

Un-Bear-ably excited about the Fall Product Program





Girl Scout Promise

On my honor, I will try: To serve God* and my country, To help people at all times, And to live by the Girl Scout Law.

Remember that Girl Scout Volunteers are also Girl Scouts and model the Girl Scout Promise and Law in word and deed.

Girl Scout Law

I will do my best to be honest and fair, friendly and helpful, considerate and caring, courageous and strong, and responsible for what I say and do, and to respect myself and others, respect authority, use resources wisely, make the world a better place, and be a sister to every Girl Scout.



Team & Meeting Norms

Promise & Law

• Not a contest – we all win together

No Need to Memorize

- Family Sheet
- Lots of online resources
 - <u>Fall Product Program</u>
- Volunteers like your TFPM
- M2 Support
- GSSSC Customer Care

Silver Sage website M2 materials & activities GSUSA materials & activities Google*, Pinterest*, Facebook* groups Lean Into the Excitement

Read Family Sheet

Read E-mails & Newsletter (this is our primary way to reach you!)

Contact Customer Care

Parking Lot Please write down your questions and hold for the Q&A at the end.



GRIZZLY BEAR

They live in forests, river valleys, and mountain regions of North America.

They can run up to 35 miles per hour.

They are omnivores. They eat berries, roots, nuts, fish, and other small and large animals.

They eat up to 20,000 calories per day before hibernation.

They can live for 20-30 years.

Cubs will live with their moms for 2-3 years to learn survival skills.

The average adult male can weigh 400-800 lbs, and up to 1,700 lbs.

They are 3-4 feet from head to hind; but standing on their hind legs they can be 8 feet tall!



Mother grizzly & cubs in Glacier National Park, Montana, National Park Service



5 SKILLS ACQUIRED THROUGH GIRL SCOUT ENTREPRENEURSHIP

Goal Setting
Money Management
People Skills
Decision Making
Business Ethics

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





BRAVE. FUN!



TROOP PROCEEDS

\$1 for every Nut/Candy item \$3 for every Mags & More items

\$0.15 Bonus per item for a Troop PGA of 45+

Average participating Girl Scout contributed \$47 to Troop funds.

Participation Options:

Order Card:

• Bring to friends & family. Take orders. Collect money. Turn in money. Deliver products.

Online w/ Girl Delivery:

• Girl sends link to friends & family. Customers buy online and request girl delivery. Products are physically delivered by the girl. Only available for the 16 items on the Nut Order Card.

Online w/ Direct Ship:

- Girl sends link to friends & family. Customers buy online and have shipped directly to them.
- All "Mags & More" items work this way.

It's SO EASY! No booths, no estimates, no reorders, and no inventory on-hand.

PRODUCTS
GIRL SCOUT
SUPPORTERS
CAN PURCHASE

Nuts & Chocolates

Magazines & More









YOUR IMPACT ON THE GIRL SCOUT'S EXPERIENCE



The Program itself is a learning experience



Troops use money earned from the program to 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



DELICIOUS NUTS & CHOCOLATES

Silver Sage's Top Selling Items

#1 – English Butter Toffee

#2 – Deluxe Pecan Clusters

#3 – Peanut Butter Bears

#4 -Dark Chocolate Caramel Caps

#5 – Dulce de Leche Owls

Order Card: 16 Options
Online Shopping Site: Many More

ASHDON FARMS TINS

Perfect for Gifts and Treats!



Girl Scout Memory Box Tin

(order card, online girl
delivered or direct ship)
Milk Chocolate Mint
Treasures
Collectable (first in book
series)

Polar Bear Holiday Tin (online direct ship only)

Milk Chocolate Pretzels & Deluxe Pecan Clusters



NEW PRODUCTS!



Nut & Caramel Trail Mix

(order card, online girl delivered or direct ship)
Peanuts, whole cashews, caramel mini
cups and cocoa gems.



Cherry Almond Clusters

(order card, online girl delivered or direct ship) Roasted almonds and dried cherries covered in caramel and milk chocolate.

Cheerful Candles

(direct ship only)
A variety of
delightfully scented
candles.



PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE:

Magazines

Renewal OR New Subscription (online only)

Shipping cost unbundled from Magazine Subscription prices.







