Fall Product Family Guide

2022

girl scouts

Welcome & Thank You!

A Note to the Reader

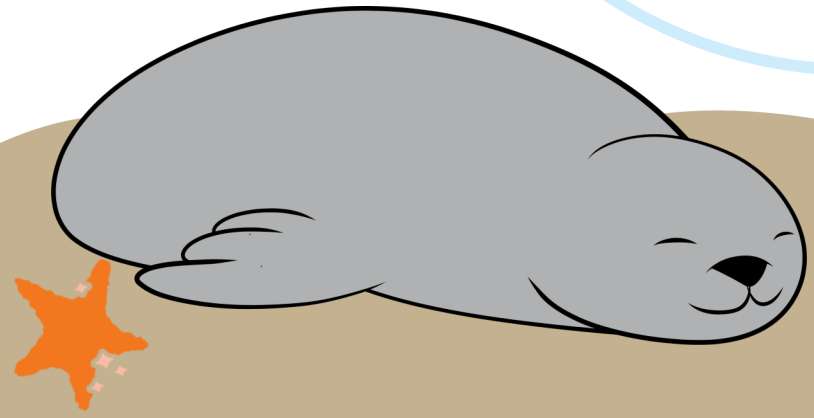
As volunteers and staff for San Jacinto Council Product Programs, we welcome you and your Girl Scout to the Fall Product Program (FPP). It is a fun, educational, all-council activity that allows girls to earn funds for their troop treasury as well as patches and other items to recognize their individual achievements.

In addition to providing troop funds, proceeds from the FPP support Girl Scouting across all the communities that make up the San Jacinto Council. Most importantly, participating in the FPP helps your Girl Scout develop 5 Valuable Life skills: Goal Setting, Decision Making, Money Management, Business Ethics and People Skills.

Your support makes the Fall Product Program possible. Thank you in advance for the time and energy you invest in making it a great experience for your Girl Scout. For more information about the program go to: https://community.gssjc.org. Log in using your myGS account information.

girl scouts | M2 Media

ASHDON FARMS



Nuts and candy for the Fall Product sale are provided by Ashdon Farms. Magazine subscriptions are provided by M2 Media. Enjoy M2 Media's M2OS site where your Girl Scout can create avatars to promote their Fall Product sale!

"Go Bright Ahead" into the 2022 Fall Product Program!

Girl Scouts of San Jacinto
3110 Southwest Freeway
Houston, TX 77098

www.gssjc.org

Business hours:

Mon-Fri, 8:30 a.m.-5 p.m.

Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

Important Dates

September	
	Attend troop meeting & schedule order card pick-up
13, 7:00 p.m.	"Make a Difference with Digital Sales" webinar. Recording of webinar will be available the next day.
17	Fall Product order taking opens

October	
16	Girl-delivered order taking closes
17	Families enter all orders from paper order cards in M2OS

November	
After product delivery	Deliver nut/candy orders and collect payment. Turn in money to troop fall product manager frequently.
11	Deadline to send 18 emails to qualify for the 2023 Cookie Crossover patch
13	Online direct ship sale closes
Before 15	Ask troop fall product manager for final payment due date

January	
Week of 9	Pick up rewards from the troop

Why Participate?

The Fall Product Program teaches Girl Scouts the value of the dollar, budgeting, making difficult decisions, goal setting, and the difference between needs and wants, all while being honest and fair. During the Fall Product and Cookie Programs, girls are given the resources and a chance to practice for a financially independent future.

For more information about the skills learned by your Girl Scout, go to **https://gssjc.org/en/cookies/fall-product-program.html**.

5 Skills for Girls

Goal Setting:
Girls set goals both individually and with their troop. Girls learn to set and reach goals to succeed in school, career and life.

Decision Making:
Girls decide how to participate, market their sale, and decipher how to spend their earnings with their troop. Developing decision-making skills early will greatly impact their lives.

Money Management:
Girls budget, take orders, and handle customers' money.

People Skills:
Girls learn how to speak (and listen) to their customers. Learning people skills will improve their interaction during group projects, sports teams and future endeavors.

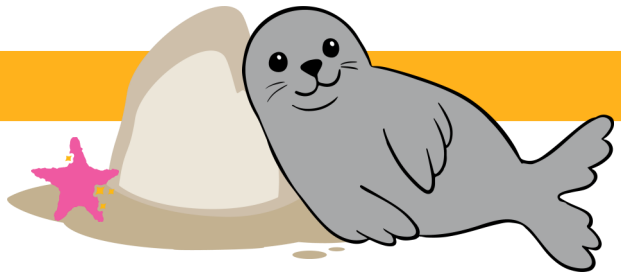
Business Ethics:
Girls act honestly and responsibly which builds ethical employees and leaders.

Getting Started

Girl Participation

- Be a registered member of Girl Scouts for the 2022—2023 membership year.
- Have a signed 2022-23 Parent Permission and Responsibility form with Waiver (this form allows girls to participate in both the Fall Product Program and the 2023 Cookie Program). Click here to access the electronic form.
- Meet with their troop fall product manager along with a parent/guardian to receive the sales materials and any additional information.

