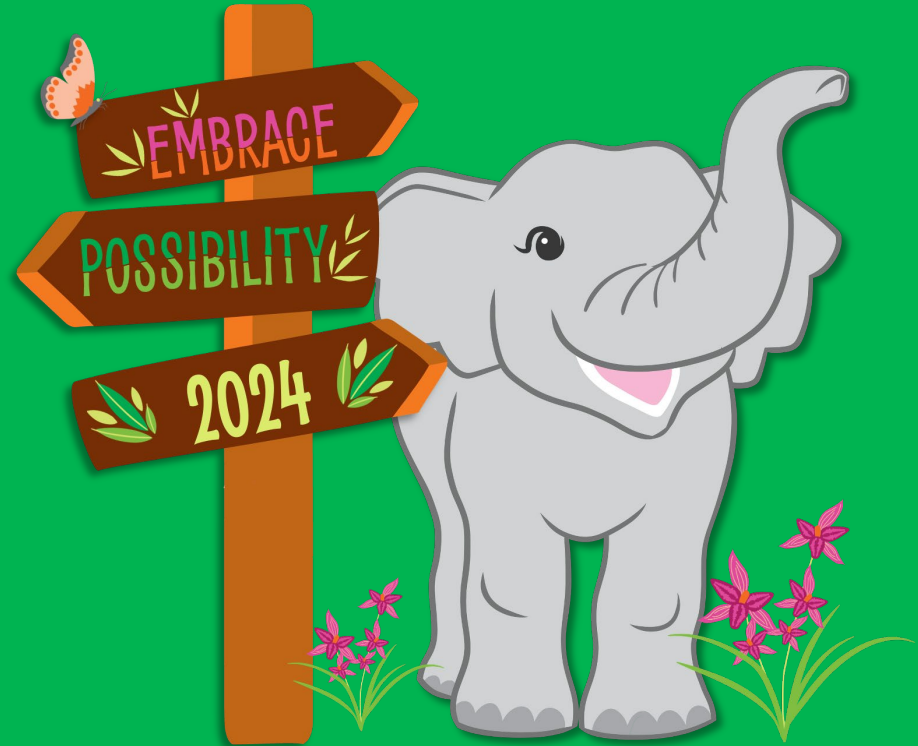




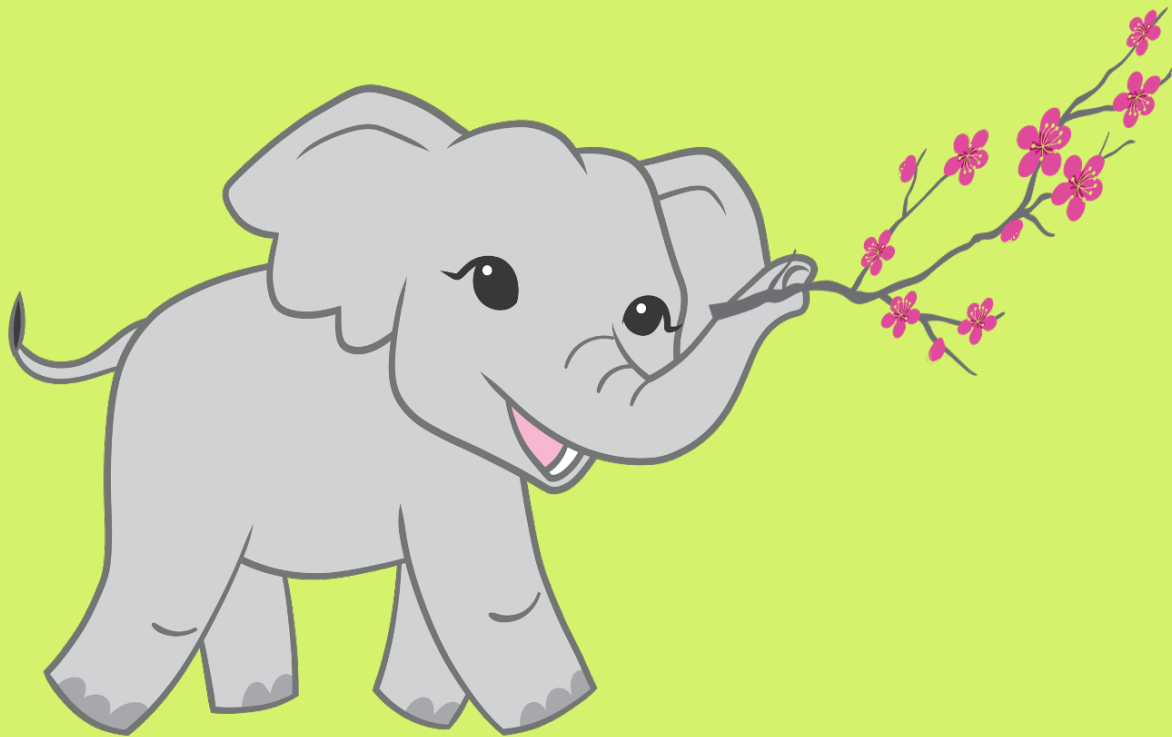
# 2024 Fall Product Program Troop Fall Chair Training