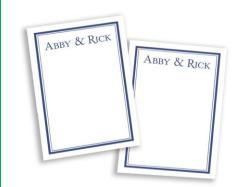
PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE:

Tervis® Tumblers (Online Only)



PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE:

Personalized
Products
(Online Only)











PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE:

Candles

Double Wick 80 hour burn time (Online Only)







PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE:

Girl Scout themed BarkBox options (Online Only)

Choose from five different boxes!





S'more the Merrier and Pup Patches & S'more sets available while supplies last

Happy Trails & Tails



Ruff Terrain Boots



Outdoor Adventure Pup Patches



Berry Trios™ Treats

Berry TriosTM are exclusively in Girl Scout **Bark Boxes!**

Berry Trios™ Treats

Cozy Pup Campout



Campfire Tails Set



Stick With It Pup Patch





Good

Dog Goals

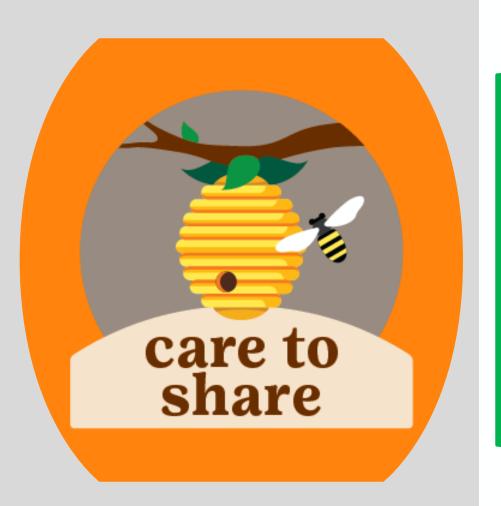
Good Dog Sash



Learn and Earn **Pup Patches**



Berry Trios™ Treats



Project Thank You

Project Thank You items are delivered to our local hometown heroes throughout our Council area

Customers may choose a Project Thank You item for \$7

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

Products are preselected and are distributed by council

These are not distributed by girls/troops

Troops earn proceeds and Girl Scouts earn a special patch at 4+ sold and credit towards other rewards

Girl Rewards and Patches



Send 18+ Emails



4+ Project Thank You Items



Charm Bracelet & Charm 30+ Items



Small Grizzly Bear Plush 45+ Items



Watercolor Art Kit & Pom-Pom Keychain 60+ Items



Brave, Fierce, Fun! T-Shirt **80+ Items**



Black Notebook with Gel Pens 100+ Items



Large Grizzly Bear Plush 125+ Items



String Art Craft & Mini Camp LED Light 150+ Items



Mini Karaoke Machine 180+ Items

- Name, nickname or initials
- Either background
- Avatar (3 billion combinations!)
 - Hair, shoes, clothing, eyes, etc.

Earned by:

- Sending 18+ emails and
- Use the "Share My Site" feature to share her site by text, Facebook, etc. and
- Selling \$375 worth of items (nuts & chocolates, magazines, Tervis, BarkBox, stationery all count!) during the Fall Program





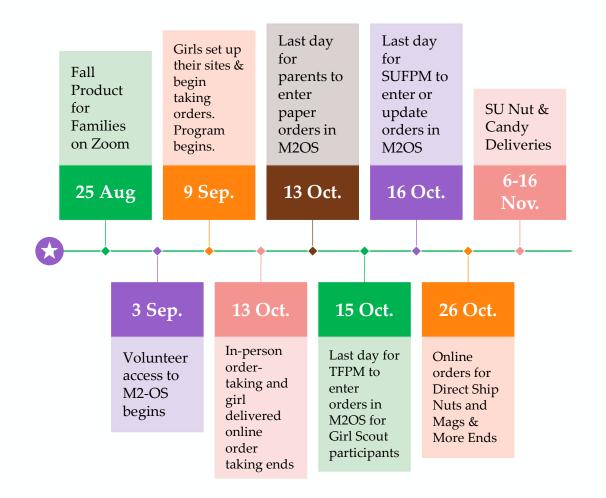
The crossover patch is earned by:

- Earning the Fall Product Personalized Patch
- Sell 375+ packages of cookies in the 2025 Cookie Program

Once earned, the patch will be mailed to the Girl Scout directly if she includes her address when signing up.



