girl scouts carolinas peaks to piedmont **2023 FALL PRODUCT PROGRAM TROOP VOLUNTEER TRAINING** 



### YOUR COUNCIL PRODUCT PROGRAM TEAM

YOUR SERVICE UNIT FALL PRODUCTS MANAGER:

ENTER YOUR NAME AND CONTACT INFO HERE

### Jeannie Brown

Director of Product Program
<a href="mailto:jbrown@girlscoutsp2p.org">jbrown@girlscoutsp2p.org</a>
<a href="mailto:Hickory">Hickory</a> Service Center



# Alexis Braca abraca@girlscoutsp2p.org Hickory Service Center







### **2022 REVIEW**

- Each participating troop earned an average of \$255 in the 2022 Fall Product Program
- Each girl participating earned an average of \$45 for her troop
- Thank you for helping to make our fall product program a success!



### 5 SKILLS ACQUIRED THROUGH GIRL SCOUT LEADERSHIP EXPERIENCE

Goal Setting
Money Management
People Skills
Decision Making
Business Ethics

<u>Plus</u> Girl Scout Programs, Camp, Troop Activities & Giving Back

### YOUR IMPACT ON THE GIRL SCOUT'S EXPERIENCE



The Program itself is a learning experience



Troops use money earned from the program participate in fun adventures like travel and camp



Troops use money earned to give back to their community



The program helps fund the entire Girl Scout Experience

## THE GIRL SCOUT'S PERSONALIZED EXPERIENCE

What's their "why"?



### **OCELOT**

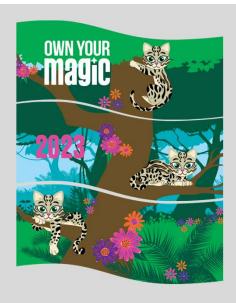
Wide distribution from northern Argentina to the southwestern U.S.

Up to 3 feet in length, 35 pounds and runs up to 38 MPH

Solitary and exclusive territories which can range upwards of 35 square miles

Endangered due to habitat destruction





### **GIRL REWARDS**





### **REWARDS**

### ► Combined Sales







\$200+ Combined Sales Flower Necklace







\$250+ Combined Sales







\$400+ Combined Sales Choice of: Own Your Magic T-shirt OR \$5 Nut Bucks



\$500+ Combined Sales Choice of: Ocelot Socks OR \$10 Nut Bucks



\$625+ Combined Sales



Choice of: Large Ocelot Plush OR \$10 Nut Bucks



\$800+ Combined Sales Choice of: Paint by Number Art Craft OR \$10 Nut Bucks



\$1,000+ Combined Sales Choice of: Bluetooth Tower Speaker OR \$20 Nut Bucks



Every additional \$200 over \$1,000 in Combined Sales \$10 Nut Bucks



Council-Wide Top Seller \$100 Amazon Gift Card



▶ E-mails

5+ Care to Share Donations

### ► Candy/Nut Items



16+ Candy/Nut Items



26+ Candy/Nut Items Super Seller Patch



3+ Magazine Items Ocelot Patch



6+ Magazine Items Super Seller Mags Patch



20+ E-mails Own Your Magic Patch

Orders due by:

Pick up products by:

Turn in money by:

Visit www.gsnutsandmags.com/GSCP2P to create your website!

### Fall Personalized Patch:





· Create your avatar

### Send 20+ e-mails Sell 4+ magazine items and 20+ candy/nut items

### Girl Scout Cookie Crossover Personalized Patch:



- · Create your avatar in the M2 system Send 20+ e-mails during the Fall Product Program
- Sell 300+ packages of cookies during the 2024 Girl Scout Cookie Program and sell one candy/nut or magazine item

### **NUT BUCKS**





- Credit/coupon
- Redemption similar Cookie
   Dough
  - Council shops
  - Camp trading posts
  - Program and camp fees
- E-mailed directly to girls at end of program

### FALL PERSONALIZED PATCH

### Earned by:

- Sending 20+ e-mails
- Sell 4+ magazines & 20+ nut/chocolate items

Patches ship directly to girls as earned and take 8-10 weeks to deliver





# 2023-24 FALL & COOKIE CROSSOVER PATCH

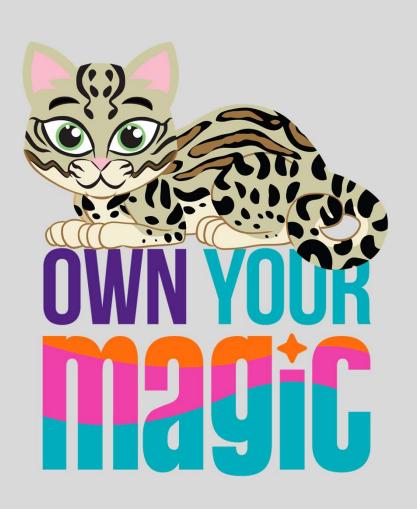
Earned by sending 20+ e-mails during the Fall Product Program and selling one candy/nut item or magazine item and selling 300+ packages of cookies



