–$999,999 in total organization sales over 12 months*

<table>
<thead>
<tr>
<th>MONTHLY TEAM SALES:</th>
<th>COPAY:</th>
</tr>
</thead>
<tbody>
<tr>
<td>20+ standard team parties ($10,000+)</td>
<td>$0</td>
</tr>
<tr>
<td>15–20 standard team parties ($7,500–$9,999)</td>
<td>$500</td>
</tr>
<tr>
<td>0–15 standard team parties ($0–$7,499)</td>
<td>$850</td>
</tr>
</tbody>
</table>

OR CASH BONUS

<table>
<thead>
<tr>
<th>MONTHLY TEAM SALES:</th>
<th>RECEIVE:</th>
</tr>
</thead>
<tbody>
<tr>
<td>20+ standard team parties ($10,000+)</td>
<td>$425</td>
</tr>
<tr>
<td>15–20 standard team parties ($7,500–$9,999)</td>
<td>$150</td>
</tr>
<tr>
<td>0–15 standard team parties ($0–$7,499)</td>
<td>$425</td>
</tr>
</tbody>
</table>

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 to receive zero cash for that month (compression counts towards your 9 Active Level 1 team members).

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.

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

$1–$1.99 MILLION
in total organization sales over 12 months*

MONTHLY TEAM SALES:  COPAY:  
20+ standard team parties ($10,000+)  $0
15–20 standard team parties ($7,500–$9,999)  $550
0–15 standard team parties ($0–$7,499)  $1,000

OR CASH BONUS
MONTHLY TEAM SALES:  RECEIVE:  
20+ standard team parties ($10,000+)  $500
15–20 standard team parties ($7,500–$9,999)  $150
0–15 standard team parties ($0–$7,499)  $0

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 to receive zero cash for that month (compression counts towards your 9 Active Level 1 team members).

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

CADILLAC XT4

$2–$4.99 MILLION
in total organization sales over 12 months*

MONTHLY TEAM SALES:  COPAY:  
20+ standard team parties ($10,000+)  $0
15–20 standard team parties ($7,500–$9,999)  $600
0–15 standard team parties ($0–$7,499)  $1,200

OR CASH BONUS
MONTHLY TEAM SALES:  RECEIVE:  
20+ standard team parties ($10,000+)  $600
15–20 standard team parties ($7,500–$9,999)  $150
0–15 standard team parties ($0–$7,499)  $0

*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.
$5–$9.99 MILLION
in total organization sales over 12 months*

MONTHLY TEAM SALES: COPAY:
20+ standard team parties ($10,000+)
15–210 standard team parties ($7,500–$9,999) $800
0–15 standard team parties ($0–$7,499) $1,500

OR CASH BONUS
MONTHLY TEAM SALES: RECEIVE:
20+ standard team parties ($10,000+) $750
15–20 standard team parties ($7,500–$9,999) $150
0–15 standard team parties ($0–$7,499) $1,500

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.

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: COPAY:
20+ standard team parties ($10,000+)
15–20 standard team parties ($7,500–$9,999) $1,100
0–15 standard team parties ($0–$7,499) $2,000

OR CASH BONUS
MONTHLY TEAM SALES: RECEIVE:
20+ standard team parties ($10,000+) $1,000
15–20 standard team parties ($7,500–$9,999) $150
0–15 standard team parties ($0–$7,499) $2,000

*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.

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.