IMPORTANT DATES









HOW TO GET STARTED

- Attend your Troop's Fall Product meeting
- Keep your family flyer nearby
- Receive registration email and follow instructions
- Take orders on your order card or online
- Collect payments and turn into your TFPM

GIRL SCOUT'S PLATFORM SET-UP

Preferred Email Address (this is the email you use for MyGS)

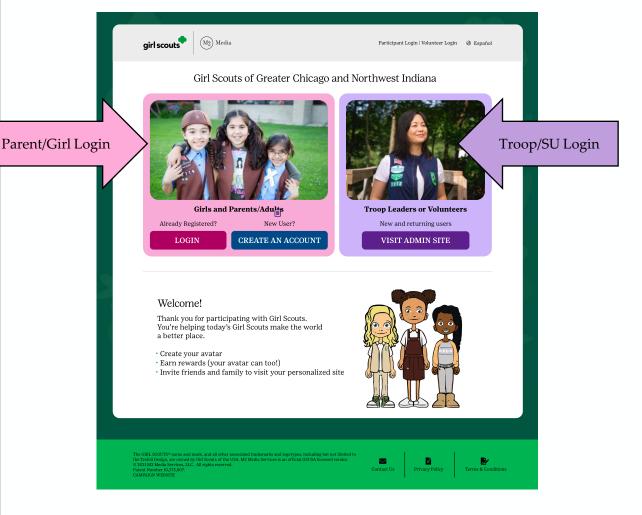
Confirm Active Membership

Accept Permissions & Watch Safety Video

Highlight Girl Scout's Goals

Build an Avatar

Include a video (this will give your avatar your voice when customers come to your site!)



Taking Orders

- Order taking can begin on September 9
 - Bring your order card, money envelope, pen, calculator, clipboard/writing surface

Adults can take order cards to their workplace...but make sure your girl is involved!

- She can come in and ask for people to purchase
- She can make a poster or note of support
- She can deliver items or hand-write thank you cards

Collect funds at the time the order is placed

 These are pre-orders. You can't go by TS12 in a store, but you can order it for when it's ready. Same Concept!

Set expectations – let customers know it will be mid-November when product will be delivered.

"Before Thanksgiving" usually works (and then you can deliver early!)

Be sure to thank every customer!



GIRL SCOUT'S PERSONALIZED **EXPERIENCE**

Design an Avatar







Girl Scouts of Northeast Texas | FG -



← Update Athena's Avatar

Build Your Avatar

Create an avatar that reflects your personality! Creating an avatar will let you earn virtual rewards as you complete the activities and let you into your avatar's room to see your rewards. Get started and earn your first reward!

Check out the uniform and official apparel options that are available in council stores or online at girlscoutshop.com.



To see all choices for your avatar, use the arrows in the avatar software below.

	Face	
	Skin Tone	
-		'
1	Eyes	•
4	Eye Color	•
4	Face / Masks	•
	Hair	
	Body	
	Clothing	
	Ciotning	

Add Your Avatar's Voice

O I do not want to record a voice (

Include your own personalized message by recording an audio file and uploading it to the web site. For help, including a sample script, consult the audio guide.



Preview how your avatar will sound on your own personalized Talking Avatar landing page!

UPDATE

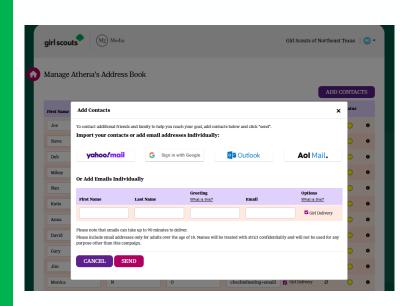
TOOLS TO RUN A BUSINESS

Send emails

Share My Site with social media and texting – *NEW toolkit this year!*

Printable business cards

Door hangers with QR codes







Printable Door Hangers

Just cut along the dotted lines and hang on the doorknob.

