2019-20 Fall Product Program: Family Meeting Agenda

1. Theme: Leap Ahead/Create Your Path
2. Why participate in the Fall Product Program?
   a. Girls learn amazing skills that will last a lifetime
      i. **Goal Setting** – Customers want to hear what they’re supporting them so be sure to tell them your goals!
      ii. **Decision Making** – Girls make the decisions: set goals, how to spend troop money, etc.
      iii. **Money Management** – Take customer payments, count change, and balance totals.
      iv. **People Skills** – Girl Scouts learn to talk and interact with all kinds of people while selling
      v. **Business Ethics** – Girls learn to be honest and responsible at every step of the sale.
   b. Your Girl Scout’s Troop earns money – $1 for *nut/candy* items and $3 for *magazine subscriptions*. All funds go to activities, materials, and supplies that support her Girl Scout Leadership Experience.
   c. Awesome rewards for girls are earned by selling at higher and higher levels.

3. Fall Products
   a. **Nuts and Candy** sold through Order Cards and sending customers an email with a link to the online store – if possible, we ask that payment is collected at the time the order is placed. $6-$10 per item
   b. **Online Sales: Magazine subscriptions, tumblers, candles and more!** (new or renewal) beginning at $12 per subscription/item

4. Parent Information
   a. Important dates to remember:
      i. **September 27th – October 13th** — Fall Product Program dates. (Online dates from September 6th – October 25th)
      ii. **By October 14th** — Turn in Order Card and money to the Troop Product Manager. They will have the specifics for you! Check out your online report (automatically emailed to parents and troop leaders at the end of the program).
      iii. **November 6th – 10th** — Order Card items arrive. COUNT THEM, SIGN A RECEIPT FOR THEM, AND GET THEM DELIVERED!
      iv. **By November 11th** — Turn in all remaining money collected to the Troop Product Manager.
   b. **Don’t give customers products until you have the money in hand!!**
   c. Checks should be written to “Girl Scouts” or Troop ###.
   d. **Donation Program – Project Thank You** – Items will be donated to our Hometown Heroes like local Municipal Police and Firefighters, Wildland Firefighters, and other brave men and women of service.

5. Register your Girl Scout for Online Sales
   a. Go to Unify to register.
      i. Be sure to use her GSUSA registered name and correct troop number to give her credit for all her online sales.
      ii. Remember to send 15+ emails – as early in the sale as possible – to family, friends, and co-workers through the site to earn the “Online” patch and 30+ emails earns the Goal Achiever Patch. Each email invites customers to purchase items from your individual account.
      iii. Use the “Spread the Word” cards to spread the word about her online program.

6. How parents and family can help:
   a. Attend the Family Meeting!
   b. Sign and return the Girl Participation Permission Contract (before you leave today).
   c. Read the Family Letter and post it to your refrigerator to help remind you of important dates.
   d. Help your Girl Scout network with family and friends (but let her do the asking).
   e. Social Media – let people know through Facebook, Twitter, and Instagram where they can get these amazing products.
   f. Coach your Girl Scout:
      i. Listen to her sales pitch. HINT: use Project “Thank You” with every pitch to increase sales.
      ii. Help her learn product names and types.
      iii. Ask questions that customers might ask (role play!).
      iv. Teach her the value of setting practical goals.
      v. Have fun with her!!
   g. **Remember that the Fall Product Program is a part of the Girl Scout Leadership Experience, which is *girl driven.* Let your Girl Scout take the lead in selling and reaching goals. Remember: NEVER do for your Girl Scout what she can do for herself.

7. Questions??