Program Basics



- This is a "friends and family" only sale.
- This is a one-time order. There are no reorders.
- Girl Scouts and their families are on their honor to begin taking orders **September 17**.
- As always, participation in Girl Scout product programs are voluntary.
- Your troop fall product manager can direct you to printable materials, including an order card, in Spanish.
- Girls offer a variety of products in two ways: In-person, if safe, using a nut order card and online via www.gsnutsandmags.com/gssjc to send emails to family and friends asking for support

Tiny Tutorials

Click the topics below to access short instructional You Tube videos demonstrating how to navigate M2OS!

- Creating Your Avatar
- Entering Order Card items
- Options for Contacting Supporters
- Personalized Patch
- Recording Voice Message
- Sending Emails
- Share my Site
- Tracking Progress & Girl Dashboard

Support Materials

Each girl will receive :

- **Order card**
- **Information flyer from M2 Media** (contains directions on how to set up her personalized online storefront for nuts and magazines)
- **Money envelope**

A troop fall product manager will assign a date and time for you to retrieve these items.

Know Your Products

Mint Treasures 1/ GS Memory Box Tin, $13

Creamy milk chocolate with a refreshing mint filled center, 6oz. Tin

Chocolate Covered Pretzels w/ Mitten Tin, $12

A favorite sweet and salty snack. Crunchy pretzels covered in smooth milk chocolate.

Honey Roasted Mixed Nuts, $12

Cashews, almonds, peanuts and pecans with a touch of honey. 16oz. Jar

Dark Chocolate Mint Penguins $9

Rich dark chocolate penguins bursting with frosty mint, 6oz. Box

Deluxe Pecan Clusters $9

Roasted pecans covered in caramel and milk chocolate. 5oz. Box

English Butter Toffee, $9

Crunchy handcrafted toffee drenched in milk chocolate. 6oz. Box

Chocolate Covered Almonds, $9

Crunchy almonds covered in milk chocolate. 10oz. Pop-top Can

Whole Cashews, $9

A classic favorite roasted and salted with sea salt. 8oz. Pop-top Can.

Dark Chocolate Caramel Caps w/ Sea Salt, $9

Dark chocolate covered caramel topped with sea salt. 6oz. Box

Peanut Butter Trail Mix, $7

Peanuts, peanut butter gems, peanut butter mini cups, mini pretzels and cashews. 7oz. Bag

Fruit Slices, $7

Fat free! Assorted naturally & artificially fruit flavored chewy candy. 10.5oz. Bag

Sweet and Salty Mix, $7

Honey roasted peanuts, XL Virginia peanuts, pretzels, honey sesame sticks, honey roasted cashews, cashews and

Butter Toasted Peanuts, $7

Lightly toasted, crunchy peanuts with a buttery flavor. 9oz. Pop-top Can

Hot Cajun Crunch, $7

Cajun corn sticks, seasoned peanuts, pretzels and sesame sticks. 7oz. Pop-top Can

Cranberry Nut Mix, $7

A tasty mix of peanuts, raisins, cranberries, cashews, banana chips, almonds and walnuts. 7oz. Pop-top Can.

Salsa Mix, $7

Peanuts, salsa corn sticks, toasted corn, cheddar corn sticks, chili lemon corn sticks, almonds, chili bits & pepitas. 8oz. Pop-top

Project Thank You

Project Thank You is a service project in which girls can participate during the Fall Product Program. Girl Scouts offer friends and family the opportunity to support women and men in the military, help their community and support Girl Scouts through Operation Gratitude. Customers purchase the $7 Project Thank You nut item. No delivery is required. Girls who sell six Project Thank You items will earn the Care to Share patch.

Magazine subscriptions and gift items available online only.

Online Only Items & Online Orders

The following products are available online only.

Product	Price
Gourmet Blend—Tin	$25
Jumbo Cashews—Tin	$24
Gourmet Caramel Corn w/ Almonds & Pecans—Tin	$20
Nut and Seed Blend	$12
Deluxe Pecan Clusters—Mitten Holiday Tin	$12
Mint Treasures—18—21 GS Tin	$10
Ruby Medley	$9
Almond Cran-Orange Crunch	$9
Black Forest Trail Mix	$9

Product	Price
Mocha Cups	$9
Dark Choc. Peppermint Pretzels	$9
Cookies & Cream Cups	$9
Caramel Apples	$9
Peanut Butter Bears	$9
Dulce de Leche Owls	$9
Chocolate Covered Raisins	$8
Honey Roasted Peanuts	$7
Dill Pickle Peanuts	$7

Online Girl-delivered Nut Orders

Customers choose the "Save Shipping Costs"

Online girl-delivered orders automatically transmit to the M2OS site and credit the Girl Scout. There is no need to enter these orders anywhere.

The online girl-delivered orders will be picked up from your troop fall product manager at product delivery. There is no money collection, because the customer pays by credit card when they order.