*For best results print on card stock paper and keep your browser font size at the





NEW! SHARE MY SITE TOOL KIT

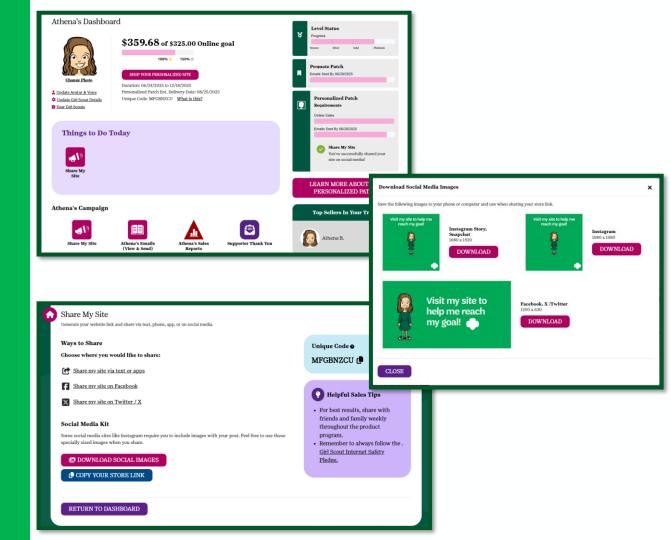
Many ways to Share

Download images for additional online marketing

Copy the storefront link to send

Share on Social Media

Text friends & family



PARTICIPANT'S DASHBOARD

Additional emails/social media/texts

Sales Tools

Send Thank You Emails

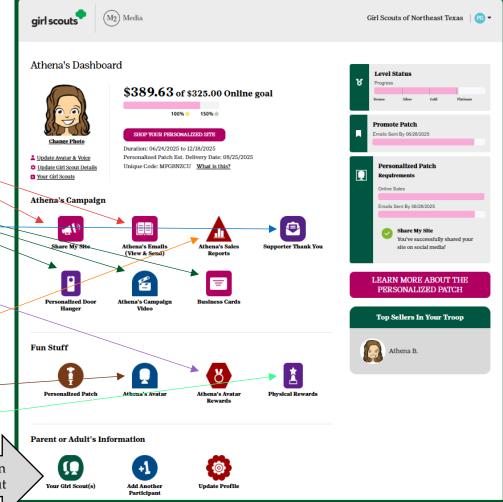
Girl Scout's avatar room with virtual rewards & troop photo

Manage nut card order entry & sales reports

Change your Avatar

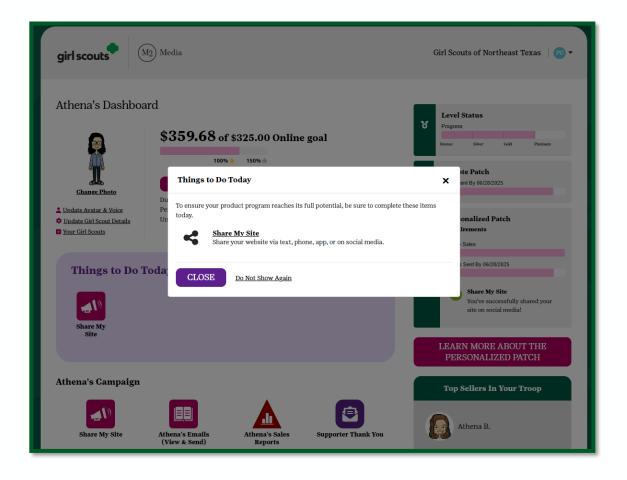
Select rewards

Update your information or add another Girl Scout

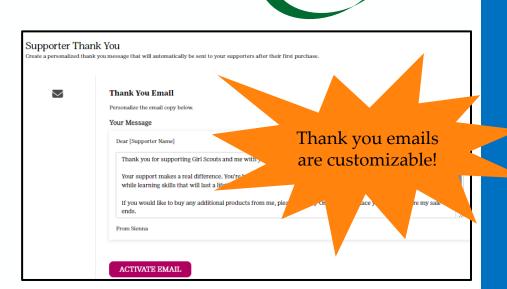


PARTICIPANT'S DASHBOARD (cont.)

