

2006 Tupperware Fundraising Overview

For September 2006 Catalog

Product Fundraising Versus Service Fundraising

Schools, school groups and other small organizations, such as sports leagues, use service fundraisers such as bake sales, spaghetti dinners and car washes, and many other creative ways to raise money. However, few fundraisers are more reliable for reaching fundraising goals than selling products, especially when the products are from a trusted company like Tupperware.



Product sales work because the results are seen quickly and because people prefer to buy quality products when they support a worthy cause. Last year, non-profit groups netted approximately \$2 billion by selling products. (Source: Association of Fund-Raising Distributors and Suppliers.)

Offering Tupperware fundraisers to organizations in your community is a good business-building opportunity. After all, the fundraiser customers are your potential Hosts and potential recruits. In addition, offering Tupperware fundraisers gives you higher visibility in the community and an association with a worthy cause.

How big an impact on your business? Millions of parents and young people participate in product fundraising programs each year. Eight out of 10 parents—about 75% of people nationwide—purchase fundraising products. The vast majority of fundraising sales are made to family and friends. Successful fundraising drives do not rely on children knocking on doors, but rather children and their parents asking for support from family, close neighbors and friends.

Your Role

Product fundraising involves a professional fundraising company, a sales representative (you) who serves as a liaison between the product supplier and the organization, and the volunteers who are responsible for the fundraising drive. As the sales representative, you provide advice, support, products, guidance and other valuable services that reduce volunteer time and energy while helping the organization achieve maximum results.

There are more than 1,000 fundraising companies operating in the United States and Canada. Most are local, independent small business owners like you. In addition, there are mid-size and larger companies who use local sales representatives. All of these sales people work directly with schools, parent teacher groups, booster clubs, church groups, and day-care centers. Each organization must decide what company and product would work best for their fundraising efforts. A trusted and well-known brand like Tupperware is a sure win for any organization. With over 100 products for consumers to choose from, and with your help, they can tailor Tupperware's Fundraising Program to meet all of their needs.

Common Questions

Be prepared to answer any or all of these common questions when presenting the Tupperware Fundraising Program.

How long has the company been in product fundraising?

- Tupperware has offered a fundraising program for more than 20 years and products for more than 50 years.

What value-added services does the company offer, and how much do these services cost (such as assistance to volunteers, communication with parents, and custom packing)?

September 2006 Fundraising Catalog Overview

- Each fundraiser will be led by a trained Tupperware sales representative. Our expertise is in communicating and coordinating the organization's fundraising efforts. We also providing any additional services needed to help make the experience a positive one for everyone involved. The best part is that there is no charge for any of these services.

Can the company tailor its program to fit the organization's needs?

- Consumers can select from more than 100 products in the catalog. The products offer space, leftover and reheating solutions. The catalog also includes On-The-Go items and of course Tupperware classics. Most of the products offer a limited lifetime warranty. Forty percent of purchase price goes to the organization as their profit. For ease and simplicity in selling, Tupperware also offers flyers with individual products.

What is the company's turnaround time? How are products shipped and delivered, and how will this impact the fundraising organization?

- From date of order, Tupperware will deliver the entire order to any doorstep indicated within 4–6 weeks maximum. For ease of delivery to the consumer, products will then be sorted and grouped by the sales representative for each seller. Organizations with fundraiser orders of \$400.00 or more (excluding sales tax) enjoy free shipping.

How responsive will the sales representative be should a problem arise?

- As business owners, the Tupperware representatives can handle all needs and requests in a timely manner. Our goal is to make this the easiest fundraiser you have ever experienced.

What is the company's policy if they receive damaged products? Are returns accepted?

- To arrange for a warranty replacement fundraiser customers can contact the Tupperware Consultant or Director who coordinated the organization's fundraiser or call 1-888-TUPWARE.
- Limited Lifetime Warranty: Tupperware® brand products are guaranteed by Tupperware against chipping, cracking, breaking or peeling under normal non-commercial use for the lifetime of the product. If, due to unavailability, actual product replacement cannot be made, a comparable product replacement will be made, or credit toward future purchases of Tupperware® brand products will be given. Warranty replacement items or parts will be subject to shipping and handling charges.

