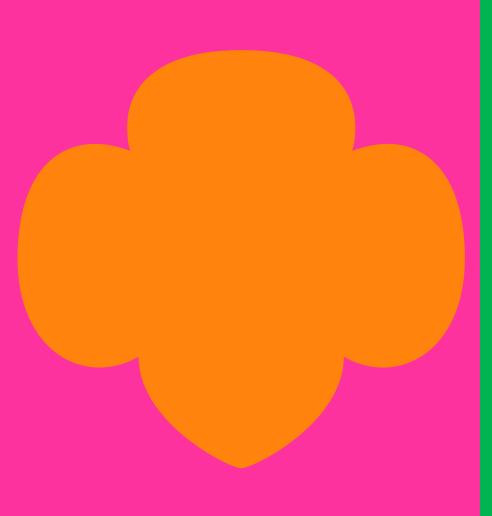
girl scouts greater los angeles

2024 Fall Product Program
Girl Scout & Family
Training





Program Overview

## **Theme and Mascot**



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## Why we do this

*Girls* learn real life skills that help them now and in the future.

*Troops* earn early start-up funds to cover registration costs and Fall and Winter activities.

Service Units may earn funds for operating expenses that support all their girls.



- 1. Goal Setting
- 2. Decision Making
- 3. Money Management
- 4. People Skills
- 5. Business Ethics

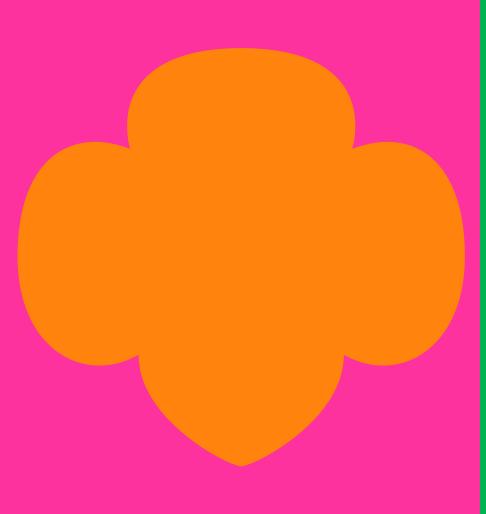
#### **How Girl Scouts Participate in the Fall Product Program**

- Nuts and candy in person via order card for delivery
- Residential Walkabouts and Lemonade Stands
- Online for girl delivery (order card products only).
- Online for shipment (up to 25 nut and candy products)
- Online magazine subscriptions
- Additional online only products
- Gift of Caring donation program

Can be as simple as sending emails / texts from a mobile device!

## **Key Dates**

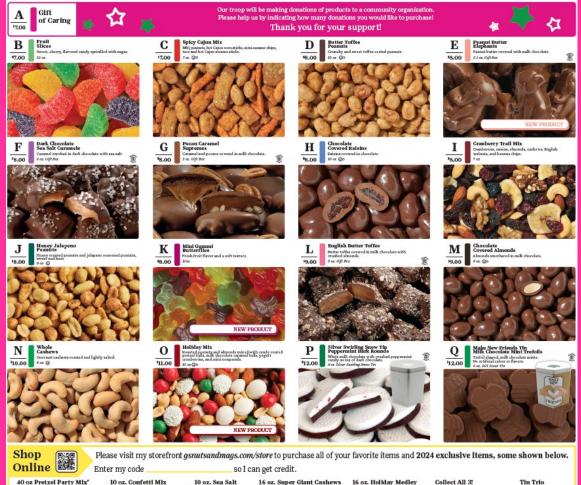
- **September 27, 2024** Fall Product Program begins
- October 18, 2024 Girl Scoutss send 18+ emails to qualify for online rewards (avatar and combo patches, online charm)
- October 27, 2024 Parents/caregivers enter or submit nut orders to troop
- October 30, 2024 Online order taking ends for girl delivered and shipped nuts
- November 15-17, 2024 Pick up nuts from troop
- **November 16-24, 2024** Girls may do walkabouts and lemonade stands to sell nut products
- **November 24, 2024** Fall Product Program ends
- **TBD by troop** Last day to turn in funds to troop, prior to end of November



# Products, Proceeds & Rewards

## **Trophy Nut Products**

- 16 products plus Gift of Caring on the order card
- Additional products available online only
- Five price points: \$7, \$8, \$9, \$10 and \$12













Tin Trio Shop on line to complete the fin trio, for the tin not available on order card.

