

CS2014



# MAUI

CHAIRMAN'S SUMMIT, TUPPERWARE BRANDS CORPORATION

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Aloha...  
and welcome to paradise.



Dear Leader,

As I write this, I find it difficult to decide which is more amazing: the fact that we are now announcing our sixth Chairman's Summit, or that our destination is none other than the incomparable tropical paradise of Maui, Hawaii! Truly our record of past Summits in locations such as Spain, Hong Kong, the United States and South Africa is an impressive one—and yet, as I envision you, me, and our Tupperware Brands family gathered in celebration on the South Pacific's most exciting island, I believe we are destined to enjoy the best Chairman's Summit ever.

In these pages, you will find a glimpse of the experience that awaits you in Maui in the spring of 2014—the astonishing natural beauty; the fascinating island customs; and the dazzling opulence of our host resort, the Grand Wailea. You will also find the details on how to qualify during the next year. Your Tupperware Brands leaders and I share a vision of welcoming our largest-ever group of Chairman's Summit Council achievers to Maui, and we look forward to partnering with you to make sure you are there with us!

Whether you are an alumnus of past Chairman's Summits or planning to make this your first, you can look forward to an experience unlike any other in Tupperware Brands. Conceived with the sole purpose of honoring your success by creating the most entertaining and exhilarating experience possible, Chairman's Summit promises unrivaled fun, festivity, fellowship...and plenty of wonderful surprises. Our vision, quite simply, is to take your breath away—because, as a top-performing sales leader in our business, you take ours away with everything you do.

As they say in Maui, *mahalo!*

Rick Goings  
Chairman & CEO  
Tupperware Brands Corporation



### The Valley Isle

Widely known as the Valley Isle for its unique topography—two overlapping volcanoes connected by an isthmus—Maui boasts an amazing array of lush landscapes, stunning scenery and some of the world's most breathtaking beaches.

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# MAUI



### A few facts about this incredible island...

- Maui is home to Haleakala, the world's largest dormant volcano—towering more than 10,000 feet above sea level.
- Maui has more than 30 miles of swimmable beach—more than any other Hawaiian Island.
- Honokohau Falls, the island's highest waterfall, cascades more than 1,100 feet, making it the second-highest waterfall in the United States.
- The waters of Wailea teem with countless species of brilliantly colored fish, offering snorkelers a veritable undersea rainbow to explore.



## The House of the Sun

- Maui is named after the demigod who fished with a magic hook and pulled the Hawaiian Islands up from the bottom of the Pacific. Legend has it that Maui also captured the sun, securing the leisure of long days for the people of the island. It is said that the "House of the Sun" is hidden in Maui's majestic eastern mountains.
- Lahaina, often called "the jewel in the crown of Maui" and "the home of Hawaii's heritage," is second only to the beaches in the number of visitors it welcomes each year. Formerly the capital of the Kingdom of Hawaii, this charming town offers a fascinating glimpse into Maui culture and history.
- The popular Hawaiian *lu'au* features music, hula dancing, and a feast of traditional fare including kalua pig cooked in an *imu* (an underground pit lined with hot rocks), teriyaki chicken, *lomi lomi* salmon with tomatoes and Maui onion, and *haupia* (coconut pudding).
- Like all the islands, Maui has its own unique dialect. For example, town names are rarely used; destinations are typically described directionally ("going south, west or north shore") and traveling across the island is simply "going to the other side." "Eh Brah!" is Maui slang for "Hey man!," and if a local says it's time to "go grind," that means it's time to eat!





## GRAND WAILEA

*Where Life is Grand*

The serenity of Maui's most spectacular beach.