TOP SERVICE UNIT FALL PRODUCT SELLER RIBBONS

Presented by service unit at service unit awards event



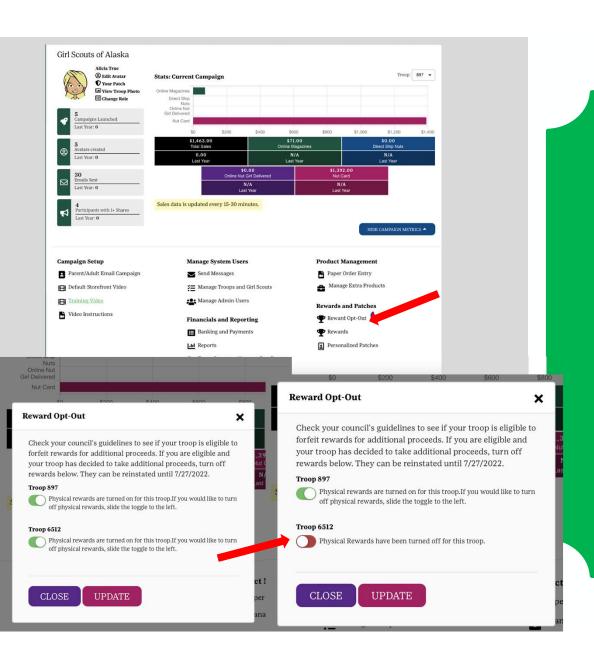


### **TROOP PROCEEDS**

15% of Total Sales Girls can earn all rewards

- OR -

18% of Total Sales Girls can earn only patches



### **TROOP PROCEEDS**

Default - 15% of Total Sales Girls can earn all rewards

18% - Make selection in M2 System by November 6



### **HOW TO GET STARTED**

Girls offer products in two ways:

- In person using an order card
- Online by sending e-mails and sharing a link on social media to purchase nuts & chocolates and magazines

Payment is collected when order is placed!

# GIRLDELIVERED CANDY/NUT PRODUCTS







Thai chili almonds, rice crackers, wasabi peas, sesame sticks, breadsticks and sriracha corn nuggets in a poptop can.

### MEMORIES TIN

Perfect end-of-year keepsake for girls and troop volunteers.

# GIRL SCOUT Peace Out Tin Milk Chocolate Mint Treasures

Available online for direct ship.







- Customers make \$7 donation
- Enter in Care to Share column

# **CARE TO SHARE**

Donations of honey roasted peanuts to support local food banks

Orders can be placed through order card, online girl delivered or direct ship channels

Products are distributed by council and are not delivered to troops/girls

Troops earn proceeds and girls earn special patch and credit towards other rewards

### PRODUCTS GIRL SUPPORTERS CAN PURCHASE

Nuts & Chocolates

Magazines

New Products Online! Tervis Tumblers & Girl Scout themed mini Bark Box









### **MINI BARK BOX**

Pilot program with a fixed quantity available.





Retails for \$19.99 + \$5 shipping

- Pose & Play Beret dog toy
- Canister of Berry Trios dog treats

Bark Box sales are credited to girls as magazine sales!

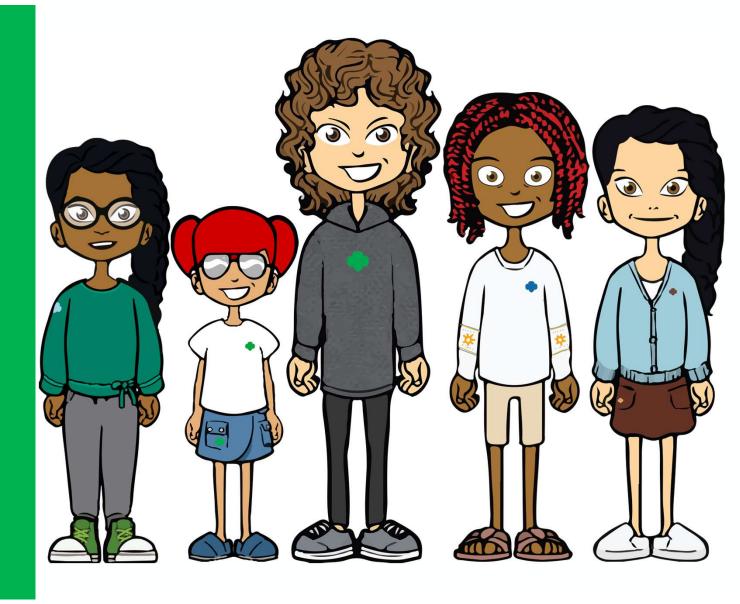
### **TERVIS TUMBLERS**



- Wide selection of premium insulated tumblers and water bottles
- MLB, NFL and collegiate sports teams and more!
- All items shipped directly to customers

Tervis sales are credited to girls as magazine sales!