# Program Overview

## Theme and Mascot



EMBRACE POSSIBILITY

# Why we do this

***Girl Scouts*** 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 troops.



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!***

## What's New for 2024

- New products
- New online-only items
- New pricing
- Online order taking stays open longer
- New verbiage on receipts

## Additional Money-Earning: Participation Requirements

Troops and girls must participate in both council-sponsored product programs to be eligible to do additional money-earning projects. Participation is demonstrated by the girls learning or enhancing the 5 Skills, and contribution towards the support of program activities for Girl Scouts throughout the Greater Los Angeles council.

**Participation is defined by 50% of the registered girls in the troop earning both the Participation Patch and meeting or exceeding the emails-sent reward requirement for each council-sponsored product program (emails must be sent through the applicable vendor software to qualify).**

The 2024 Fall Product Program and 2025 Cookie Program participation patch requirements are defined as:

Fall Product Program = 10 units per girl (nuts/candy product = 1 unit each; magazine order = 2 units each) and 18 emails sent through M2OS.

Cookie Program = 24 packages of cookies per girl and 18 emails sent through Digital Cookie.

## Additional Money-Earning: Gold Award Girls

Additional money-earning refers to earning money over and above what a girl can earn by participating in both council-sponsored product programs.

A Senior/Ambassador Girl Scout earning her Gold Award must participate in both council-sponsored product programs in order to do any **additional** money-earning projects needed to support her Gold Award project.

- Earn the participation patch, **and**
- Send 18 emails through our vendor platforms in each program

**NOTE:** Troop participation to support girls working on Gold Award projects with money earning components is encouraged; however, it is not required that 50% of the registered girls reach the participation level defined above.



# September

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
					ACH Debit, TFPC Position Description and voided check due	
15	16	17	18	19	20	21
				TFPCs receive access to M2OS		
22	23	24	25	26	27	28
					Order taking begins	
29	30					



# October

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
					Girls send 18+ emails to qualify for online rewards (avatar and combo patches, online charm)	
20	21	22	23	24	25	26
27	28	29	30	31		
Order taking ends; orders due to troops or entered online by parents by 11:59pm	TFPC to review and enter nut orders by 11:59pm		Online ordering ends at 11:59pm			

# November

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
					Trophy Nut Delivery (varies by SU)	Trophy Nut Delivery (varies by SU)
17	18	19	20	21	22	23
Trophy Nut Delivery (varies by SU)				Thanksgiving		
24	25	26	27	28	29	30
Fall Product Program ends	Troops enter allocations, troop transfers and GOC by 11:59pm  Debit Adjustment Requests and Parent Discrepancy reports due					

# December

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
					ACH Debit on troop bank accounts	
8	9	10	11	12	13	14
		ACH Credit on troop bank accounts				
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				





# 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

Our troop is making donations to a community organization. Please help us by indicating how many donations you would like to purchase! Thank you for your support!

