

Dear \_\_\_\_\_,



On **Friday, September 25, 2020** my Girl Scout Troop # \_\_\_\_\_ will begin participating in the **Girl Scouts of Greater Los Angeles Fall Product Program**. By participating in this program, with your encouragement and support, I will learn and practice five valuable skills that will help me now and in the future. Those 5 Skills are: Goal Setting, Decision-Making, Money Management, People Skills, and Business Ethics.

The information shown below will help you help me be successful at reaching my personal goal and help me work with the girls in my troop to reach our group goal. This year, my personal goal is to sell \_\_\_\_\_ units (see order card for details) and our troop goal is to sell \_\_\_\_\_ units. Our troop plans to use our proceeds from this sale to \_\_\_\_\_.

**Important Information About the Sale**

Our troop is selling nuts, candy and magazine subscriptions from Trophy Nut Company / M2 Media. Although my order card has a complete listing of all nut and candy varieties, including pricing, I also received information regarding a much greener, easier and safer way to participate in the nut and magazine programs - using the M2 Ordering System (M2OS). This online system will allow me to ask for nut and magazine orders from my friends and family by sending an email that includes links to both the online magazine catalog and an expanded selection of nut products.



Customers will have two ordering options for the nut/candy products – shipped directly to them by Trophy Nut Company or, for some items, I can deliver it to them, following all current social distancing and safety guidelines and using resources provided by GSGLA.

- Orders placed online for me to deliver will already be paid for by the customer, so I *do not* collect any payment when I deliver.
- If a customer orders from me, *not* through my online store, I *will* need to collect payment upon delivery.

**Plus**, If I send 12 or more valid emails before **October 16, 2020**, and sell at least \$275 in nuts and magazines, I'll earn a *personalized patch* featuring *my* avatar that I create in M2OS!

**On September 25**, please go to <http://www.girlscoutsla.org/fallproduct> and follow the instructions to help me get set up on the system. Selling online is SUPER EASY and no money is collected by me, no paperwork needs to be completed and my customer will receive their order MUCH faster than using the old-fashioned paper ordering system. **Plus, M2OS is mobile optimized, so we can set up my personalized storefront on a tablet or smartphone!**

Won't you please encourage and support me in reaching my goal?

Sincerely,

\_\_\_\_\_  
(Enter Girl Scout's name)

If you have additional questions you may contact my Troop Fall Product Program Chair: \_\_\_\_\_ at: \_\_\_\_\_ or by email at: \_\_\_\_\_.

**Important Dates for Families (some dates may vary by troop)**

- Fall Product Program begins (girls can start selling) ..... September 25, 2020
- Last day to send valid emails (12+) toward earning personalized patch**..... October 16, 2020
- Last day for order taking ..... October 25, 2020
- Last day to enter into M2OS my nut/ candy orders from my order card..... October 25, 2020, *by 9pm*
- Pick-up nut & candy orders from troop ..... November \_\_\_\_\_, 2020
- Turn in money to troop for order card orders by ..... November \_\_\_\_\_, 2020
- Walkabouts and "Lemonade Stands" permitted (residential areas only)** .... November 14 – 22, 2020
- Last day of the 2020 GSGLA Fall Product Program..... November 22, 2020
- Last day to turn in to troop all additional money due..... November \_\_\_\_\_, 2020

## IMPORTANT INFORMATION



**The Fall Product Program is based upon the Girl Scout Promise and Law. Therefore, I have to make sure that I am operating my business in an effective, correct, and productive manner. To help me do this, my Troop Fall Product Chair will guide me along the way, but here are some things we both need to know:**

The Fall Product Program runs from **September 25, 2020** through **November 22, 2020**; no form of selling can be conducted before or after these dates.

- There are fifteen varieties of nut and candy products; prices range from \$5.00 per can/box to \$10.00 per tin (my order card has the complete list and their prices). Plus, there is the Gift of Caring option, where a customer donates a virtual can of nut/candy product that Girl Scouts delivers to one of 3 partner organizations. In addition, my customers can order a wider variety of nut and candy products and magazine subscriptions from my online storefront - the price of each subscription varies.
- Whenever I'm selling nuts and candies in public, I need to be easily identified as a Girl Scout; therefore, I need to wear my Girl Scout uniform or a Girl Scout shirt. It would be appreciated, but is not required, if adults working with me are dressed in Girl Scout attire as well.
- We do not conduct public (booth) sales for nut products, so it will be important for me to be able to walk my neighborhood (residential areas only) supervised by an adult aged 18 or older so I can reach customers outside my immediate family. I can also have a "lemonade stand" on my property (only where I or a close relative reside, and if both my city and, if applicable, our apartment management and/or homeowner's association permits). I will follow all social distancing and safety guidelines while doing a walkabout or having a "lemonade stand."
- Yes! Credit cards can be used for Girl Scout nut and candy purchases, but the credit card reader must be connected/linked to our troop account. No payments can go to an individual or business account -- only to our troop checking account. My Troop Fall Product Chair has this information.
- The internet can be used for marketing Girl Scout nuts, but not for selling and accepting payment (except those I receive from the M2OS website). For example, Facebook can be used to get the word out to family and friends that I'm selling nuts, candies and magazine subscriptions to get a promise to buy. However, Amazon, Craigslist, Facebook Marketplace and/or PayPal (to name a few) cannot be used to sell and/or accept payments.
- While participating in GSGLA's Fall Product Program, I'm learning five essential skills that I can use every day -- goal setting, decision making, money management, people skills, and business ethics. I'm on my journey to success!!!!

**I could be penalized or have one of the following consequences enforced against me or my troop if we are not selling according to the rules and regulations:**

- Removal of my highest reward level
- Forfeiture of girl rewards
- Reduction or forfeiture of troop proceeds

**How can you help me have a successful fall product business?**

- If necessary, remind me of the above important facts.
- Help me do a walkabout in our neighborhood (if allowed or you are comfortable with me doing that) and/or let me talk with your boss about selling to your coworkers.
- Support my endeavors to reach my personal sales goal as well as my troop sales goal.
- Help my Troop Fall Product Chair when s/he needs adult assistance.
- If you have questions, please ask my Troop Fall Product Chair. This way, my nut, candy and magazine business will definitely be successful.
- I want to be a success, but I need your help!!!!
- It's my business; I have to sell the products, but you can be my trusted assistant!