# GIRL ONLINE EXPERIENCE



# LAUNCH YOUR CAMPAIGN

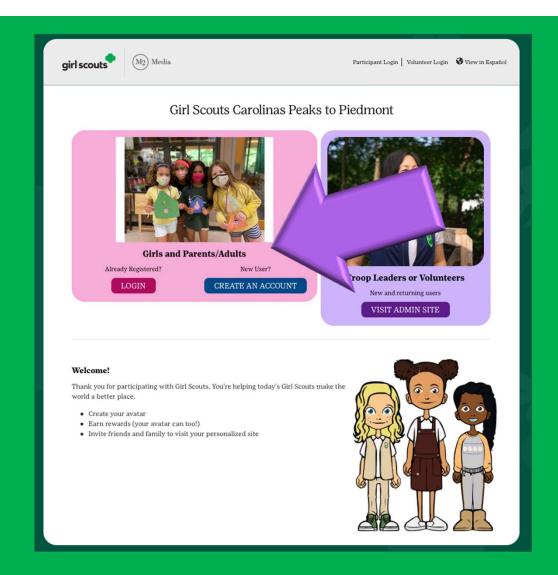
Girls log in as first-time participant or as a returning user from last year

Spanish experience available

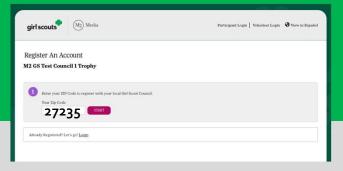
### September 11

- Girls go directly to <u>www.gsnutsandmags.com/gscp2p</u>
- Click on embedded link in registration e-mail from Parent/Guardian E-mail Blast OR
- Click on banner on council website
  - On homepage, above Upcoming Events section



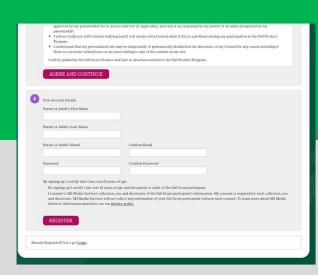


## **REGISTERING AN ACCOUNT**

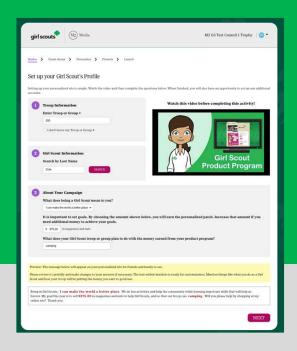


Zip code validation ensuring girl in correct council

If girl is out of council area, use council area zip code



Participant information and secure password setup



Troop number selection or "I don't know/see my Troop#/Group#"

Participant can edit nickname

Answer questions about girl goals and what Girl Scouting means to her







Thank you for participating in the product program and entering email addresses for friends and family members.

Your account activation is pending. We are confirming your registration as a Girl Scout and verifying your Girl Scout ID number. Once that's completed, we'll send your emails out immediately so your friends and family can order and support your goals!

If we have any questions, we will contact you right away.

Contact us at 1-800-372-8520 if you have any questions.

Thank you! Customer Care



## SYSTEM CHECKS FOR VALID MEMBERSHIP

If a girl doesn't see or know her troop number, her record will be held in a "holding tank" until council can verify her GSUSA membership

Participant's supporter e-mails will be held in a queue until the girl's record is moved to her correct troop

As soon as girl record is moved, her e-mails will be sent!