Goal Setting Smarts

Help the organization attain top profit by highlighting its goals at every opportunity throughout the fundraiser. Goals should be:

Specific	well defined and clear.
Measurable	quantifiable to track progress toward the goal.
Agreed upon	everybody is on the same page and committed.
Realistic	given the availability of resources.
Time-frame	with a plan for implementation including who, what and when

September 2006 Fundraiser Catalog – 100 Items

The September 2006 Fundraising Catalog is filled with 100 items including 67 exclusive products, some geared toward school sports teams and after-school activities. Themes include basketball, soccer, baseball, football, hockey, karate, music and cheerleading—great items for booster clubs and school groups.

September 2006 Fundraising Catalog Overview

September catalogs will be available for order starting July 29, 2006. (The January 2006 catalog will close for ordering on Friday, August 11, 2006.)

<u>Item#</u>	<u>Description</u>	<u>Pack Qty</u>	<u>Cost per Pack</u>
76509	Fundraiser Catalog/English	1 pk/ 25	\$3.25
76510	Fundraiser Catalog/Spanish	1 pk/25	\$3.25

Fundraiser product orders for the September 2006 Fundraiser Catalog may be placed starting Saturday, August 26, 2006. For convenience, a multiple order form is available in the center spread of the catalog.

For future fundraiser planning and scheduling, the next update for the fundraiser catalog will be in January 2007. The 2007 catalog will run 12 months. Details about will be available later this fall.

Transition to September 2006 Catalog

All fundraisers that begin in mid-August should use the new September 2006 catalog. If you choose to use the current January 2006 Fundraiser Catalog, you need to submit those orders by 11:59 p.m. (your local cutoff time) on Friday, August 26, 2006. There is no grace period for fundraiser orders.

How Fundraisers Work

- Organizations who hold Tupperware fundraisers will receive 40% of suggested retail on all products sold.
- You receive 25% commission on the 60% of remaining monies after the organization's profit.

Note: All sales force member commissions are calculated on net retail sales after the organization's profit is paid. Sales credit is also based on net retail sales after the organization's profit. Any applicable sales tax and shipping fees are not included in calculating the fundraising organization's profit or in calculating sales force member commissions and sales credit.

Example: \$1,000 fundraiser

Total sales:	\$1,000
Organization receives:	<u>\$ 400</u> (40% of \$1,000)
Amount owed for fundraiser products	\$ 600 (balance after \$400 profit)
Consultant/Manager receives:	\$ 150 (sales credit and commission of 25%, which is based on the \$600)

Sales credit earned from fundraiser sales counts toward your Personal Retail Volume Bonus!

Fundraiser Orders

Fundraiser customers can pay either the organization or the Tupperware Consultant. If the organization is paid, then the organization would pay you for the entire product order, minus the organizational profit of 40%, plus the appropriate sales tax and or any shipping expense (if the fundraiser total is less than \$400.00.) If the consumer pays you, you will then need to provide 40% of the fundraiser total before tax, minus any shipping charges (for fundraiser totals less than \$400.00) to the organization.

Customer Method of Payment

Customer credit cards are not accepted as payment for fundraiser orders. Currently only a small percentage of consumers use their credit cards to place fundraiser orders. This applies to the fundraising organization and those who purchase fundraising items from that organization.

Shipping and Handling

Tupperware will pay shipping costs for all fundraisers with total fundraiser retail sales of \$400.00 or more (including Continental U.S., Alaska, Hawaii and Guam.) Since you are assuming most of the expense and risk (investment in catalogs, gifts, awards and other supplies), you should establish from the beginning that the organization will pay for any shipping charged. This protects your investment of time and money in their organization and provides them with an incentive to protect their profit of 40%. It also helps to focus the organization's volunteers on passing the \$400.00 mark in retail orders. Remember the SMART tips above. You can even think of it like party planning with a Host, but on a much larger scale.

— For fundraisers with retail sales less than \$400.00 (excluding sales tax), Tupperware will charge a 7% shipping fee based on the fundraiser's retail total. The minimum amount is \$7.00.

— Tupperware does not accept customer-direct shipments.

