Fall 2019 Product Program

Leap Ahead

girl scouts
doctor silver sage
Important Dates for Troops

September 6\textsuperscript{th} – Fall Online Product Program Begins

September 27\textsuperscript{th} – Fall In-Person Product Program Begins

October 13\textsuperscript{th} – Fall In-Person Program Ends

October 14\textsuperscript{th} – Troop Leader order cards & money are due

October 17\textsuperscript{th} – Deadline for entering troop orders in UNIFY

October 25\textsuperscript{th} – Fall Online Product Program Ends

November 6\textsuperscript{th}-11\textsuperscript{th} Orders delivered to Service Units and girls begin delivering to customers
Getting Started

Are you an approved volunteer?
• Be registered with GSUSA (2019/20 year)
• Have a current background check on file
• Fill out Service Unit Product/Cookie Manager Contract online

Resources
• Council Product Manager: customercare@girlscouts-ssc.org
• Girl Scouts of Silver Sage: www.girlscouts-ssc.org/cookies/fall-product
• UNIFY Online Sales and Logistics Center: girlscouts.qspgao.com/silversage

Tips for Training
• Ensure all Troop Product Manager Contracts are completed
• Be ready to distribute Troop Materials
• Read everything! Familiarize yourself with all the materials
• Encourage girls to collect money with initial order to save time at the end of Fall Product
• Schedule training at the first Girl Scout Troop meeting because the Fall Product kicks off September 6th
2019 Program Theme
Leap Ahead...Create Your Path!

Girls learn valuable leadership skills...

- Goal Setting
- Decision Making
- Money Management
- People Skills
- Business Ethics
- Troops earn start-up funds

Mascot is the FAWN!
Fall Product Benefits

- Troops earn start-funds
- New Girl Scouts build customer base for cookies
- Competitive pricing vs. school fundraisers
- Supports program where their interests lie
- Average of $200 for Troop Proceeds
- Can opt to participate in online sales only
Program Materials available online in UNIFY

Troop Activity Pages

Goal Chart
Fall Product Program Partners

Troop Proceeds
- $3.00 Magazines & More
- $1.00 Nuts & Chocolate

Troop Sales Bonus Proceeds
30+ items per girl selling

Online Magazines
Nuts and Candy
$3.30/item
$1.10/item

• Magazines and More
• Candles & Tumblers
• Cool Cards

• Nuts
• Chocolates
• Snack varieties

Fall Product Program Sale Dates
In Person: September 27 – October 13
Online: September 6 – October 25
Girl Scout Vintage Collectible Tin

Mint Treasures individually wrapped with Girl Scout logo
Thin Mint Almonds

Pop Top Can
Dark Chocolate Peppermint Pretzels

Stand Up Bag - resealable
Project Thank You

- Give the gift of snacks to our Hometown Heroes with a $7 donation
- Troops earn proceeds and girls earn credit towards nut/chocolate rewards
- Girls earn the Share Patch by selling 4+ or more Project Thank You donations

Project Thank You supports our Hometown Heroes including local Wildland and Municipal Firefighters, Police Officers, and other brave men and women of service. Your $7 donation will provide our Hometown Heroes with a delicious can of nuts. There is no better way to say “Thank You” to our local heroes than with a tasty treat! No product selection necessary, Girl Scouts of Silver Sage has already chosen the products to be donated. Girls earn the Share Patch with 4+ Project Thank You donations!
NEW Magazines “and More”

- Most popular “and More” items will return
- Offering additional NEW “and More” gift items
- Over 300% growth

Magazines have transitioned online!
Girl Scout Collectible Candle

- Collectible Girl Scout candle 2\textsuperscript{nd} in the series
- 2019 collectible is a round 20 oz ceramic reusable container
- Sugar Cookie Fragrance

⭐ $30 each ⭐

Order $75 or more and receive FREE shipping!
NEW “and More”