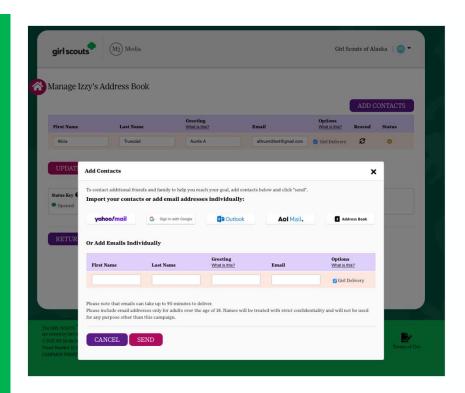
### TOOLS TO RUN HER BUSINESS

Send e-mails – generates 58% of sales

Share My Site with social media and texting

Printable business cards

Door hangers with QR codes









### GIRL'S DASHBOARD

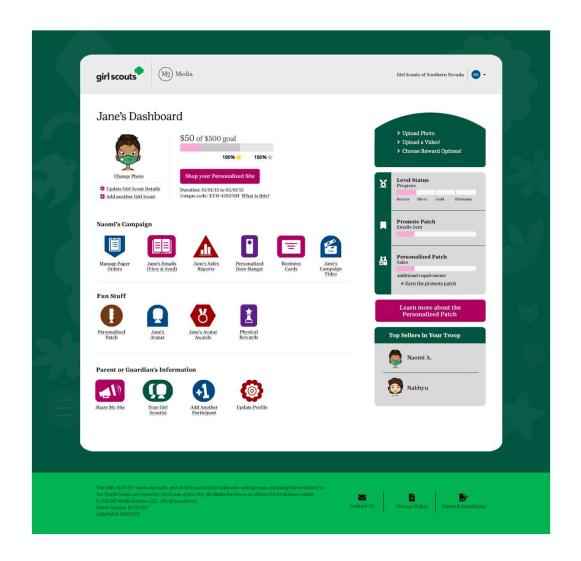
Additional e-mails/social media/texts

Girl's avatar room with virtual rewards & troop photo

Manage nut card order entry

Select rewards

Sales reports



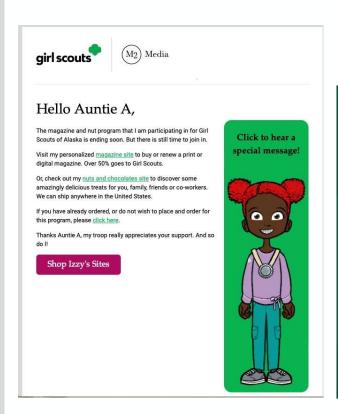
# SUPPORTER E-MAILS & ONLINE SHOPPING SITES

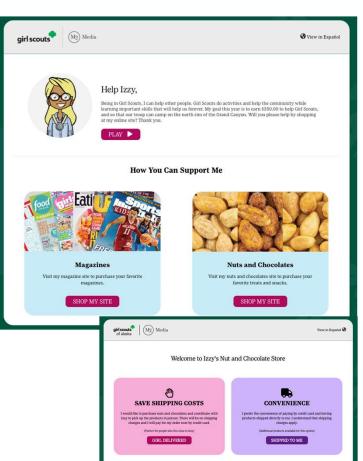
Family and friends receive e-mails to shop for magazines and nuts/chocolates and can hear the special message recorded by their favorite Girl Scout

Supporters select their desired product line

Nuts & Chocolates have two options:

Girl Delivered or Direct Ship



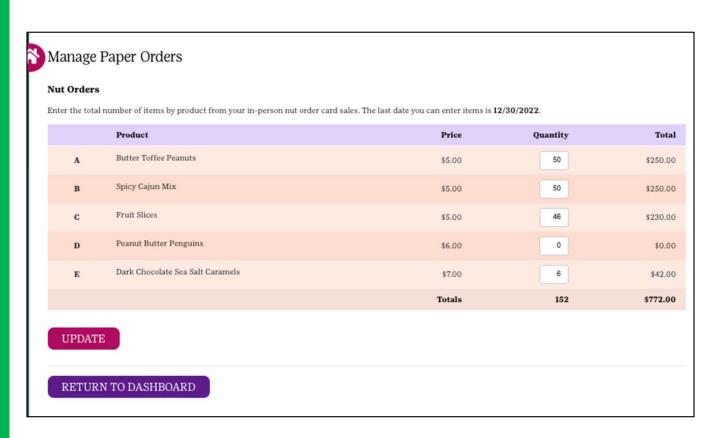


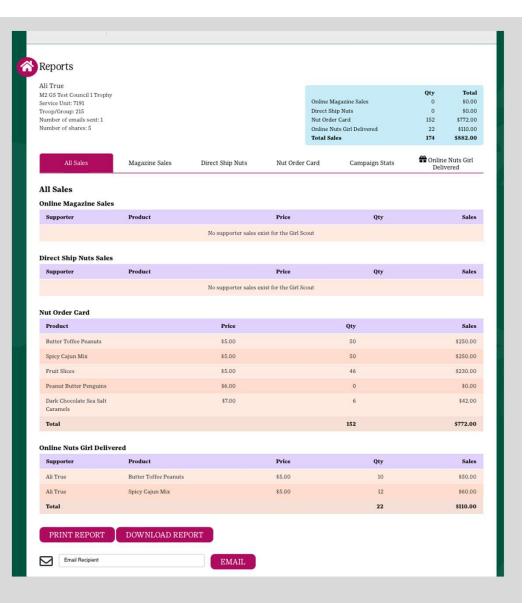
### ENTERING ORDER CARD ITEMS

Parents/girls enter the total of each item using the nut order card into the M2OS system prior to the end of the program

Nut order card totals will be tabulated and added to all online sales totals

All in-person nut orders must be entered into M2OS system to be processed





### **REPORTS**

Reports broken out by sales categories

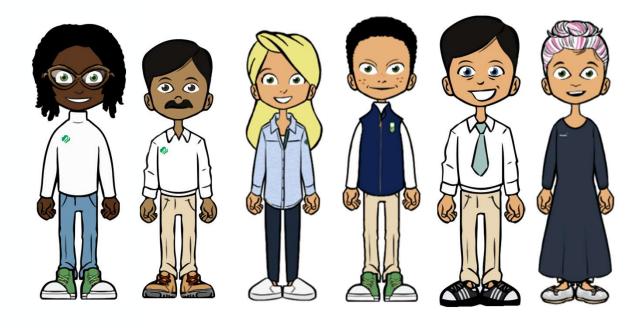
View all girl-delivered items sold online by customer to see which products to deliver

Report e-mailed to parents at end of program

## REMINDERS & GIRL DEADLINES

- All nut and chocolate orders placed online will automatically transmit
- Online girl-delivered items are paid for online, but delivered by girls
- Parents will only enter in-person (nut order card) sales into M2OS
- Link to sales reports e-mailed to parents at the end of the program
- Parent deadline October 16
- Troop volunteers will have an opportunity to enter/edit nut order card sales into M2OS after parents October 17 and 18

### VOLUNTEER EXPERIENCE









### **Thank You**

### Dear Michelle

It's time for the Fall product sale and an exciting year ahead for Girl Scouts! For the Fall sale this year, we have a website where you can communicate with the girls / parents in your troop, monitor results, and build an avatar to be included in a troop photo. Your username will be the email address shown below. Please click here to create your password.