A Gift of Caring \$7.00		B Fruit Slices \$7.00		C Spicy Cajun Mix \$7.00		D Butter Toffee Peanuts \$8.00		E Peanut Butter Flapjacks \$8.00	
Sweet, chewy, flavored candy sprinkled with sugar. 30 oz.									
								NEW PRODUCT	
F Dark Chocolate Sea Salt Caramels \$8.00		G Pecan Caramel Supremes \$8.00		H Chocolate Covered Raisins \$8.00		I Cranberry Trail Mix \$8.00			
Caramel sprinkled in dark chocolate with sea salt. 8 oz. Gift Size		Caramel and pecans covered in milk chocolate. 8 oz. Gift Size		Raisins covered in chocolate. 30 oz. Gift Size		Cranberries, raisins, almonds, cashews, English walnuts, and banana chips. 7 oz.			
J Honey Jalapeno Butterflies \$8.00		K Mini Gummy Butterflies \$8.00		L English Butter Toffee \$9.00		M Chocolate Covered Almonds \$9.00			
Honey coated peanuts and jalapeno seasoned peanuts. Sweet and spicy. 8 oz. Gift Size		Fresh fruit flavor and a soft texture. 2oz.		Butter toffee covered in milk chocolate with crushed almonds. 8 oz. Gift Size		Almonds encased in milk chocolate. 8 oz. Gift Size			
N Whole Cashews \$10.00		O Holiday Mix \$11.00		P Silver Swirling Snow Tin \$12.00		Q Make New Friends Tin \$12.00			
Gourmet cashews roasted and lightly salted. 8 oz. Gift Size		Roasted pecans and almonds mixed with candy coated pretzels, milk chocolate caramel lumps, yogurt or cranberries, and mini marshmallows. 16 oz. Gift Size		Milk chocolate with crushed peppermint candy on top of dark chocolate. 8 oz. Silver Swirling Snow Tin		Treats shaped like milk chocolate mittens. No artificial colors or flavors. 8 oz. Gift Size Tin			

**Shop Online**

Please visit my storefront [gsntrutsandmags.com/store](https://gsntrutsandmags.com/store) to purchase all of your favorite items and 2024 exclusive items, some shown below. Enter my code \_\_\_\_\_ so I can get credit.

40 oz. Pretzel Party Mix\*  
\*Pail design may vary

10 oz. Confetti Mix

10 oz. Sea Salt Caramel Cashews

16 oz. Super Giant Cashews

16 oz. Holiday Medley

Collect All 3!

Tin Trio  
Shop on line to complete the tin 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.



# 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



## Holiday Mix



# Peppermint Bark Rounds Tin



# Milk Chocolate Mint Trefoils



# Gift of Caring (GOC)

- Customers make \$7 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



# 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 other online only items are unitized:

**Any 1 nut item (including GOC) = 1 unit**

**Any 1 magazine = 2 units**

**Any 1 online item = 2 units**

## Troop Proceeds

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

# Service Unit Reward

Criteria:

1. 55% participation of girls registered as of 10/1/23 AND
2. PGA of 45+

PGA SU	SU earns/unit
45.0 – 49.9	\$.05
50.0 – 54.9	\$.075
55+	\$.10

Earnings are on all sales in the SU.

