



Dear Girl Scout Families,

It's a new and exciting year of Girl Scouting and the launch of our 2010 Fall Product Program gives troops the means to get prepared for a great year of opportunities. Girl Scouts will begin taking orders on delicious Trophy Nut varieties and QSP magazine subscriptions on October 1. We hope your girls are ready to participate! Girl Scouting provides a wide array of experiences and core values, and the Product Programs (Fall Product and the Cookies) are key parts of that enrichment. **Girls develop five essential skills: goal setting, decision making, money management, people skills, and business ethics** -- all while raising funds for activities and council programs.

You can best support your girl by helping her set a high goal and encouraging her to reach it. We invite you to use the information in this guide and resources at www.girlscoutsLA.org to assist your Girl Scout entrepreneur as she develops a successful business plan and achieves her goals.

Thank you for partnering with us so that together, we can build girls of courage, confidence, and character to make the world a better place!
Warmly,

Lise L. Luttgens
Chief Executive Officer



Introducing Savannah the Snow Leopard!

Savannah (who shares her name with the city where Girl Scouts was founded) will be sending weekly news via email with the latest information, tips, and updates on the Fall Product Program. Make sure to look out for messages from Savannah the Snow Leopard beginning early October.



Fall Product Lineup

Consumers love our Fall Products. Whether it's delectable butter-toffee peanuts or a bargain on their favorite magazine, Girl Scouts of Greater Los Angeles has great options at great prices for an even greater cause!

Go nuts for Girl Scouts!

Delight in delicious cashews, chocolate covered raisins, honey roasted peanuts, Cajun mix, and more, while supporting the premiere organization for girls. Trophy Nut's all natural, premium quality nuts and candies are always fresh, flavorful and delicious.

[Click here for the GSGLA 2010 Nut Variety Descriptions & Pricing!](#)



We've got magazines, too!

The QSP magazine subscription and renewal program has something for everyone! The company offers over 700 of the most popular magazines in America – all at great savings. The program offers popular titles for subscription or renewal and provides fundraising support to Girl Scouts in the community. QSP is so easy, even for those not participating in the Trophy Nut campaign!

\$20 in 20!

QSP's online magazine program is easy and fast! Just 20 minutes on the computer can return high proceeds!



Families Play an Important Role

Each year, the Fall Product Program helps girls explore their world, learn new skills, and have a lot of fun. Make it count with your Girl Scout this year as she gets in business for the future! Get her involved and give her all the benefits of this unique leadership program.

Be a part of the experience by helping her:

- Complete the Fall Product card, explaining her troop's goal
- Set appropriate personal goals
- Manage money
- Understand and follow the safety tips
- Practice her "sales pitch"
- Develop her marketing plan



The Fall Product Program is much more valuable than the funds it raises. Writing a check to the troop is not as beneficial as helping a girl participate. *There's no substitute* for giving your Girl Scout the exciting, enriching experience of the Girl Scout Product Programs.

The Girl Scout Cookie Program is a unique and valuable way for girls to:

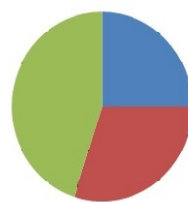
- Learn goal-setting
- Discover the value of teamwork
- Develop self-confidence
- Meet new friends
- Learn to make decisions
- Acquire marketing skills
- Strive for her full potential
- Practice money management
- Learn business ethics



How the Nut Cracks

The cost of the Trophy Nut varieties ranges from just \$5.00-\$8.00. Here's a breakdown of where the money goes:

- **25% goes directly to the troop!**
- **30% supports GSGLA programs**
- **45% covers the product cost**



■ TROOP
■ PROGRAMS
■ PRODUCT COST



Important Program Dates

NOW!	Talk to your Troop Leader about how you can participate!
October 1-15	Initial orders
October 29-31	Initial order deliveries
November 4	Cupboards open
November 5	Fall Product Boothing begins
November 21	Fall Product Season ends

Please check with your Troop Leader or Troop Fall Product Chair to obtain dates for when initial orders, initial order payments and reorder payments are due specifically for your troop.

Important Contacts

You can stay updated 24/7 with the latest regarding the GSGLA 2010 Fall Product Program by visiting the website at www.girlscoutsLA.org. Any questions? Contact your Troop Leader, Fall Product Troop Chair and/or Service Unit Fall Product Chair.

Product Sales Administrators:

Arcadia Service Center
Tamar Igoan
tigoan@girlscoutsLA.org

Lancaster Service Center
Cheri Holland
cholland@girlscoutsLA.org

Long Beach Service Center
Katie Eckardt
keckardt@girlscoutsLA.org

Montclair Service Center
Stephanie Sollow
ssollow@girlscoutsLA.org

Santa Clarita Service Center
Cheri Holland
cholland@girlscoutsLA.org

Santa Monica Service Center
Erlinda Frederick
efrederick@girlscoutsLA.org

Woodland Hills Service Center
Stephany Blevins
sblevins@girlscoutsLA.org