Custom designed elements on each of the 2024 tins create a unique tin trio. Each tin sold separately.

'Pail design may vary

## Fruit Slices



## Spicy Cajun Mix



## Butter Toffee Peanuts



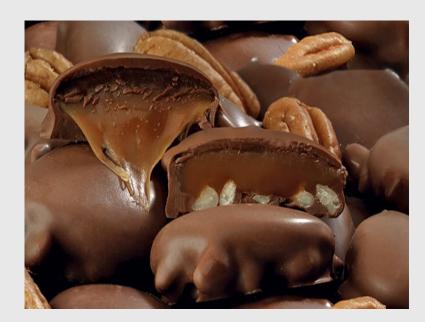
## Peanut Butter Elephants



## Dark Chocolate Sea Salt Caramels



## Pecan Caramel Supremes



## Chocolate Covered Raisins



## Cranberry Trail Mix



## Honey Jalapeno Peanuts



## English Butter Toffee



## Chocolate Covered Almonds

## Whole Cashews





## New Products!

Mini Gummi Butterflies







## Peppermint Bark Rounds Tin



## Milk Chocolate Mint Trefoils



## Gift of Caring (GOC)

- Customers make \$6 donations of nut and candy products
- GOC partners: Food Bank, Operation Gratitude, USO







## M2 Media - Magazines

- Hundreds of titles
- System is fully integrated so there is nothing for the troop or SU chair to do!



## **Tervis Tumblers**

- Online only
- Will appear as an additional storefront for customers



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## **BarkBox**

- 3 options
- Online only
- Will appear as an additional storefront for customers
- While supplies last



#### **Personalized Products**

- Back from the 2022 pilot
- High quality stationary, notepads, and photo frames
- Online only
- Will appear as an additional storefront for customers



## **New! Candles**

- Online only
- Will appear as an additional storefront for customers





## **Rewards = Proceeds + Recognitions**

#### Rewards

Nut, magazine, and online only items are unitized:

Any 1 nut item (including GOC) = 1 unit

Any 1 magazine = 2 units

Any 1 online item (except nuts and candy) = 2 units

#### **Troop Proceeds**

- 20-25% of retail price
- Highest proceeds in the country!
- Troop PGA reward

## Rewards - Customized Avatar Patches







Create their personalized avatar

Send 18+ valid emails by October 18

\$375 in combined product sales

Send 18+ valid emails by October 18

\$250 in combined product sales

295 packages sold in 2025 Cookie Program

## Rewards



Participation patch and rocker charms (10+ units)



**Small Elephant plush** (75+ Units)



**2024 Elephant patch** (25+ Units)



Embrace Possibility necklace (100+ Units)

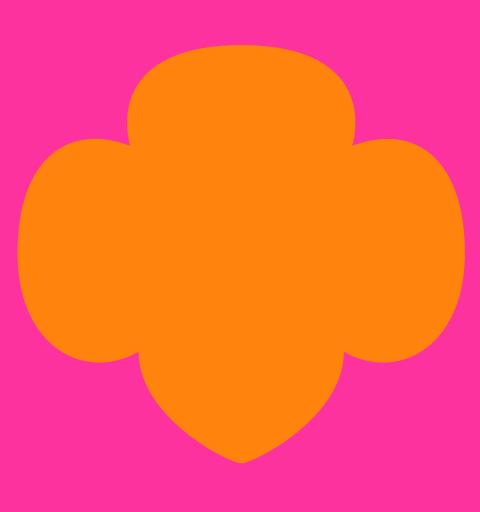
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Elephant charm (50+ Units)



