

# 2020 FALL PRODUCT PROGRAM FAMILY GUIDE



## DATES

### September 21

Fall Product Program Begins. Click the link in the Launch email to get started with the online component of the program. Girls can also begin taking orders on their Nut/Chocolate Order card.

### October 5

All Girl Initial Orders must be entered into M2. Last day to take Online orders for Girl Delivery only. Regular Online sales continue.

### Week of November 2nd

Girls Initial Nut/Chocolate and Girl Delivery Orders will be delivered.

### November 29

Girl must make final recognition selections in M2

### December 1

Last day of Fall Product Program December 2  
All Girls paperwork and money due to troop

## What Girls Need To Participate

- Signed WuFoo Parent Permission Form
- Nut/Chocolate Order Card
- M2 Online Flyer
- Girl Money Envelope

## Ways to Sell

All Girl Scouts must be registered or renewed for a 2021 Membership in order for them to participate in the Fall Product Program. You must sign the online WuFoo Parent Permission Form and Online Safety Pledge to ensure she is safe and covered by our GSC insurance.

- ◆ In Person Orders –Orders collected on the Order Card
- ◆ Girl Delivered Orders–Orders paid ONLINE by credit card but delivered by the girl to local customers. DO NOT enter the girl delivered orders into M2. ALL online sales are accounted for automatically and will be duplicated if reentered into M2. Girl delivered orders are only available for Initial Orders.
- ◆ Online Orders – Girls will receive an email inviting them to set up an account in M2. Within her online account she will create her own virtual Avatar with her likeness, enters email addresses and creates her own personal message to send to family and friends. As a way to increase her sales we suggest she record her voice for her Avatar or upload a personal video explaining what her troop plans to do with their Troop proceeds. She then launches her campaign and her personal message is sent with links to her customers to shop for magazines and/or nut and chocolate items.
- ◆ Care to Share Orders – Donations collected from Customers to support the Military and Food Pantry

Service Project. Note: Girls may not collect money until they deliver the product. The only exception is for donations for the Care to Share Program since it is a virtual product and will not be delivered.

## Does She Know the Answers?

When selling door to door or at a booth, it is very common to get questions from a customer about your products. But it is just as common to get questions about Girl Scouts too!

### So prepare your girl to answer these questions:

◆ **What is your favorite thing about being a Girl Scout? Do you go camping? Do you love helping others? How about just hanging out with your friends?** Let people know how fun and diverse Girl Scouts can be. One week you might build a robot, and the next week sleeping under the stars!

◆ **What is your favorite chocolate or nut flavor?**

This question gets asked a LOT! Know which ones you like, but be prepared to offer other suggestions for the customer. For example you may love chocolate, but maybe they can't eat sweets - so have several back up online items and Care to Share donations in mind to tell them about.

◆ **What is your troop planning to do with the money you earn?**

Every troop uses decision making and goal setting skills to figure out how to use their hard-earned proceeds before the program begins.

◆ **What goal has the troop set?**

Saving for a trip, working on a service project or attending an event? Tell them about it!

◆ **What fun things have you done with your troop? What badges have you earned?**

Now is the time to brag about your troop and accomplishments! Maybe you made blankets for a local shelter, learned how to surf, code computers or you might have had an EPIC sleepover that you will never forget - and while you were having fun, you were earning badges too!

◆ **How much money does your troop make off a purchase? Where does the rest go?**

Most customers know that the troop doesn't keep all the profit when selling an item (someone has to make the chocolates!), but many don't realize that 45% of the proceeds go to troop profits, girl recognitions, funding LOCAL GS camps and programs for ALL the girls in the area.

◆ **I'm going to take 2 chocolates and a can of nuts. Here is a \$20 - can you get me change?**

Of course, she can! Great way to learn her Money Management Skills. Many adults volunteering during a sale hold back on letting girls handle money. Let the girls do it! Nearly all customers have the patience to allow the girls time to figure out costs and count back change. Customers know it's a vital skill to learn and the girls need practice!