Once your password is created, <u>click here</u> to access the site or go to <u>https://www.girlscoutmagazines.com/admin</u>

The sale will run from 09/19/2014 at 12:00 AM to 11/25/2014 11:59 PM. Please encourage all of the girls in your troop to participate. If you have any questions, please contact your sunit leader or the council. Thank you for all that you do for C Scouts!

Girl Scouts of California's Central Coast



# TROOP VOLUNTEER ACCESS

E-mail invitation to login sent to TFPM or volunteers on Troop Leadership Team

Troop training video

Queue Parent/Adult E-mail Campaign

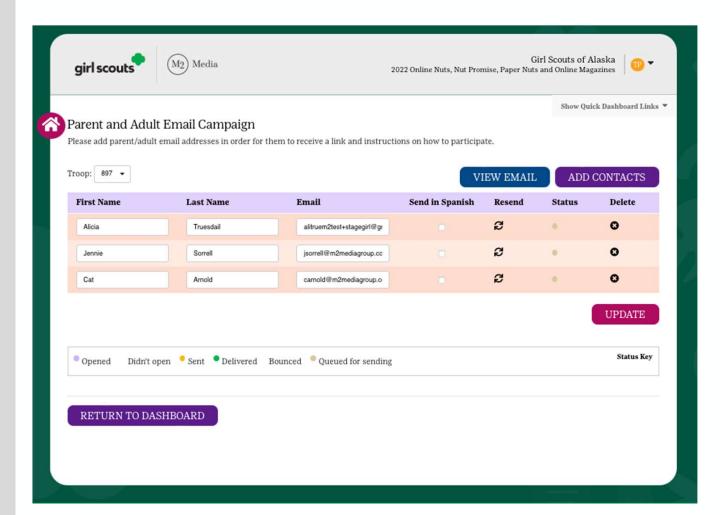
Volunteer avatar

### PARENT/ADULT E-MAIL CAMPAIGN

E-mail addresses uploaded by council

Edit or enter missing parent/adult e-mails

E-mail with instructions on how to participate



### TROOP DASHBOARD

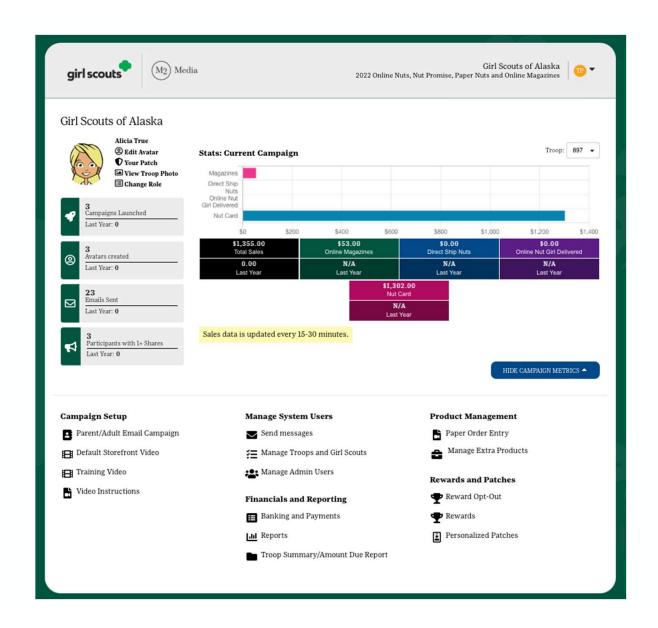
Messaging

Manage nut card order entry

Select rewards

Sales reports

Banking and payments

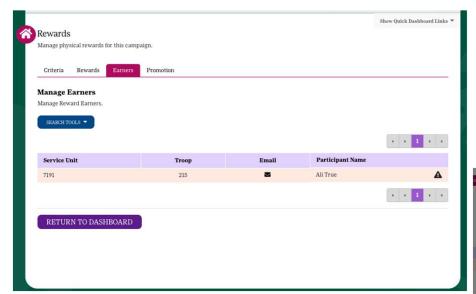


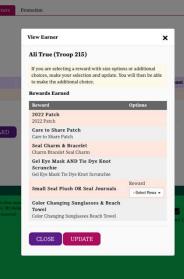
# GIRL REWARDS

Rewards are automatically calculated for girls

To view the rewards, select rewards from the Troop Dashboard

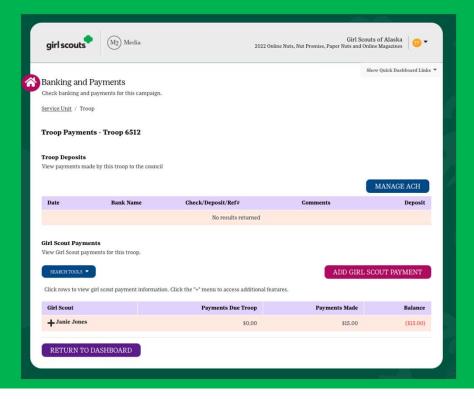
If girls didn't make choices, troop volunteers can make reward selections