**Speaker** (125+ Units) 2:



## Resources

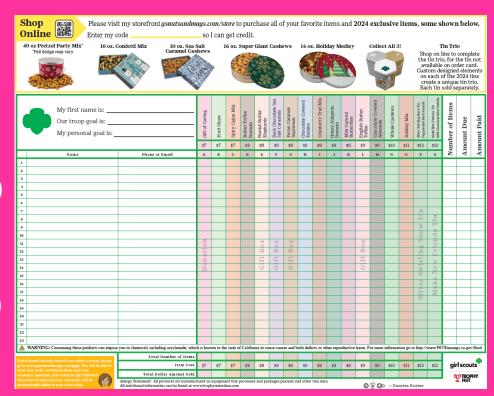
#### **Materials**

#### Each **Girl Scout** receives:

- Trophy nut order card
- Money envelope
- M2 online flyer
- Family letter
- Doorhangers and personalized business cards (available online only)

#### Each **troop** receives:

- Fall Product Program in a Nutshell resource guide
- *Troop Fall Product Guide* (new troops)
- Envelopes
- Receipts
- GOC receipts (available online)

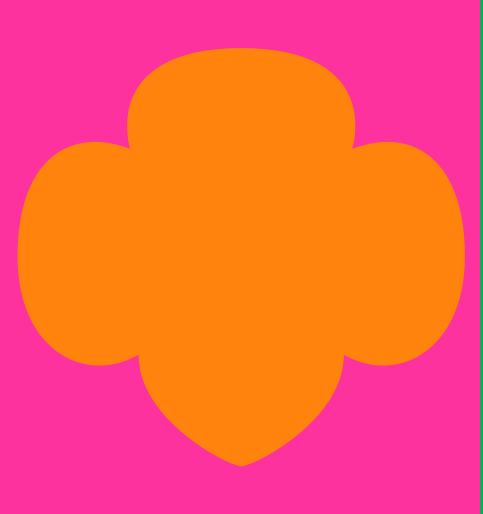


## Fall Product Home Page - www.girlscoutsla.org/fallproduct

Cookies+ / Resources for Girl Scouts / Fall Product Program

## Fall Product Program





M2OS

## Access M20S - www.gsnutsandmags.com/gsgla

#### Girl Scouts of Greater LA





New and returning users

VISIT ADMIN SITE

## Online Program

- Mobile optimized! Girl Scouts can do the whole online program from a mobile device.
- Girl Scouts build their personalized avatar.
- Girl Scouts send emails to family and friends to purchase nuts, magazines, and online only products from their online storefront. **One email for all products!**
- Girl Scouts may post their storefront link on private social media accounts.
- Customers select shipment or girl delivery and pay at the time of the order.
- GSGLA will import troops and registered Girl Scouts by Sept. 26.

# GIRL SCOUT'S PLATFORM SET-UP

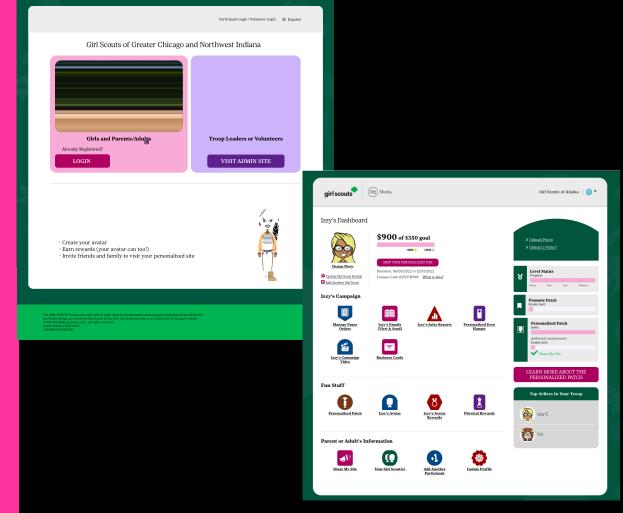
Preferred Email Address

Confirm Membership

Highlight Girl Scout Goals

Build an Avatar

Include Video



## GIRL SCOUT'S PERSONALIZED **EXPERIENCE**

Design an Avatar





Girl Scouts of Alaska | 000 -



🕜 Update Izzy's Avatar

#### **Build Your Avatar**

Create an avatar that reflects your personality! Creating a 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 new uniform and official apparel options that will be available in select councils stores and online at girlscoutshop.com.