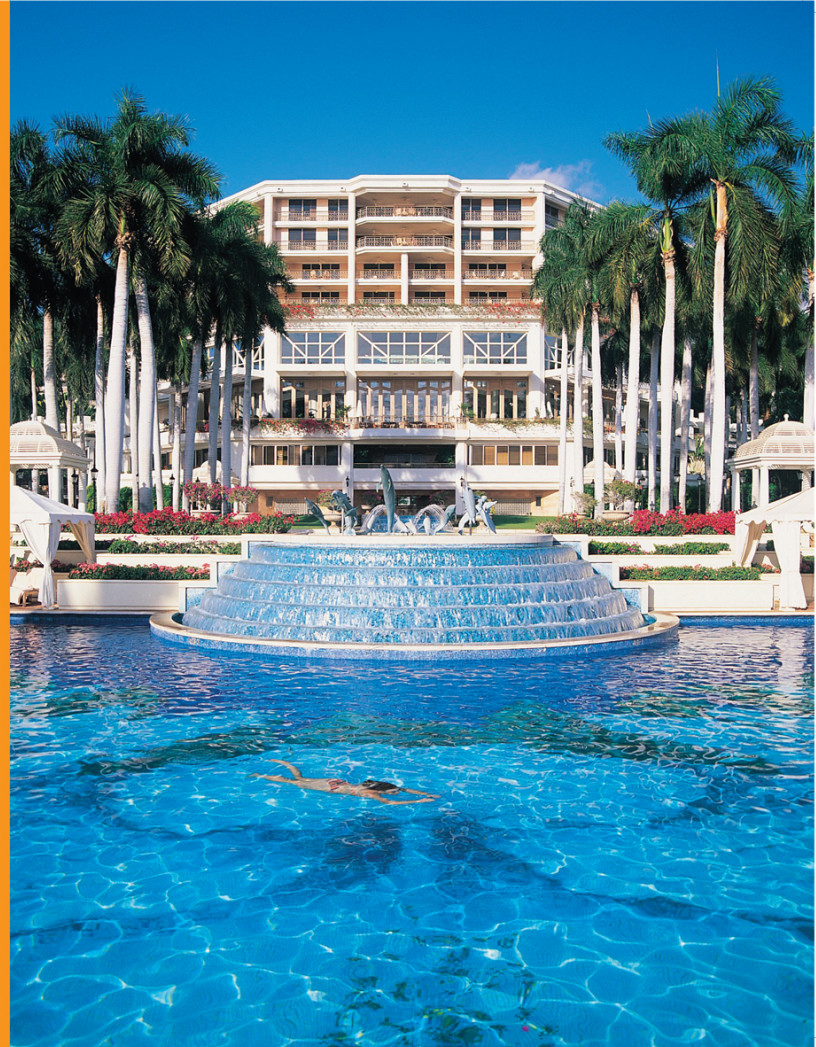
The majesty of Haleakala's soaring slopes.

The luxury of a Waldorf Astoria resort.

Exhilarating, expansive and exceptional in every detail, the Grand Wailea invites you to enjoy its incomparable standard of hospitality during Chairman's Summit 2014. Surrounded by stunning natural beauty, this playful paradise offers accommodations and appointments including:

- Spa Grande, voted Best Resort Spa of 2011 by *Maui News* readers.
- Five of Hawaii's favorite restaurants, including Humuhumu, voted Best Resort Restaurant of 2011 by *Maui News* readers.
- Spacious, tropical-themed accommodations.
- Forty acres of lush, landscaped grounds, just steps from the best beach on Maui.
- Three championship golf courses and a vast variety of entertaining activities.

As they say in Maui, *e komo mai* — we welcome you.



# A global celebration of your success

Prepare for an event like no other



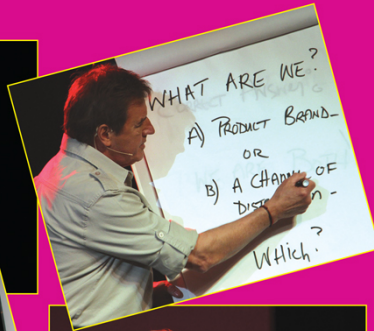
Featuring unforgettable recognition ceremonies honoring your achievement, exciting excursions with your fellow Summit Council members and Tupperware Brands leadership, and more special touches and surprises than you can imagine,

the Chairman's Summit experience is a fitting and fun tribute to your esteemed status as a global leader in Tupperware Brands. Get ready to have an incredible time!



# Inspiring confidence in the future

Uniting to share our vision



Chairman's Summit is that rare event that brings together Tupperware Brands leaders from all corners of the world—offering a unique opportunity to unite in our Company's vision and share an exciting glimpse into its future.

Featuring exclusive previews of the road ahead and a chance to connect with your fellow global leaders, Chairman's Summit will enlighten, educate and empower you with confidence in yourself and in Tupperware Brands.



# CS2014 Qualifications

Trip Dates: May 19–23, 2014

Chairman's Summit Council Members will qualify in one of four categories: **Diamond, Platinum, Gold or Bronze**. Those whose achievement qualifies them for more than one category will be recognized in the highest category in which they qualify. There will be no double qualifiers.

## Tupperware

Tupperware participants and their spouses may qualify in one of the following categories:

### Diamond Council Membership

Membership is reserved for the Top 100 Sales Volume Leaders Worldwide in 2012 who achieve a sales volume increase of 10% or greater in 2013 over 2012.

### Platinum Council Membership

Membership is reserved for qualifiers in our top business units who rank as follows in sales volume in 2013 and who achieve a sales increase in 2013 over 2012.