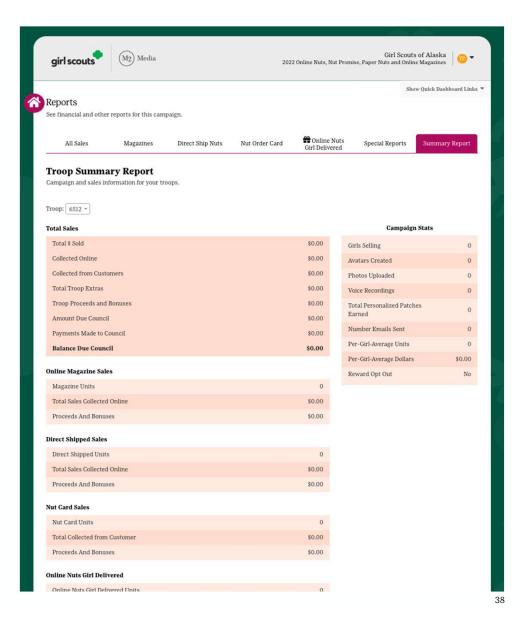


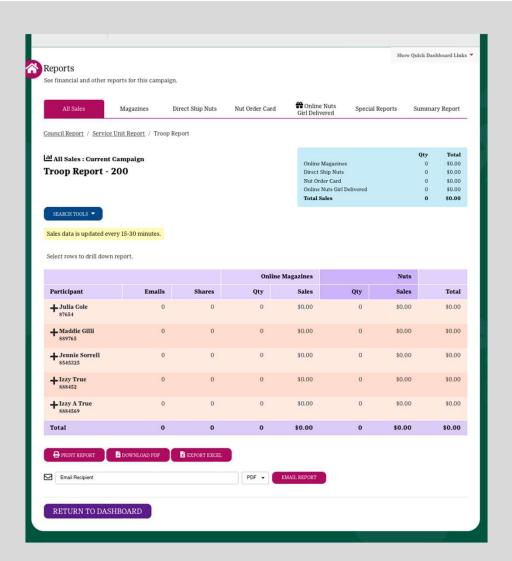


#### **BALANCING FINANCES**

### Banking and payments







#### **REPORTS**

Click the reports link from the troop dashboard to view total sales or sales by product category

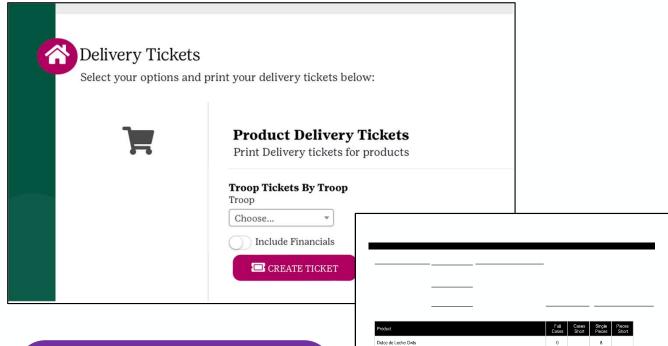
Click girl name to view the specific details of individual girls

# **DELIVERY TICKETS**

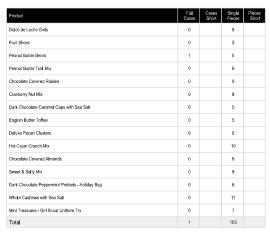
Print delivery tickets by troop or girl

Available for easier picking and packing

Option to include financials



Includes **both** girl-delivery and online sales



## VOLUNTEER PERSONALIZED PATCH

#### Troop Fall Product Manager

 By achieving \$800 in total sales AND sending the parent/guardian e-mail blast

Mailing address must be entered in M2OS before patch is sent to production!





# IMPORTANT DATES



Program begins

11 Sep.

Last day for troops to enter orders in M2OS for girls

18 Oct.

Online orders for Direct Ship Nuts and Magazines ends

6 Nov.

16 Oct.

Last day for parents to enter paper orders in M2OS 21 Oct.

In-person girl order taking and girl delivered online order taking ends 9-11 Nov.

