

# 2023 Fall Product Program: Family Meeting Agenda

1. Theme: Own Your Magic    Mascot: Ocelot
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, Bark Box, and Tervis tumblers. 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, see Order Card for more details.
3. Fall Products
  - a. Nuts and Candy are sold through Order Cards and sending customers an email with a link to the online store – whenever possible, payment should be collected at the time the order is placed. \$6-\$12 per item
  - b. Online Sales: Magazine subscriptions (new or renewal), Bark Box, and Tervis Tumblers. \$12-\$30 per subscription or item
4. Parent Info
  - a. Important dates to remember:
    - i. September 12<sup>th</sup> – October 15<sup>th</sup> — Fall Product Program sales begin, both online and in-person Order Card sales
    - ii. By October 16<sup>th</sup> — Enter Order Card information and turn in money to the Troop Fall Product Manager. They will have the specifics for you.
    - iii. November 8<sup>th</sup> – 13<sup>th</sup> — Order Card items arrive. COUNT THEM, SIGN A RECEIPT FOR THEM, AND GET THEM DELIVERED!
    - iv. By November 14<sup>th</sup> —Turn in all remaining money collected to the Troop Fall 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. \$7 per item.
5. Register your Girl Scout for Online Sales
  - a. Go to [www.gsnutsandmags.com/gsssc](http://www.gsnutsandmags.com/gsssc) 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 18+ emails –as early in the sale as possible – to family, friends, and co-workers through the site to earn the "Online" patch. Each email invites customers to purchase items from your individual account.
    - iii. Earn your Personalized Patch when you sell \$375+ in total sales and send 18+ emails.
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?