- Top 5 Germany
- Top 5 France
- Top 5 South Africa
- Top 5 Indonesia
- Top 4 Mexico
- Top 4 Brazil
- Top 3 United States & Canada
- Top 3 Australia & New Zealand
- Top 3 Japan
- Top 3 Malaysia & Singapore
- Top 3 India
- Top 3 CIS

### Gold Council Membership

Membership is reserved for those who qualify in one of the following categories:

- \$1 Million–\$2,999,999.99 in Sales Volume:**
- Top 15 in Dollar Increase, 2013 over 2012
  - Top 15 in Percent Increase, 2013 over 2012

- \$3 Million–\$4,999,999.99 in Sales Volume:**
- Top 15 in Dollar Increase, 2013 over 2012
  - Top 15 in Percent Increase, 2013 over 2012

- \$5 Million and Higher in Sales Volume:**
- Top 20 in Dollar Increase, 2013 over 2012
  - Top 20 in Percent Increase, 2013 over 2012

### Bronze Council Membership

Reserved places awarded at the discretion of Group Presidents.

## Armand Dupree, Avroy Shlain, BeautiControl, Fuller, NaturCare, Nutrimetics, Nuvó

Qualifiers and their spouses may qualify in one of the following categories:

### Diamond Council Membership

Membership is reserved for the Top 40 Sales Volume Leaders Worldwide in 2012 who achieve a sales volume increase of 10% or greater in 2013 over 2012.

### Platinum Council Membership

Membership is reserved for qualifiers in our top business units who rank as follows in sales volume in 2013 and who achieve a sales increase in 2013 over 2012.

- Top 5 Fuller Cosmetics
- Top 3 BeautiControl United States & Canada
- Top 3 Nutrimetics Australia & New Zealand
- Top 2 Avroy Shlain
- Top 1 Argentina
- Top 1 Philippines

### Gold Council Membership

Membership is reserved for those who qualify in one of the following categories:

- Top 10 in Dollar Increase, 2013 over 2012
- Top 10 in Percent Increase, 2013 over 2012

### Bronze Council Membership

Reserved places awarded at the discretion of Group Presidents.

- ▶ **Managing Directors & Area Vice Presidents:** *Managing Directors, Area Vice Presidents and their spouses have an opportunity to qualify for Chairman's Summit 2014 by achieving their sales and profit plans and having a specified number of qualifiers attending from their countries.*

- ▶ **Head Start Bonus:** *As a reminder, 50% of any sales increase achieved in the fourth quarter of 2012 over the fourth quarter of 2011 will be applied as a bonus to the 2013 sales total and count toward qualification. Example: With a \$100,000 sales increase in the fourth quarter of 2012, \$50,000 will count toward 2013 qualification. Please note that the Head Start Bonus does not count toward achieving the \$1 million minimum requirement.*

# CS2014 Elite Qualifications

Trip Dates: May 17–23, 2014

## Chairman's Summit Elite Membership

Chairman's Summit Elite qualifiers will be chosen from the best of the best in each category. Elite qualifiers and their spouses will enjoy two bonus nights in Maui prior to the arrival of the main group.

## Tupperware

### Diamond Council Membership

- Top 3 in Percent Increase

### Platinum Council Membership

- Top 1 Germany
- Top 1 France
- Top 1 South Africa
- Top 1 Indonesia
- Top 1 Mexico
- Top 1 Brazil
- Top 1 United States & Canada
- Top 1 Australia & New Zealand
- Top 1 Japan
- Top 1 Malaysia & Singapore
- Top 1 India
- Top 1 CIS

### Gold Council Membership

- \$1 Million–\$2,999,999.99 in Sales Volume**
- Top 2 in Dollar Increase
  - Top 2 in Percent Increase

### Gold Council Membership

- \$3 Million–\$4,999,999.99 in Sales Volume**
- Top 2 in Dollar Increase
  - Top 2 in Percent Increase

### Gold Council Membership

- \$5 Million and Higher**
- Top 2 in Dollar Increase
  - Top 2 in Percent Increase

## Note:

- All participants must achieve 2012 base sales of \$1 million U.S. or more to qualify.
- All attendees must achieve sales growth to qualify.
- Participants may qualify in only one category.
- Achievers who qualify for more than one category will be recognized in the category in which they place the highest: Diamond, Platinum, Gold or Bronze.
- Membership will be assigned based on the precedence of Diamond, Platinum, Gold and Bronze.
- Dollars take precedent over Percent, except when Percent rank qualifies for Elite Category.
- We will give the best recognition by making individual decisions when necessary to the benefit of qualifiers.



# Aloha

I went to Maui to stay  
a week and remained five.  
I never spent so pleasant  
a month before, or bade any  
place goodbye so regretfully.

—Mark Twain

