

2024 Fall Product Program: Family Meeting Agenda

1. Theme: Embrace Possibility Mascot: Asian Elephant
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 10th – October 14th — Fall Product Program sales begin, both online and in-person Order Card sales
 - ii. By October 17th — Enter Order Card information and turn in money to the Troop Fall Product Manager. They will have the specifics for you.
 - iii. November 6th – 11th — Order Card items arrive. COUNT THEM, SIGN A RECEIPT FOR THEM, AND GET THEM DELIVERED!
 - iv. By November 19th — 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 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.
 - iv. New! When you earn your Personalized Patch for Fall Product you can also earn a Personalized Patch with your avatar and a panda, the cookie mascot, when you sell 375+ packages of cookies in the 2025 Cookie 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?