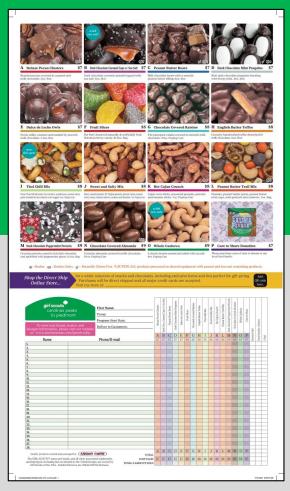
SU Nut Deliveries

# PAPER RESOURCES FOR GIRLS

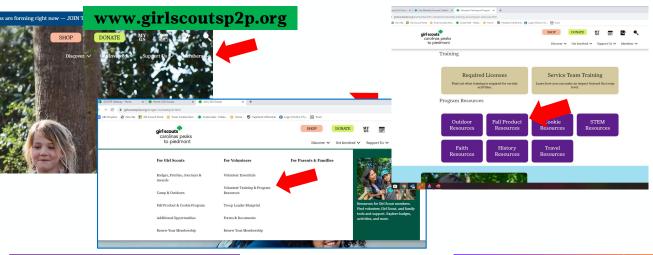
	roduct Program	
Parent Information - G	irl Scouts Carolinas Peaks to Piedmont	
hank you for allowing your daughter to participate in o	ur Fall Product Program.	
With your help and support, she will have the opportunity t ecision making, business ethics, money management and a	improve on valuable life skills such as goal setting,	
ecision making, business ethics, money management and j		
What Girls Need to Participate	Dates to Remember	
· A signed Parent Permission Form (below) on file with he	September 11	
troop (or council if participating individually).	Fall Product Program begins! Click the link in	
	the launch e-mail from the council or go to	
<ul> <li>Fall Product Program materials, which includes a</li> </ul>	www.qsnutsandmaqs.com/qscp2p to get started	
candy/nut order card, money envelope and a M2 online	with the online component of the program.	
flyer with information about setting up an online storefront. If participating in the online sale only, paper	Girls can also begin taking orders on the	
materials are not required.	candy/nut order card.	
With the second	October 16	
<ul> <li>For participation electronically, Internet access and</li> </ul>	Last day to take in-person orders for candy/nut	
parental supervision is required.	items that will be delivered by girls.	
Participating Online	Last day for parents/girls to enter candy/nut	
Beginning September 11, girls create an online account in the	orders from the order card in the M2 system.	
M2 system (see September 11 on right for details).	Do not enter girl-delivered online orders as	
Within her online account, she creates an avatar with her own	these are already in the system.	
virtual likeness, enters e-mail addresses and creates a personal		
message to send to family and friends. As a way to increase her	Payment for any candy/nut paper order card sales is due to your troop at this time.	
sales, we also suggest she record her voice for her avatar or	sales is due to your troop at this time.	
upload a personal video explaining what her troop plans to do	October 21	
with the money earned. She then launches her campaign and	Last day for girls to take online orders for	
her personal message is sent with links for her customers to	candy/nut items that will be delivered by girls.	
shop for magazines and/or candy/nut items. Girls can also shan their personal link on social media or via text.	November 6	
treit personal intecorr social media or via text.	Online sales end at 11:59 p.m. for magazines	
Girls should create their online account and send out e-mails	and candy/nut items that are shipped directly	
early in the program or post on social media to allow	to customers.	
maximum time for their customers to make a purchase.	November 9-11	
Payment is collected at the time of order (online via credit	Candy/nut items delivered. Check with your	
card) for all products ordered online (including girl-delivery	troop volunteer for location, date and time to	
candy/nut items).	pick up your candy/nut items for girl delivery.	
All orders placed online (including girl-delivery orders) are	November 10	
automatically added to the M2 system so parents need not	Recognition selections due in the M2 system.	
record/enter any online sales.	necognition selections due in the M2 systems	
Ŧ		
×		
2023 Girl Scout Fall Product Program Parent/Guardian Res	ponsibility and Permission Form	
My daughter, a m	ember of Girl Scout Troop has my permission	
to participate in the Fall Product Program. I agree to accept pay deliver all candy/nut items she sells for girl-delivery and see the	nent responsibility for all products she receives, will t she has guidance at all times.	
NAME TELEPHONE		
Parent/Guardian		
ADDRESS E-MAIL		
AUUKESS E-MAIL	- <del>1</del>	
	DATE	

2)		
girl scouts	ASHDON FARMS	
GIRL SCOUT MONEY ENVELOPE		
AMOUNT DUE	\$	
AMOUNT ENCLOSED	\$	

Earn rewards for y Check the back of your Nut C site to learn more about all of	order Card and on your online	girl seconds circlinat poaks to piedment (M2) Media to piedment
Earn two personalized patch	nes with your name and avatar! See l	now to earn both patches below.
	all Personalized Patch  • Create your avatar  • Send 20 • e-mails	Earn thermed patches that fit together?
Personalize by choosing from two somes. You have the option to select from a safari outfit or Gilf Sout attite.  Girl Scout Cool	<ul> <li>Sell 4+ magazine items and 20+ candy/n</li> <li>Sell</li></ul>	ut items
• Sell 300+ pag	nails during the Fall Product Program ckages of cookies during the 2024 Girl Scot	. Mr. au
Go online	am and sell one candy/nut or magazine lte	own your magic
		own your magic



# TROOP RESOURCES





Troops:

That are registered for the 2023-2024 membership year.