Share Kindness Candles

★ $20 each ★

Snowman Candle

★ $25 each ★

Order $75 or more and receive FREE shipping!
NEW “and More”

35 Exclusive All-occasion cards with coordinating envelopes

- Die-cuts
- Triple folds
- Glitter and foil ink
- Paper embellishments

★★ $40 each ★★

Order $75 or more and receive FREE shipping!
NEW and returning “and More”

Tervis® tumblers

⭐ $25 each ⭐

Order $75 or more and receive FREE shipping!
Stainless Steel Tumblers

30 & 20 oz
★★ $25 each ★★

10 oz
★★ $18 each ★★

30 oz handle
★★ $10 each ★★

Order $75 or more and receive FREE shipping!
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Easy Ways to Participate

FIRST
Girls send emails to friends and family offering options to order Nuts/Chocolate, and Magazines & More ONLINE

NEXT
Girls take orders for Nuts/Chocolate IN PERSON
Customer Experience

Personalized greeting from girl to customer!

Hello Amy,

I am excited to be a Girl Scout this year and to help my troop earn money. I am learning important leadership skills like goal setting and greatly appreciate your support!

I know you will like my online store, with more than 600 magazine titles at really great prices! You can also choose from our large selection of items such as tumblers, candles, cool cards and much more! You can even shop for nuts and chocolates!

SHOP NOW

Chloe
Girl Scout Fall Product Program
Demo Council

Customers support directly benefits girl experience!
Customer Experience

Simplified shopping experience!

- Candles
- Cool Cards
- Tumblers
- Magazines

- Nuts
- Chocolates
- Tins
- Snacks

Customers can shop online and pay with their credit card!
Customer Experience

If Girl Delivered is offered by girl, customer will receive shipping options below!

- Customer orders and pays with their credit card
- No shipping charge, girl personally delivers product
- Customer orders and pays with their credit card
- Customer pays shipping and product is shipped directly to them

Girl Delivery is for nut order taker products only
When in person nut order taking sale ends, so does girl delivery ordering option
Girl Rewards

Recognitions
Recognitions are cumulative, giving you an opportunity to earn each item as you reach your goals. Please circle the item(s) you wish to earn at each level.

**Magazines & More**
- 2+ Magazines & More Items: Leap Ahead Patch

**Nuts/Candy**
- 10+ Nut/Candy Items: Create Your Path Patch
- 15+ Nut/Candy Items: Fawn Squishy Keychain

**Combined Items**
- 20+ Combined Items: Scented Pop-Up Brush OR Fawn Charm
- 30+ Combined Items: Super Seller Patch AND Fuzzy Fawn Pouch OR Adjustable Headband
- 40+ Combined Items: Star Marquee Light OR Leap Ahead Necklace
- 50+ Combined Items: Small Fawn Fluff OR Liquid Glitter Journal
- 75+ Combined Items: Sequin Pillow OR Woodland String Lights

**Online**
- 100+ Combined Items: 100 Club Patch AND Large Fawn Fluff OR Inflatable Confetti Chair
- 15+ Emails Sent: Online Patch
- 30+ Emails Sent: Goal Achiever Patch
- 5+ Online Items: 2019-2020 Patch
- 5150+ Online Sales: Create Your Own Patch (ships direct to girl)
- 5325+ Online Sales: Personalized T-Shirt (ships direct to girl)

Patches Fit Together - Collect them all!

- 30+ Combined Items
- 4+ Magazines & More Items
- 2+ Magazines & More Items
- 10+ Nut/Candy Items
- 15+ Emails Sent
- 4+ Project Thank You Items
- 100+ Combined Items
MyCreation™ Theme Mascot

Create & Earn Your Own Personalized Patch!