# Rewards – Customized Avatar Patches



# Rewards



**Participation patch and  
rocker charms**  
(10+ units)



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



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



**Embrace Possibility necklace**  
100+ Units)



**Elephant charm**  
(50+ Units)



**Bluetooth Tower  
Speaker**  
(125+ Units)





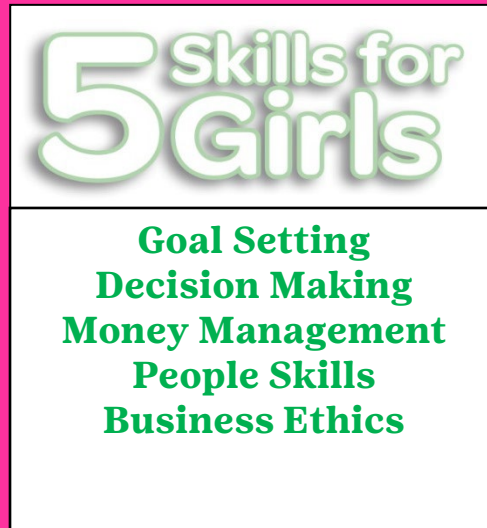
# Training Girls & Parents

## Pre-Planning Checklist

- ✓ New troops open a bank account.
- ✓ Submit *ACH Debit Authorization* and *Troop Fall Product Chair Position & Agreement* forms at [www.girlscoutsla.org](http://www.girlscoutsla.org).
- ✓ TFPC must be a registered member and background checked
- ✓ Self-identify as the TFPC in MyGS.
- ✓ Girl Scouts must turn in signed *Parent/Guardian Permission & Responsibility Agreement*.
- ✓ Train girls and parents.
- ✓ Review Safety Activity Checkpoints.

# Girl Scout & Parent Training Agenda

- Inspire! Encourage! Motivate!
- Explain why to participate in the Fall Product Program:
  - Generate start-up funds for the year
  - Girl Scouts learn 5 Skills for Girls
  - Proceeds benefit all Girl Scouts in GSGLA
- Set troop and individual goals
- Share dates and deadlines
- Review money handling



A recorded training will be available on the GSGLA website

## 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)

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# Fall Product Home Page – [www.girlscoutsla.org/fallproduct](http://www.girlscoutsla.org/fallproduct)



SHOP

DONATE

MY  
GS



Select Language ▼

Discover ▼

Get Involved ▼

Support Us ▼

Cookies+ ▼

Members ▼

[Cookies+](#) / [Resources for Girl Scouts](#) / **Fall Product Program**

## Fall Product Program



M2OS

**Access M2OS** – [www.gsnutsandmags.com/gsgla](http://www.gsnutsandmags.com/gsgla)

## Girl Scouts of Greater LA



### Girls and Parents/Adults

Already Registered?

**LOGIN**

New User?

**CREATE AN ACCOUNT**



### Troop Leaders or Volunteers

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!**
- 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

