

Becoming a UK Tupperware consultant: some questions and answers

I thought Tupperware pulled out of the UK some years ago?

Yes and no. The Tupperware Company has not had a corporate office in the UK and Ireland for some years, and UK/Ireland does not have the usual Tupperware global model of independent distributors, managers and demonstrators working in conjunction with the corporate office. However Shamrock Sales is an active and experienced independent importer-distributor based in Dublin who have supplied products and catalogues in Ireland for over 30 years, and now supply demonstrators in the UK. In effect, they act as a "Head Office" for UK- and Ireland-based demonstrators. As numbers of demonstrators increase again, a small number of UK-based Managers are now building their teams -- and you can too.

How do I sell Tupperware products?

By dating Tupperware home parties, and by taking non-party orders. You can sell products through fundraising parties, a stall at a fair or fete, pamper evening, or other event, by distributing catalogues, by advertising locally. Many UK consultants now use Facebook, blogs and websites to promote their business, and to get some direct non-party sales.

How much commission do I make?

30%. Your commission will not be pure profit: you will have some costs of running your business. See below, "What costs will I have?"

Our current party average is £500. Approx. profit 20% of £500 = £100 to you.

1 party a week over 3 months = approx. earnings of £1300.

2 parties a week over 3 months = approx. earnings of £2600.

3 parties a week over 3 months = approx. earnings of £3900.

How do I date parties?

People won't need much persuading. The rewards for hosting a Tupperware party are

- 10% of the sales in free Tupperware products
- some half-price products if sales are above £330 and a new party is dated
- A Thank you gift just for hosting, then a second one if sales are above £330 month.
- Occasional special hostess-only offers

By using these rewards to buy from the current special offers, which are often reduced anyway, a hostess can get fantastic rewards from her party.

You will be amazed how the word gets around, and how much good will there is towards the Tupperware brand, Tupperware products, and Tupperware parties.

What costs will I have?

You will of course have some costs, for example:

- Demonstration kit: £99 (worth £140). See separate leaflet for details.
- Catalogue/order form: 35p each
- Delivery of orders to you (or direct to hostess, if appropriate) by FedEx: up to 20kg: £7.95
- Hostess gifts: party hostess can choose 10% of the value of the sales in free Tupperware products, which you buy at 50% of the catalogue price. (If the hostess earns half-price rewards too, for sales above £330 + a date, you also pay 50% of the catalogue price for those, but remember the hostess will have given you the money to cover that 50%).
- Thank you gifts: these are free to the hostess, a maximum of two, and they cost you £2.70 each
- Packing bags, stationery, tablecloth, and more are available from the distributor if you wish to use them.
- Samples of new products or new special offers. These cost you 50% of the retail price, but you can often earn them for free by meeting sales challenges.
- Travel costs, other overheads

Of your 30% commission, you may be spending up to 10% on running costs, but this will depend on the demonstrator. You can also offset these costs in various ways:

- a raffle
- occasionally having parties in your own home where you are both the consultant and the hostess
- ordering your maximum number of "COBO" half-price items, usually one per £35 party spend, and using them for raffles, extra sales, etc.
- having a "clearance sale" for discontinued products from your demo kit, which will have only cost you 50% of the retail price anyway

Is there promotion? Can I become a Manager and earn more commission?

Yes, and yes. Part of being a Tupperware consultant is to offer others the chance to become a consultant. If you have 3 personal recruits to Tupperware who have reached £850 sales, and you wish to become a Manager, speak to your own Manager if you have one, or otherwise speak direct to the Distributors. If you are promoted to Manager, your recruits will form your own unit, and you will earn an extra 3% commission on your whole units sales (including your sales).

Meanwhile, your recruits will be part of our Managers unit, until you are promoted out and your recruits will go with you.

Can I just sell through the catalogue, without demonstrating products?

You can if you wish, as long as you order at least 20 catalogues at a time, at 35p each, plus £5 postage. Your sales and earnings will be much higher if customers

see the products in “the flesh”. If you decide to just do catalogue sales, with no demonstration kit, your manager or recruiter may expect a minimum monthly order.

Is there support and advice available for me, if I have any problems or questions?

Yes. If you have a Manager, one of their roles is to be your first point of contact for any queries, problems or issues. Ideally, Managers will have regular team meetings so the team can support each other with ideas and tips. However, teams are currently quite widely scattered, so it might rarely be possible to have a full team meeting, and your main contact may be by phone, Skype or email.

There is an active Facebook community for UK consultants, which is supportive and helpful, and where you can share web-links, files, tips and encouragement.

Most consultants have a Facebook business page, and you are encouraged to Share photos and information with other consultants.

The office in Ireland is open weekdays 10-4 (10 to 1 on Fridays) for general advice and information.

Are there targets or a minimum amount of products I must order every month?

One of the great things about working in Tupperware is its flexibility. You set your own targets, based on what you want to earn. There is no minimum monthly order, but you should be dating parties regularly, perhaps aiming for, say, at least one party or party-sized order a month. You can discuss with your Manager what is their expectation. If it has been a while since your last order, your Manager may need to check in with you, and discuss your strategy for dating parties and taking orders. If you have become completely inactive, the Distributor will advise you that you can no longer order at the consultant rate, only at the customer rate.

Am I self-employed? How do I deal with income tax and National Insurance?

Yes, you will be self-employed. Unless you are already registered as self-employed for a similar job, you will need to register as self-employed with HMRC. You will therefore be responsible for any National Insurance contributions and income tax due on your earnings, by completing a self-assessment at the end of the tax year. This is all relatively straightforward and can be done online.

More information:

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