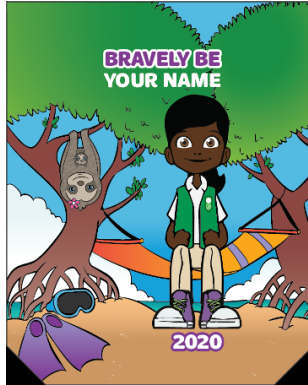
# Girls Can Earn Two Patches That Look Like Them!

Girls can create their own M2 Avatar. Log into [www.gsnutsandmags.com/citrus](http://www.gsnutsandmags.com/citrus). Avatar patches will be mailed directly to each girl who earns them at the end of each program. Girls should ensure their correct mailing address is accurate in M2.



1

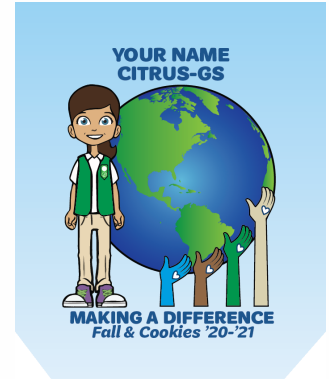
Choose the background of your patch to be sitting on a hammock or kayak



2

Girls earn a Cookie Crossover personalized Avatar Patch by:

- Creating their Avatar
- Sending 15 or more emails and selling 270 or more packages of cookies in the 2021 Cookie Program



## Girls earn a 2020 Fall Program Personalized Avatar Patch by:

- Creating their Avatar
- Sending 15 or more emails and having \$325 or more in total sales

## Stop Here for Important Answers First!

We want to make sure you are totally prepared for an awesome Fall Product Program. Customers love getting a fast answer to some of our most frequently asked questions right on the spot!

### *Do my customers have to pay for their product right now?*

Girls collect payment for nuts /chocolate ordered on their order card at the time of product delivery, with a few exceptions. Any Care to Share donations should be collected immediately and recorded on the Girl Order Card. Customers also pay for online orders using a credit card at the time the order is placed, including the "Girl Delivered" orders. Girls will never collect money for any orders placed on line or before delivering product.

### *When going door to door, what do I do if nobody is home?*

Don't worry! Girls can print out the business cards from the M2 site with her personal store code to distribute to potential customers. Each girls special code grants customers access to their account to order their favorite products. Both she and her troop will receive credit for the sale.

### *Is going door to door safe?*

Safety is our #1 concern. We require all girls to have an adult with them when going around a neighborhood - even their own. We also want to ensure the girls stay healthy. By going door to door, girls should wear masks, carry hand sanitizer, keep social distancing and use cashless transactions whenever possible.

### *How does the Care to Share Donations work?*

Girls can collect donations in person, on line, door to door, or at booths. Customers can donate any amount, and girls can divide their donations by \$5.00 to figure out how many Care to Share items they get credit for. Girls will receive credit and the troop will receive profits from these donations. At the end of the sale a council-wide total will be determined, Ashdon Farms will ship the nuts to various military locations, and GSC will do the same with the Food Pantry donations.

### *Uh oh! I left the products in my car and they melted!*

Our nut and candy products are kept in a climate-controlled facility and are transported in climate-controlled trucks. We cannot accept returns when the product is not stored correctly after receiving them from the delivery agent. Troops take on the care and delivery of items once they are picked up from the Community. It is their responsibility to keep them cool and protected.

### *Can we take personal checks?*

The Troop Fall Product Chair will decide and communicate with guardians if the troop will/won't accept checks. (We do not recommend it! Troops will have to cover any fees assessed for bad checks and report it to their local police department.) If your troop still decides to take them, keep the following in mind:

When accepting checks in Florida, you need a driver's license number and two phone numbers written on the check. All checks must be written out to your troop ("Troop 1234") and must be deposited directly in the troop bank account.

### *Help! I have so many more questions!*

We've got you covered - first contact your Troop Fall Product Chair, they should be able to handle 99% of any questions you may have. Second, if they don't have the answers, they will contact your Community Fall Product chair.