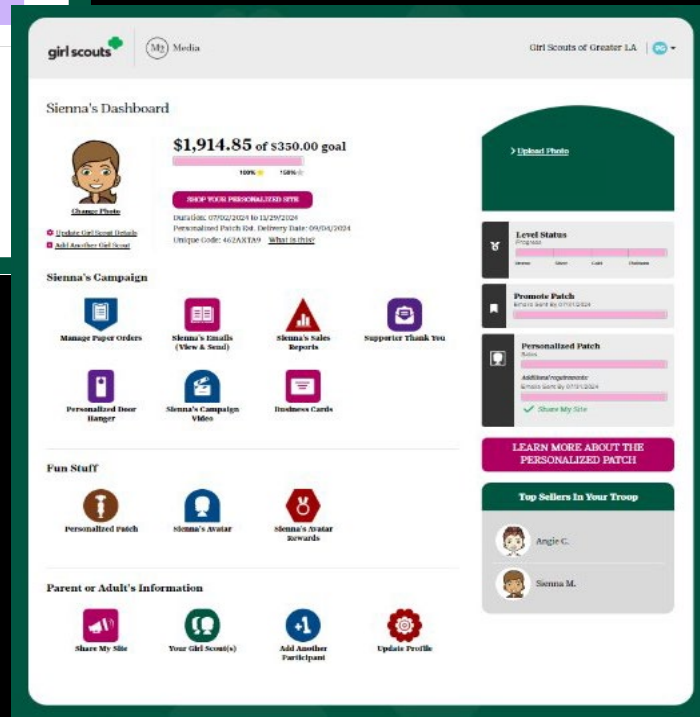
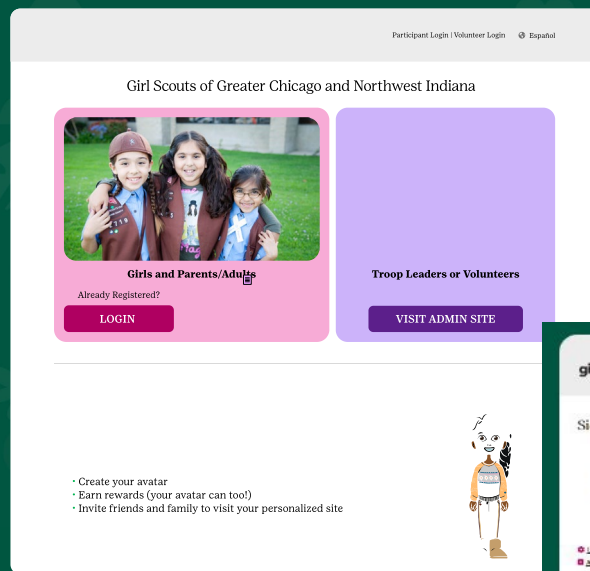
Preferred Email  
Address

Confirm Membership

Highlight Girl Scout  
Goals

Build an Avatar

Include Video



# GIRL SCOUT'S PERSONALIZED EXPERIENCE

## Design an Avatar

girl scouts

M2 Media


Girl Scouts of Alaska

Update Izzy'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 new uniform and official apparel options that will be available in select councils stores and online at [girlscoutshop.com](https://girlscoutshop.com).



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

Face		
Hair		
Body		
Clothing		
◀	Top	▶
◀	Bottom	▶
◀	Socks	▶
◀	Shoes	▶
◀	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 guide](#).

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!

PREVIEW

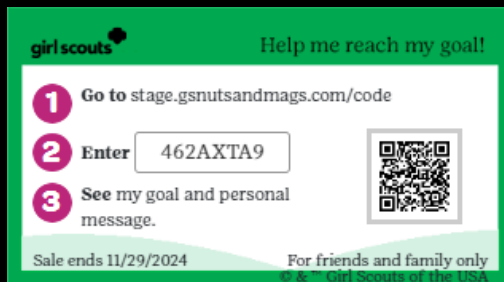
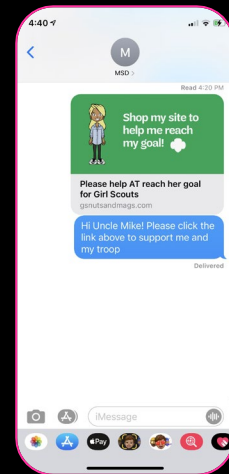
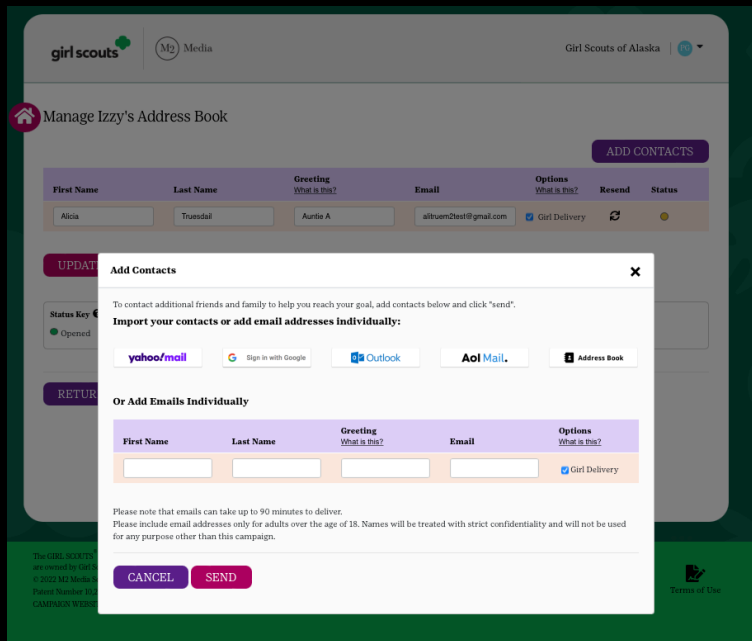
# TOOLS TO RUN A BUSINESS