The shipping and handling minimum sales amount and charge will change to the 2006 level starting at 12:01 a.m. Eastern Time on Saturday, January 7.

Puerto Rico – Shipping and Handling

Tupperware will pay shipping costs for all fundraisers with total fundraiser retail sales of \$400.00 or more.

— For fundraisers with retail sales less than \$400.00 (excluding taxes), Tupperware will charge a 10% shipping fee based on the fundraiser's retail total. The minimum amount is \$10.00.

The shipping and handling minimum sales amount and charge will change to the 2006 level starting at 12:01 a.m. Eastern Time on Saturday, January 7.

Processing Fundraiser Orders

In My Sales Web Application, click on the Fundraiser Order button to process fundraiser orders. For more information, refer to the Help page found in that section of My Sales.

Sales Challenges and Other Incentives

Fundraiser sales do not qualify for additional incentives (for example, Host credit for Host exclusive or select-your-own products, Purchase with Purchase offers, Featured Buys, bonus Host Offers or dating gifts). Sales credit for bonuses is given on the net retail amount **after** the organization's profit. Sales credit is given only to the Consultant or Manager responsible for the fundraiser project. No assignment of sales credit to any other member of the sales force is allowed.

Tupperware reserves the right to audit and verify sales credit and to confirm that there has been no manipulation or assignment of sales credit. Tupperware's decision regarding this matter will be final.

Working With Tax-Exempt Status

Fundraising organizations, including not-for-profit organizations, generally are subject to sales tax and use tax laws in the state(s) where they do business. Please note that Tupperware will be responsible for collecting all sales tax.

- If the fundraising organization is the customer and is tax exempt, Tupperware will not need to collect sales tax.
- If individuals pay for their own orders and the profit is donated to the fundraising organization, Tupperware is required to collect sales tax regardless of whether the fundraising organization is tax-exempt or not.

September 2006 Fundraising Catalog Overview

Sales force members should request a copy of the fundraising organization's tax-exemption certificate.

In the event that you have a tax-exempt fundraiser organization, you will be charged sales tax at the time the fundraiser order is submitted. Then, you need to contact Customer Care to request a refund for the taxes charged. You'll be required to fax Customer Care a copy of the organization's tax-exemption certificate. Upon approval, a credit will be processed.

Donations

To comply with tax laws, Consultants must keep accurate records regarding all monies donated to a group or organization. We recommend that Consultants contact a tax accountant to discuss the necessary procedures, which can vary by state.

Ordering Demonstration Samples

You may purchase sample products for the September 2006 Fundraiser Program starting Saturday, August 5, 2005. The selected products will remain open for purchase as samples until the catalog closes. Only the exclusive fundraiser products are available for sample orders. Please review the reference list (separate file) to help you select and order your fundraiser samples. You may purchase one of each with a 35% sampling discount. Use the September 2006 Fundraiser Sample form as a reference guide as you order samples through the My Sales Web Application or by calling Tupperware Customer Care.

Prize Incentives

A prize incentive program with Prizes Unlimited, a division of GiftCo Inc., is available. You now have a choice of three different prize brochures with exciting gift options including:

Galaxy of Prizes—A Pre-School/ Elementary Program, which is very exciting and highly motivational.

Locker Full of Prizes—This is a Middle School/High School Program, a dynamic and popular brochure for that age group.

Some prizes are based on sales levels achieved by the fundraiser sellers and some will be blank, so you can choose your own sales levels, depending on the size of the fundraiser. Both brochures and prizes can be ordered by calling:

1-800-443-8261 or by faxing: 1-888-309-888.

Brochures cost \$0.04 each and the prizes are offered at a 15% discount off list price for all Tupperware sales force members. Prizes Unlimited will send a free packet with samples of the flyers and a price list for the prizes. When calling, it is important to identify yourself as a Tupperware representative to receive the discount.

Freight on both brochures and merchandise is F.O.B. Vernon Hills, Illinois. Prizes Unlimited accepts credit card only for payment and they accept Visa and MasterCard. A credit card form will need to be completed in order for GiftCo Inc. to ship your merchandise or brochures. They will fax or mail the form to you directly after you contact them directly.