FIONA 2019-2020

EMILY 2019-2020

ALLISON 2019-2020

MARY 2019-2020

FLORA 2019-2020

GAIL 2015-2016

YOUR NAME HERE 2016-2017

YOUR NAME HERE 2017-2018

LUCY 2018-2019
Girl Rewards

• Total Online Sales of $150
• Girl receives congrats email
• Girl earns her unique MyCreation™ patch
• Shipped directly to the girl
• Troop leader can create and customize own patch with $350 in troop online sales! (1 per troop)

Create & Earn Your Own Personalized Patch!

• Total Online Sales of $325
• Girl receives congrats email
• Girl chooses name to go on shirt and size
• Shipped directly to the girl
59 Minute Quick Start℠

Great tool for...

• Troops doing the Fall Product Program for the 1st time
• Troops wanting to take goal setting to the next level
• Go to girlscouts.qspgao.com/59min/

100% Digital for Girls & Troops

1. Girls login to the QSP/Nut Online Program and click on Text & Share
   ...and send themselves a text with the payment link to use for their customers

2. Girls call friends and family for 59 minutes and forward the text link for payment, it’s that easy!
Four dashboards (Girl, Troop, Service Unit, Council)

- Dashboard feature at each level
- One order entry section for all orders and rewards
• You will receive an email

• Click “Go to Dashboard” link

• Set your own password

• Your login will be your email and the password you set for **all** accounts you have

• If a user cannot remember their password, select “Get Help” button to reset password
Your User Information

- Burger Menu > My Info
- Edit password and personal information
Navigation features

**Burger Menu Navigation**

- Easily navigate through UNIFY from the burger menu
- Switch between one or more dashboards
  - i.e. from Troop to Girl *(if applicable)*
- Access Financials, Rosters, Reports, and more
MyCreation™

- Theme mascot design each year to uniquely reflect girl’s personality
- NEW design accessories unlocked for completing specific tasks
- Girls personalize patch with their name on the Fawn MyPatchCreation design
Girl Dashboard – Compose Message

Compose My Message

EMAIL SUBJECT
Gail has an important message for you!

I AM EARNING MONEY FOR?
I am excited to be a Girl Scout this year and to help my troop earn money. I am learning important leadership skills like goal setting and greatly appreciate your support!

Remaining: 179

SALES GOAL?

GOAL: $150

MY PERSONAL VIDEO MESSAGE?
Copy and paste your video link here.

Add Profile Picture?

View Preview

SAVE AND CONTINUE
Girl Dashboard – Email/Girl Delivered

- Girl delivered option is **on** for all emails
- Girls will turn off for customers that are out of their area
- Nearby family and friends
- Family they will see soon
Girl Dashboard – Email/Girl Delivered

- Orders automatically show in UNIFY no additional action needed
- Girl delivered orders are placed when in person orders are submitted
- Product is shipped with girl’s in person orders and girl delivers to customer
- Do not collect money for girl delivered orders customer paid at time of order
I am excited to help my Girl Scout troop earn money. Please click below & help me reach my goal. Thanks!

Remaining: 8

☐ YES! Please send me a text message with my shopping link and verification code. I will forward my text message to potential customers so they can help me reach my goal. Data and messaging rates may apply.

Mobile Number:  
SEND TEXT

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Share

Facebook  My Business Cards
Girl Select Rewards

- Girls can pre-select rewards, even if they haven’t yet earned them.

- Rewards will automatically calculate based on order entered and show when that level has been achieved.

- Items not yet earned will be greyed out.

- Choices automatically default to item listed first if no previous selection was made.

- Troops will review selections and can add/edit selections for girls.
Troop Order Entry

- From Manage Orders, click pencil next to girl’s name

- Enter the girl’s **in person** orders (# items ordered for each nut/chocolate item)

- All online sales will already be in UNIFY

- Click Save & Continue. Will have option to update girl reward choices.