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

The screenshot shows the 'Sienna's Dashboard' for a Girl Scout participant. At the top, the 'girl scouts' logo and 'M2 Media' are visible, along with the location 'Girl Scouts of Greater LA' and a 'PG' rating. The dashboard is divided into several sections:

- Sienna's Dashboard:** Features a profile picture of Sienna, a goal progress bar for '\$1,914.85 of \$350.00 goal' (100% complete), and a 'SHOP YOUR PERSONALIZED SITE' button. Below this, it shows the duration '07/02/2024 to 11/29/2024', the personalized patch estimate 'Personalized Patch Est. Delivery Date: 09/04/2024', and the unique code '462AXTA9' with a 'What is this?' link.
- Sienna's Campaign:** A grid of icons for various actions: 'Manage Paper Orders', 'Sienna's Emails (View & Send)', 'Sienna's Sales Reports', 'Supporter Thank You', 'Personalized Door Hanger', 'Sienna's Campaign Video', and 'Business Cards'.
- Fun Stuff:** A grid of icons for 'Personalized Patch', 'Sienna's Avatar', and 'Sienna's Avatar Rewards'.
- Parent or Adult's Information:** A grid of icons for 'Share My Site', 'Your Girl Scout(s)', 'Add Another Participant', and 'Update Profile'.
- Level Status:** A progress bar showing 'Bronze', 'Silver', 'Gold', and 'Platinum' levels.
- Promote Patch:** A section for 'Promote Patch' with a progress bar and the text 'Emails Sent By 07/31/2024'.
- Personalized Patch:** A section for 'Personalized Patch' with a progress bar and the text 'Additional requirements: Emails Sent By 07/31/2024'.
- Learn More About The Personalized Patch:** A button to learn more about the personalized patch.
- Top Sellers In Your Troop:** A list of top sellers, including 'Angie C.' and 'Sienna M.'.

# Say Thanks!

### Sienna's Dashboard



[Change Photo](#)

[Update Girl Scout Details](#)

[Add Another Girl Scout](#)


**\$1,914.85** of \$350.00 goal


100% ★ 150% ⚡


[SHOP YOUR PERSONALIZED SITE](#)


Duration: 07/02/2024 to 11/29/2024  
Personalized Patch Est. Delivery Date: 09/04/2024  
Unique Code: 462AXTA9 [What is this?](#)

#### Sienna's Campaign

  
Manage Paper Orders

  
Sienna's Emails  
(View & Send)

  
Sienna's Sales  
Reports

  
Supporter Thank You


### Supporter Thank You

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

[GET STARTED](#)

### Supporter Thank You

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



#### Thank You Email

Personalize the email copy below.

#### Your Message

Dear [Supporter Name]

Thank you for supporting Girl Scouts and me with your recent purchase.

Your support makes a real difference. You're helping me and my troop earn proceeds that fund amazing experiences, all while learning skills that will last a lifetime.