Things to Do Today pop up & banner







Supporter Thank You

Sienna's Sales

Reports

(View & Send)

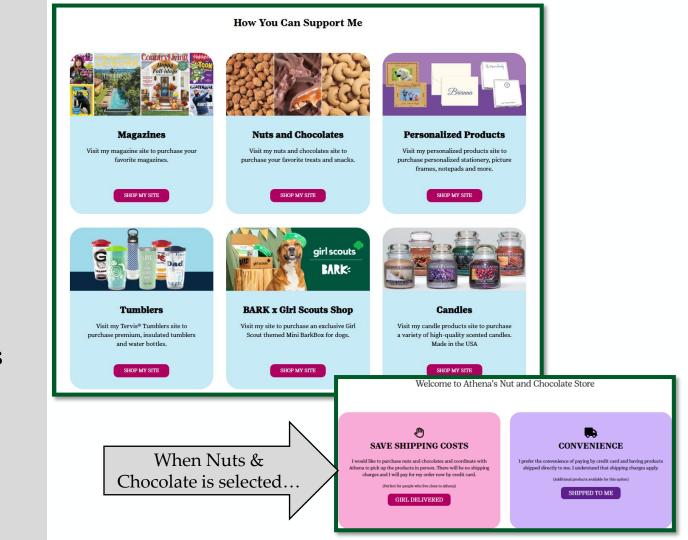
Manage Paper Orders

DON'T FORGET TO SAY THANKS!

ONLINE SHOPPING SITES

Supporters select their desired product line

Nuts & Chocolates have two options: Girl Delivered or Direct Ship



NEW! FOR CUSTOMERS AT CHECKOUT

Supporters can visit other storefronts after checking out online





View in Español

Thank you for helping Athena achieve the goal!

We've completed your order. Order #20825



Appear on Athena's store

Allow my first name and last initial to be used on Athena's top supporters listing. We will not display the purchase amounts.

We appreciate your help.

Thank you for your support. You will receive an email confirmation shortly.

If you purchased a magazine as a gift, you will receive instructions in your confirmation email telling you how to select a gift message to be sent to the recipient.

Athena completed her goal! Thank you!

Thank you for helping today's Girl Scouts make the world a better place.

Continue Your Support



SHOP MAGAZINES



SHOP NUTS & CHOCOLATES



SHOP PERSONALIZED PRODUCTS



SHOP TUMBLERS



SHOP BARKBOX PRODUCTS



SHOP CANDLES

Money Management

Real sales. Real money.

- We are dealing with real customers, real transactions and real money.
- Collect money @ each meeting someone dedicated off to the side to collect.
 - Count with someone else
 - Sign receipt immediately
- Parents have signed receipts accepting financial responsibility. We will hold you accountable for the monies owed because it belongs to the girls.
 - If Troop has bad debt from parent, keep track of contact points. Email is great for this.
 - TFPM is empowered. They can choose not to order the merchandise that remains unpaid, choose not to let someone with debt participate except for direct-ship, etc.
 - Financially responsible
 - Criminally responsible

If your troop is off by 5 tins of Mint Treasures, that's the equivalent of losing 60 items worth of proceeds.

Every item sold up front; funds collected at time of sale. **NEVER distribute product until paid.**



Receiving Products

Receipts, Receipts!

Sign off on it!

- Get a receipt **every time** money, product, or rewards changes hands.
- Separate by variety: 16 different items!
 - The Project Thank You items are delivered to Council.
- Count everything you receive before you sign off that you received it.
 - (For the Service Unit, it will be the delivery agent.)
- Only after it's counted and signed: Load it in your vehicle.



^{*}Receipts should all be duplicates. You should get a copy and your TFPM should keep a copy!

Delivering Products

Customer Service

- Pick up items from your TFPM as instructed
 - Around Nov 7-12 (or earlier)
- Make sure items are delivered in a timely manner.
 - Aim for before Nov 19 or before Thanksgiving at the latest!
 - Some customers may have ordered as early as Sept 9, which would be 2 months before delivery!
- Thank every customer for their support
- Consider including a note with their items.
- These customers might make excellent cookie customers, too!
 - Call them or save their emails for January!
 - Put a reminder for cookies on your thank you cards!



FALL PRODUCT PROGRAM CUSTOMER CARE

M2's Customer Care team is cross-trained to handle tech support, volunteer/participant and customer inquiries

Materials: Family Sheet, Silver Sage website, etc.

People: Troop Fall Product Manager, Service Unit Fall Product Manager, other Troop Leaders & parents



*All paper materials, and more, can be found at https://www.girlscouts-sco.org/en/members/for-girl-scouts/Entrepreneurship/Fall Product Program.html

Silver Sage Customer Care: 208-377-2011 or customercare@girlscouts-ssc.org

THANK YOU!

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

The girls will have an BEAR-y amazing season!