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

*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.
### Presidential Director
- **Promote**: 12 1st Generation Directors, 8 of which are Star Directors in structure
- **Monthly Earnings**: $25,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 10% 10% 3% 3% 3% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Star Executive Director
- **Promote**: 9 1st Generation Directors, 6 of which are Star Directors in structure
- **Monthly Earnings**: $25,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 10% 10% 3% 3% 3% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Executive Director
- **Promote**: 6 1st Generation Directors, 4 of which are Star Directors in structure
- **Monthly Earnings**: $25,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 10% 10% 3% 3% 3% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### 5 Star Director
- **Promote**: 5 1st Generation Directors
- **Monthly Earnings**: $20,000
- **Leadership Commission on Promoted Director Team Sales**: 8.5% 8.5% 8.5% 3% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### 3 Star Director
- **Promote**: 3 1st Generation Directors
- **Monthly Earnings**: $20,000
- **Leadership Commission on Promoted Director Team Sales**: 8.5% 8.5% 8.5% 3% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### 2 Star Director
- **Promote**: 2 1st Generation Directors
- **Monthly Earnings**: $20,000
- **Leadership Commission on Promoted Director Team Sales**: 8.5% 8.5% 8.5% 3% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Star Director
- **Promote**: 1 1st Generation Director
- **Monthly Earnings**: $15,000
- **Leadership Commission on Promoted Director Team Sales**: 8.5%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Director
- **Complete DIQ program. See Career Guide for details.
- **Monthly Earnings**: $10,000
- **Leadership Commission on Promoted Director Team Sales**: 8.5%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Executive Manager
- **Promote**: $500 in Personal Sales
- **Monthly Earnings**: $20,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 4%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Star Manager
- **Promote**: $5,000 in Unit Sales
- **Monthly Earnings**: $15,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 3%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Manager
- **Promote**: $2,500 in Unit Sales
- **Monthly Earnings**: $10,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 2%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Consultant
- **Promote**: Purchase Business Kit. You are considered active when you start.
- **Monthly Earnings**: $5,000
- **Leadership Commission on Promoted Director Team Sales**: 10% 25%
- **Unit Sales Profit Plus**: $20,000 + $2,000 = 8%
- **Vanguard**: $15,000 - $19,999 = 7%

### Potential Benefits
- **Training**
- **Recognition**
- **Car Program**
- **Trips**

### Note:
- Profit Plus and Leadership Commission are paid on commissionable volume, not retail. Commissionable volume (CV) is 75% of retail sales (as 25% is initially retained as profit by each Consultant).
- The Personal Sales Volume Bonus has no cap. Add $50 for every standard party ($500) over $10,000.
- The Manager Vanguard Bonus has no cap. Add $25 for every $2,000 over $16,000.
- Team Sales Profit Plus percentage (paid on commissionable volume of team sales) varies based on your monthly Director team sales volume.
- Promoting Director must also be paid as a Director or higher in the month following the promotion of the New Director to receive the bonus.
- When a Sales Force Member becomes an Executive Manager and has $7,500 or more in unit sales for any two consecutive months, they qualify to receive a $150 monthly bonus each month they achieve $7,500 or more in sales.

### Potential Benefits
- **Travel**
- **Rewards**
- **Training**
- **Recognition**
- **Car Program**
- **Trips**

### 9 Active Level 1 Unit Members
- **Step Up**: $1,000
- **Executive Manager One-Time Bonus**: $1,500

### Additional Bonus Opportunities
- **Executive Manager One-Time Bonus**: $25,000
- **Director Development One-Time Bonus**: $2,500

### 5 Star Director
- **Active Personally Recruited**: 12
- **Active Unit Members**: 8
- **Active Level 1 Unit Members**: 6
- **Active Level 2 Unit Members**: 4
- **Active Level 3 Unit Members**: 2
- **Active Level 4 Unit Members**: 1

### Star Director
- **Active Personally Recruited**: 6
- **Active Unit Members**: 4
- **Active Level 1 Unit Members**: 3
- **Active Level 2 Unit Members**: 2
- **Active Level 3 Unit Members**: 1

### Executive Director
- **Active Personally Recruited**: 4
- **Active Unit Members**: 3
- **Active Level 1 Unit Members**: 2
- **Active Level 2 Unit Members**: 1
- **Active Level 3 Unit Members**: 0

### Consultant
- **Active Personally Recruited**: 2
- **Active Unit Members**: 1
- **Active Level 1 Unit Members**: 0
- **Active Level 2 Unit Members**: 0
- **Active Level 3 Unit Members**: 0

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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!

See what’s possible

*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 of any individual Tupperware Sales Force Members. You may earn through your 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. Visit MyOffice.Tupperware.com for the latest details on qualifications for programs, bonuses, incentive trips and more.