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

	Face	
	Hair	
	Body	
	Clothing	
4	Тор	•
1	Bottom	•
1	Socks	-
1	Shoes	-
4	Accessories	-

#### Add Your Avatar's 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

Unfortunately, your browser does not support our "Record Now" feature. Currently, live audio recording is supported by the Firefox and Google Chrome browsers. To provide audio for your Avatar, you will need to upload an audio file. iOS users can select "Take Photo or Video" when uploading a file to use their video camera to record an audio message.

UPLOAD AN AUDIO FILE

I do not want to record a voice

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



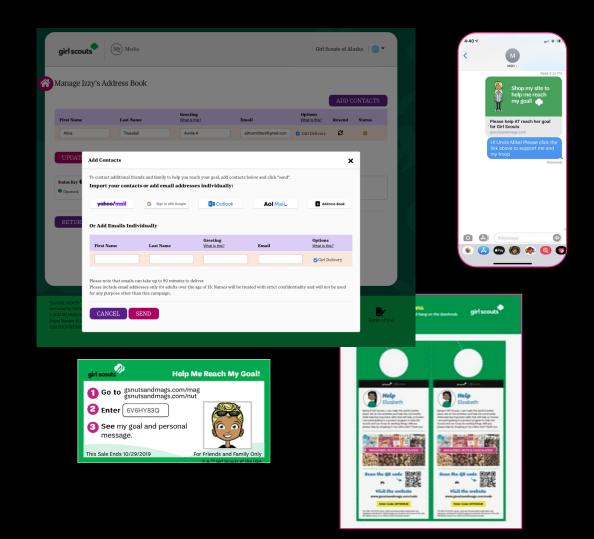
## TOOLS TO RUN A BUSINESS

Send emails

Share My Site with social media and texting

Printable business cards

Door hangers with QR codes



## PARTICIPANT'S DASHBOARD

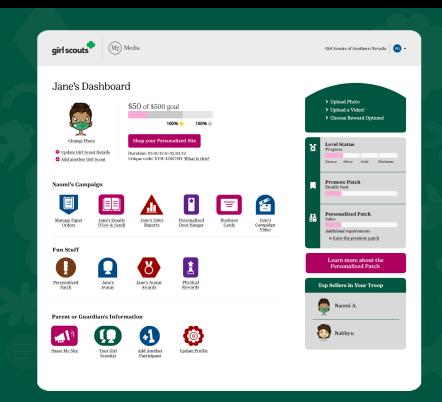
Additional emails/social media/texts

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

Manage nut card order entry

Select rewards

Sales reports



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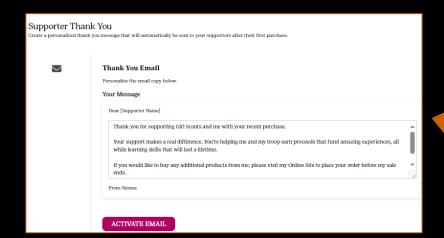
## Say Thanks!

# Sienna's Dashboard \$1,914.85 of \$350.00 goal | 1000 ★ 1500 ★ 1

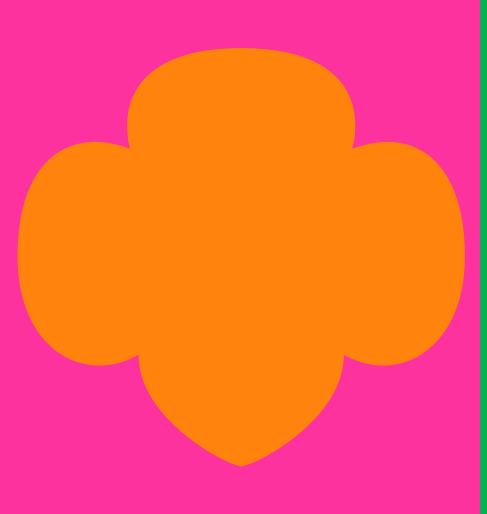
#### Supporter Thank You

Create a personalized thank you message that will automatically be sent to your supporters after their first purchase.

GET STARTED







## **Nut Orders**

#### **Planning your Nut Order**

- Enter nut/candy order card quantities by girl in M2OS by October 27, 11:59 p.m.
- **Do not enter orders that have already been entered online!** Only enter order card orders.
- Orders for delivery = order card orders + online for girl delivery orders.
- You may order extras if your Girl Scout plans to do neighborhood walkabouts or lemonade stands.