That are using the candy/nut order card and have a registered Troop Fall Proc

 That are using the candy/nut order card and have a registered Troop Fall Product Manager who has completed the 2023 Fall Product Training and submitted a signed Troop Fall Product Manager Agreement.

That are selling online only, provide their fall product volunteer contact information and coordinate the pickup of the girl-delivery candy/nut items with their Service Unit Pall Product Specialist.

Girls:  $\bullet$  Who are registered for the 2023-2024 membership year.

 Who have a completed Fall Product Program Permission Form on file with their troop or council (form found on the bottom of the Parent Information sheet).

Girls Can Earn Two Patches That Look Like Them!
Girls: Log into www.gsnutsandmags.com/gscp2p, create your avatar, send at least
20 e-mails and meet the sale requirements below.

Fall Product Program Volunteers: Create your avatar, participate in the parent/guardian e-mail campaign and, if the troop ends the program with at least \$800 in sales, you also earn the Fall Product Program avatar patch.



oose the ground of ir patch. um personalized avatar p

21 Last day for girls to take onlir orders for candy/nut items that will be delivered by girls

9-II Candy/nut deliveries

10 Recognition choices due in M2
system at 11:59 p.m. ACH
withdrawal for amount due to the
council.

17 ACH credit to troops for
amounts overpaid to the council

g 20 or more e-mails through the M2 system four or more magazine items and 20 or more candy/nut items Girls earn a Cookie Crossover personalized avatar patch

Creating their avatar
 Sending 20 or more e-mails through the M2 system during the 2023 Pail Product Program
 Selling one or more candy/nut or magazine item

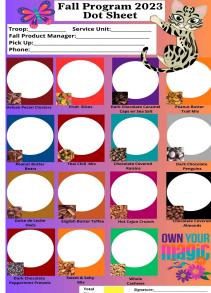
Seiling 300 or more packages of cookies in the 2024 Girl Scout Cookie Program

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 reflected in the M2 system.

### Pall Product Program begins
October for principle to take
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Received By \_\_\_\_\_\_



# TROOP FALL PRODUCT MANAGER PAPERWORK

- Troop Fall Products Manager Agreement
- Collect from each troop taking paper (in-person) orders on order card
- ACH Debit Authorization Form
  - New troops and troops whose banking information changed since the 2023 Cookie Program
- TFPM should identify themselves as TFPM in their My GS Account (tutorial on Council website)
  - Background check required
- M2OS e-mail sent to TFPM (when identified) or troop leadership team

ACH Debit Authorization Form – Return to SUFPS or <a href="mailto:info@girlscoutsp2p.org">info@girlscoutsp2p.org</a>

TFPM Agreement – Return to SUFPS



# PAYMENT FOR PRODUCTS

ACH withdrawal from troop account on November 10 for funds due Council

ACH credit to troop account on November 17 if funds due troop





## DELIVERY OF NUTS/CHOCOLATES

Count items carefully before signing

Heat causes chocolates to melt! Do not leave products in hot vehicles.

Keep away from wild and domestic animals!

November 9-11

# SERVICE UNIT BONUS

Funds awarded to the service unit for program and supplies to support troops within the service unit

#### Funds awarded:

- \$1 for each girl who sells at least 20 items
- Plus additional \$.50 for each girl who sells at least 30 items



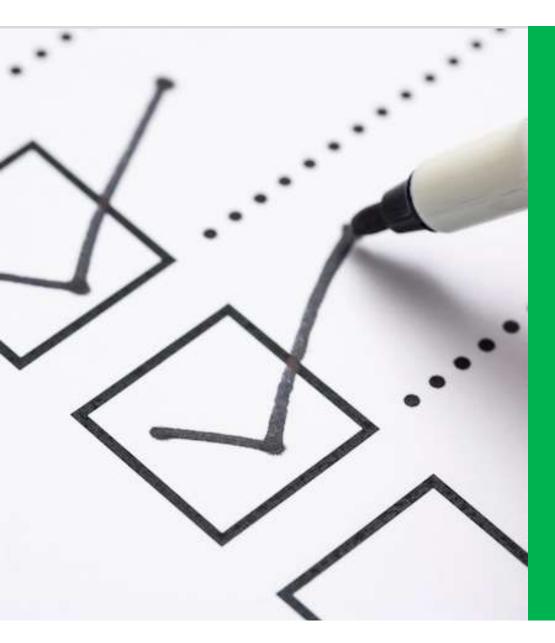
# TROOP COOKIE BONUS PROCEEDS

Bonus funds awarded at the end of the Cookie Program (if sale criteria is met).

Troops must participate in both product program to get the <u>maximum</u> bonus.

Participation in Fall Product Program as it relates to Troop Bonus Proceeds criteria is defined as selling at least 20 items.

Criteria will be posted on Council website in the cookie section (when available).



## SUPPORT & WHAT'S NEXT

M2 Customer Care

Getting started...



### THANK YOU!

For your continued support of Girl Scouting and the Fall Product Program.

We look forward to a successful 2023 Program!

girl scouts
carolinas peaks
to piedmont