- Once all orders have been entered, click Submit Troop Order
Troop Dashboard – Girl Activity

- Icon with each girl’s MyCreation™ image and participation indicated with a ✓
- Click on square next to the girl’s name to send email
- Click on shopping cart to view the girl’s online store and/or make a purchase from the girl

<table>
<thead>
<tr>
<th>Name</th>
<th>Sales</th>
<th>Activities</th>
<th>MyCreation</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMY H.</td>
<td>$0</td>
<td>Online Sales: 0, Email: 0, Video: 0, Social Media: 0</td>
<td>✓</td>
</tr>
<tr>
<td>ASHLEY T.</td>
<td>$0</td>
<td>Online Sales: 0, Email: 1, Video: 0, Social Media: 0</td>
<td>✓</td>
</tr>
<tr>
<td>AVA P.</td>
<td>$48</td>
<td>Online Sales: 5, Email: 5, Video: 0, Social Media: 0</td>
<td>✓</td>
</tr>
<tr>
<td>BETH T.</td>
<td>$0</td>
<td>Online Sales: 0, Email: 0, Video: 0, Social Media: 0</td>
<td>✓</td>
</tr>
</tbody>
</table>
SU/Troop – Email & Messaging

Send emails and post messages with:

• Encouragement
• Reminders
• Important Dates

Before sending a new email, please fill in the required fields (outlined in red)
Program Information & Resources

- Short [how-to videos](#) on UNIFY preloaded on Girl, Troop and Service Unit Dashboards
- [Quick Reference Guides](#) on Unify preloaded for simple reference
- Pink “?” provides help information throughout Unify
- Pink • indicates a new notification(s)
Delivery Ticket & Receipt – G2 & T2

Calculates what is owed and what should be delivered

2018-2019-Product Program
7/20/2018 9:09:19 AM

Service Unit: 665
Troop Number: 66502
Troop Level: Daisy
Name: MICKAYLA CLINTON
Membership ID: 3

Product Manager
Name: Jessica Caesar
Address: 2451 ATRIUM WAY
NASHVILLE, TN 37214
Phone: 615-232-2330

Reward Order

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>PGS/LABRADOR CHARM FA10</td>
<td>0</td>
</tr>
<tr>
<td>PGS/GOAL ACHIEVER PATCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/LEAD THE WAY PATCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/SPEAK UP PATCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/ONLINE PATCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/SHARE PATCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/100 CLUB PATCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/ANKLET SOCKS FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/SCENTED COLOR PENS QT8 FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/CHOKER FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/RUCK SACK FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/DEIN KEYRING POUCH FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/SMALL DALMATIAN PLUSH FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/MAGIC SEQUIN JOURNAL FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/REVERSIBLE DOG PILLOW FA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/PHOTO CLIP LIGHTS FA10/SP19</td>
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</tr>
<tr>
<td>PGS/CLIPBOARD W/POUCH PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/CLAY CHARM KIT PA10/SP19</td>
<td>0</td>
</tr>
<tr>
<td>PGS/LARGE LABRADOR PLUSH FA10/SP19</td>
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</tr>
<tr>
<td>PGS/PERSOMALIZED T-SHIRT FA10/SP19</td>
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</tr>
<tr>
<td>PGS/INFLATABLE LOUNGER FA10/SP19</td>
<td>0</td>
</tr>
</tbody>
</table>

Totals:

2

2018 Spring Product Program
5/22/2018 12:08:22 AM

Service Unit: Freddy Beach
Troop Number: 10997
Troop Level: Brownie
Girls Registered: 5
Girls Selling: 3

Product Manager
Name: Paul Waet
Address: 
Phone: 

Product Order

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Case Pack</th>
<th>Retail</th>
<th>Cases</th>
<th>Pieces</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>DELUXE PECAN CLUSTERS BOX 5 OZ</td>
<td>12</td>
<td>$6.00</td>
<td>0</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>DULCE DE LECHE OWLS BOX 8.1 OZ</td>
<td>12</td>
<td>$6.00</td>
<td>0</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Caramel Treasure Holiday Tin 6 OZ</td>
<td>2</td>
<td>$8.00</td>
<td>1</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>Whole Cashew Wseas Salt Pop Top 8oz</td>
<td>12</td>
<td>$7.00</td>
<td>0</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>Mint Treasures Girl Scout Tin</td>
<td>12</td>
<td>$8.00</td>
<td>0</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Choc Cov Pret Holiday Tin 8.5 OZ</td>
<td>12</td>
<td>$8.00</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Black Forest Trail Mix 7 OZ Bag</td>
<td>12</td>
<td>$7.00</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Totals:

11

13

Dollars Sold (Nut and Specials):
$90.00

Troop Proceeds (Nut and Specials):
$13.00

Dollars Sold (Nuts - Online):
$110.00

Troop Proceeds (Nuts - Online):
$131.60

Nuts and Special Amount Due Sub-total:
($54.60)

Dollars Sold (Mags & More):
$148.00

Troop Proceeds (Mags & More):
$0.00

Dollars Sold (Mags & More - Online):
$219.00

Troop Proceeds (Magazines - Online):
$0.00

Troop Proceeds (Rebate Booklet):
$0.00

Magazine Amount Due Sub-total:
$148.00

Total Amount Due Council:
$93.40

Amount Paid Council (All Bank Deposits):
$1333.00

Balance Due Council:
($1239.60)
Product Delivery Guidelines

Step #1 All products are delivered to the Service Units
  • Please account for potential delivery delays from drivers
  • Please store items in a safe & clean place to ensure product is undamaged
  • Ask for help if boxes are heavy to avoid injury

Step #2 Service Units deliver product to Troops
  • Count all items at least twice as some boxes look similar
  • Sign delivery ticket when everyone agrees on the count

Step #3 Troop Leaders distribute to Parents/Girls
  • Count all items and make sure to sign delivery slips

Step #4 Girls Deliver to Customers
  • Do not deliver any product that has not been paid for by customer
Troop Product Pick Up Guidelines

The UNIFY system does not have a pick-up scheduler. Please use the form to schedule troops pick-up times and be sure to let troops know at training and email communication.

Date of Pick-Up: 11-11-19 Timeframe of Pick-Up: 3pm-7pm
Pick-Up Coordinator: Katie Baker Phone: 208-377-2011
Location of Pick-Up: Council Offices, 8948 W Barnes St. 83709
Special Instructions: Come around back, please have vehicle ready to load on arrival, please be on time but no more than 5 minutes early

TIPS FOR PICK-UP
• SCHEDULE FOR TROOPS TO ARRIVE in 10 to 20 minute timeslots.
• ALWAYS COUNT ALL ITEMS before loading. Only sign receipts when everyone agrees.
• KEEP ALL RECORDS AND RECEIPTS until the end of the season.
Reward Distribution

Count everything and make sure that all items are accounted for. Please report to the Product Manager immediately any discrepancies.

**Use the T2 – Rewards Report** for “All Troops” to separate the items.

**Use the T2 – Nuts/Candy & Mags Report** to ensure that a troop has completely paid its Council Proceeds before releasing.
Automatic payment transfer from Troop Accounts on November 18th

**Things to Think About**
- Where your troop banks – ICON, ICCU and First Interstate are great banks with no fees! ICON is a big supporter of Girl Scouts of Silver Sage.
- Ensure that everyone that has fund access is fiscally responsible.

**Tips for Banking**
- **DEPOSIT ALL MONEY INTO TROOP ACCOUNTS** by Wednesday, November 13, 2019 to give enough time for all checks to clear.
- **MAKE SURE TROOPS ADD BANKING INFO** into the UNIFY Troops Page.
Girl Scouts Customer Care

Customer Care for your Fall Product Program: Magazines and More, Nuts/Chocolates, & UNIFY

CUSTOMER CARE REQUESTS

Girl Scouts of Silver Sage
1-877-305-4146
(8:00am – 5:00 pm MST)
customercare@girlscouts-ssc.org
Ashdon Farms/QSP: 1-877-305-3146
Thank you!