#### **Trophy Nut Order Pick-up**

- November 15-17. Dates/times vary—your troop Fall Product Chair will give you specifics.
- Be on time!
- Count, count, & recount. Get a receipt to confirm your delivery.
- Take orders straight home.
- Store product properly. <u>Melted chocolate is **not** considered damaged and will not be replaced.</u>
- Girl Scouts should plan to deliver product to customers shortly after receiving it.

## Receipts

- Receive a receipt for everything!
  - Product received
  - Money turned in
- Parent/caregiver and TFPC both sign receipts
- Parent/caregiver receives the yellow copy

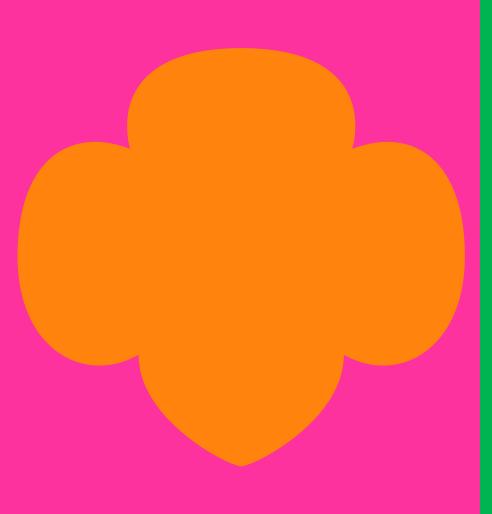
Parent/Leader:SU #:		Participant Name:		
Qty	Product	Qty	Product	
	Gift of Caring \$7		Honey Jalapeno Peanuts \$8	
	Fruit Slices \$7		Mini Gummi Butterflies \$8	
	Spicy Cajun Mix \$7		English Butter Toffee \$9	
	Butter Toffee Peanuts \$8		Chocolate Covered Almonds \$9	
	Peanut Butter Elephants \$8		Whole Cashews \$10	
	Dark Chocolate Sea Salt Caramels \$8		Holiday Mix \$11	
	Pecan Caramel Supremes \$8		Silver Swirling Snow Tin with Peppermint Bark Rounds \$12	
	Chocolate Covered Raisins \$8		Make New Friends Tin with Milk Chocolate Mint Trefoils \$12	
	Cranberry Trail Mix \$8			
otal \$ Produ	of Units: Total Amount Paid: Cash: cts received and payment responsib	Che	eck: ecepted by:	
	red By (Signature):			
Receiv	red From (Signature):		Date:	

#### Returns, Exchanges, and Transfers

- No returns—families are financially responsible for all product received.
- · Replace damaged product at a service center.
  - Melted chocolate is not considered damaged.
- No exchanges at council offices; troops and Girl Scouts may transfer amongst themselves and record in M2OS
- The troop providing the product to another troop enters it in M2OS.

#### Selling Guidelines

- Girls may do residential walkabouts (door-to-door sales) and lemonade stands (a booth at a private residence where the girl or someone she knows resides, with permission) Nov. 16-24, following safety guidelines.
- No booths on commercial or non-residential property.
- No walkabouts in commercial or public areas.



## Money Handling

#### **Money Handling**

- Payment for in-person orders is collected only when product is delivered. GOC payments may be collected at time of order.
- Troops may use their credit card reader for residential walkabouts and lemonade stands. Troops are responsible for any credit card fees and may not charge fees to the customer.
- Parents/caregivers may use Venmo/Paypal/Zelle, etc. to pay troops. Customers may not use these apps to pay for products.
- Families are responsible for all product received. Troops may limit the amount of product distributed to a family until a payment history is established.

## **Accepting Payments**

	Cash/ Check	Credit card with a troop credit card reader	Venmo/ Paypal/ Zelle, etc.	Cheddar Up
Ways for customers to pay a girl for product	Yes	Yes	No	Yes
Ways for parents to pay a troop	Yes	Yes	Yes	Yes

Thank you for attending this training with us. We hope you have a great Fall Product season!