

## **MEET F.R.A.N.K.**

This is how I introduce F.R.A.N.K. after everyone has filled out their guest survey, I tell them we're going to play a quick game I like to call

### **MEET F.R.A.N.K.**

So I'm going to ask everyone to turn over their guest list and write the name FRANK across the top of the paper or along the side.

"F.R.A.N.K. is a jack of all trades and I'm sure we all have a list of people who we know just like F.R.A.N.K. So I'm going to give you all only 15 seconds to write down the first names of people you know like F.R.A.N.K.

I know... you're all probably wondering who's FRANK and why???

Well because.....

1. **F** stands for = Friends – you now have 15 seconds to write down the names of all your friends.
2. **R** stands for = Relatives- 15 second to name off your relatives, preferably those you get along with.
3. **A** stands for = Acquaintances- these could be people you know by first names only. Your bank teller, cashier at the corner store, the butcher at the meat market, etc., etc. 15 seconds.
4. **N** stands for = Neighbors - upstairs, downstairs, next door, across the street. 15 seconds.
5. **K** stands for = Kid Kcontacts – Doctors, teachers, coaches, parents. 15 seconds.

**TIP:** Make sure you time each letter and stop everyone after their 15 seconds and move on to the next letter. At the end you want to congratulate everyone.

**“CONGRATULATIONS TO EVERYONE!!** You've just made a list of all the people who you can invite to your next Tupperware Party!”

Now have everyone count up how many names they came up with. You're looking for the person with the least amount. **This is your winner!** Use this person as an example of how easy it is to have a show. Because we all know that even 3 to 4 guest make a party.

As you look over your guest surveys, you'll have an idea of how social this person is. Making them a great target to host a show, and better yet a possible recruit!!