Online Direct-Shipped Orders

Customer choose "Convenience"

Online direct-shipped orders automatically transmit to the M2OS site and credit the Girl Scout. There is no need to enter these orders anywhere. There is no money to collect.

The online direct-shipped orders will be delivered directly to the customer via a third party shipping company.

Customers choose the desired shipping method. Chocolate items should be shipped via 2nd Day Air to prevent melting. Melted chocolate items will not be replaced if the customer does not choose the expedited shipping. The customer pays for the items ordered by credit card.

Entrepreneurial Tips for Selling

Step 1: Set a Goal

- **Talk with your troop and decide what you want to do with the money you earn.** How will you use the funds?
- **Decide on your troop goal.** How much money do you think your troop can raise?
- **Decide on your personal goal and stretch goal.** Based on the troop goal, how much can you contribute? A stretch goal is what you want to reach if you complete your goal early.
- **Keep track of your progress.**

Step 2: Engage your Customers

- **Start easy!** Make a list of customers you know like family members and close friends.
- Contact neighbors, faith-based membership, your parent's co-workers, teachers, coaches, or anyone else you know personally using safe practices.
- Create a video (with parent permission) for a digital pitch.
- Have a supply of business cards or flyers printed from her M2OS site with her unique code to offer to customers..
- Tell customers how the troop will benefit from the sale (troop's plans for the proceeds).
- Remind customers that current magazine subscriptions can be renewed.
- Telephone Sales—review last year's order card and contact those same customers again.
- Social Media Networking—girls can share their M2OS storefront using their parent's social media sites. For safety purposes, online marketing activities, especially those conducted through social media platform, must be done through accounts set to "private". (27% of online sales came from social media. Facebook was the most used site.)
- Do NOT use: Beg, Barter and Trade, Craig's List, Facebook Market Place and Nextdoor. These are not private sites and must not be used for safety reasons.

Step 3: Follow Up

- **Don't forget to check on the order statuses!** Has the customer opened their email? Have they purchased anything?
- Be pleasant, courteous and always say "**Thank You**." Let your customers know you're appreciative! Thank you emails or cards go a long way in building your customer loyalty.

Rewards

Patches

Go Bright Ahead Patch

Sell eight products

Swimming Seal Patch

Sell 30 products

100+ Patch

Sell 100 products

Care to Share Patch

Sell six or more share items

Super Seller Patch

Upload a video

2022 Patch

Send 18 or more emails

Fall Personalized Patch with your name and avatar!

To earn:

- Create your avatar
- Send 18+ emails
- Sell three+ magazines and 35+ nut/chocolate items

Girl Scout Cookie Crossover Personalized Patch with your name and avatar!

To earn:

- Create your avatar and send 18+ emails by Nov. 11, 2022
- Sell 250+ packages of cookies during the 2023 Girl Scout Cookie Program

Combined Sales Rewards

Rewards are cumulative.

Small Plush

Sell 50 products

Charm Bracelet & Seal Charm

Sell 75 products

Flower Necklace

Sell 100 products

Large Plush

Sell 125 products

Houston Zoo

Night Safari at Houston Zoo

Sell $1,750 in total sales

The Girl Scout who sells the most products during the 2022 Fall Product Program will earn the 4 foot long, giant plush seal along with the small and large plush!

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(GSSJC reserves the right to substitute reward(s) with a similar item of equal quality.)

Money Management

Collecting Payment

- Payment for all online direct shipped and girl-delivered products are submitted online at time of order and do not need to be collected.
- Items ordered on the order card should be paid for at time of delivery.
- Ask your troop fall product manager if checks will be accepted for payment. This is a troop decision and should be discussed before accepting checks from customers.
- Product cannot be returned. Caregivers are responsible for collecting and submitting payment for all product received.

Turn all monies in by the due date.

- Turn in collected money frequently. Avoid holding onto large amounts of money.
- Abide by the turn-in date communicated by your troop fall product manager.
- Count the money beforehand and recount it with the troop fall product manager so you each agree on the total turned in.
- Ask for a receipt.

Troop Proceeds

Proceeds belong to the troop and are not for individual girls.

Troop proceeds are earned based on the number of items sold.

Troops retain **25% of the retail price of the nut/candy items and $2 for each magazine subscription.**

Online Technologies & Websites

Website	Description
www.girlscouts.org	Find the Internet Safety Pledge
https://www.gssjc.org/en/cookies/fall-product-program.html	Access the Fall Product Program landing page. Here you may access information and resources to guide you through the program.
gsnutsandmags.com/gssjc	Link to M2OS online site. (Available Sept. 17) Create girl's personalized nut and magazine storefront. Customers order magazine items and nuts/candy to be shipped or for girl-delivered nuts and candy.
Click here for registration link!	"Make a Difference with Digital Sales" A webinar designed for girls and parents/guardians. Learn how to set up the girl's online storefront. Learn how to enter the girl-delivered, paper order card orders in M2OS.