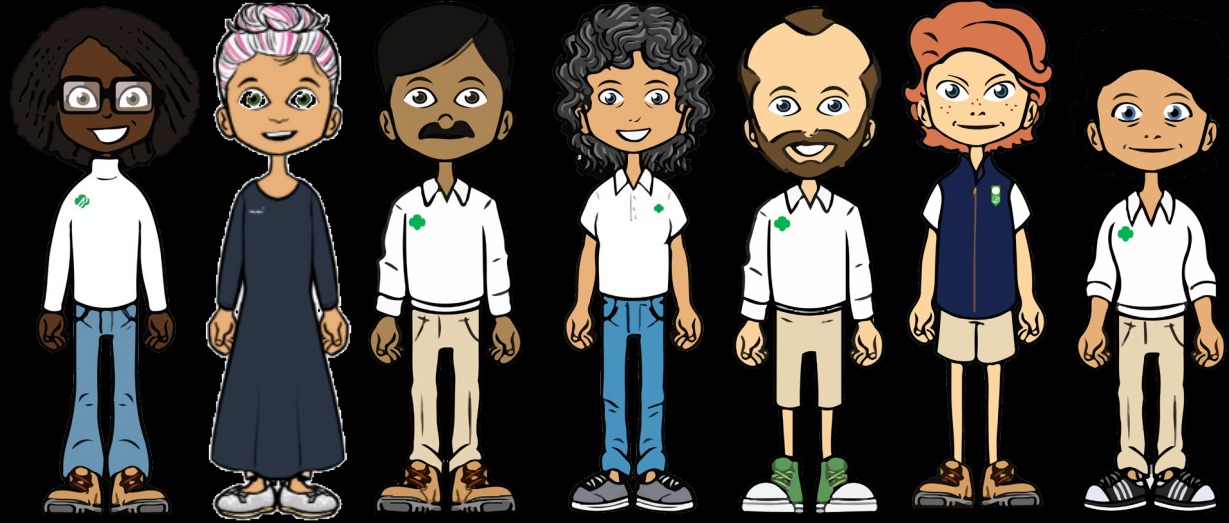
If you would like to buy any additional products from me, please visit my Online Site to place your order before my sale ends.

From Sienna

[ACTIVATE EMAIL](#)



# VOLUNTEER EXPERIENCE





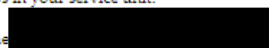
## Announcement

To manage the product program this year, please set up your account now. Your username will be the email address shown below. Use that information when you [create your password](#).

Once you log in, create your avatar and visit the "Parent and Adult Email Campaign" section. Check or enter the email addresses for the Girl Scouts/parents in your troop so they will receive an email with instructions on how to participate.

You will also be able to communicate with troop leaders and access reports and other information for the Girl Scouts in your troop and all of the troops in your service unit.

Username



Once you have created your password, you can [access the site using this link](#) or go to [\[redacted\]@gsnatsandmags.com/admin](#).

The program will run from 07/02/2024 to 11/29/2024. Please encourage all Girl Scouts to participate. It's fun and also a great learning experience. If you have any questions, [contact us online](#) or call 1-800-372-8520. Thank you for all that you do for Girl Scouts.

Thank you,  
Girl Scouts of Greater LA



# TROOP VOLUNTEER ACCESS

Email invitation to login

Troop training video

Queue Parent/Adult Email  
Campaign



Volunteer avatar

# PARENT/ADULT EMAIL CAMPAIGN


Email addresses  
uploaded by council

Edit or enter missing  
parent/adult emails


Email with instructions  
on how to participate

Girl Scouts of Alaska  
2022 Online Nuts, Nut Promise, Paper Nuts and Online Magazines

 TP










Show Quick Dashboard Links ▾

 **Parent and Adult Email Campaign**  
Please add parent/adult email addresses in order for them to receive a link and instructions on how to participate.


Troop:


VIEW EMAIL


ADD CONTACTS


First Name	Last Name	Email	Send in Spanish	Resend	Status	Delete
<input type="text" value="Alicia"/>	<input type="text" value="Truesdail"/>	<input type="text" value="altruem2test+stagegirl@gr"/>	<input type="checkbox"/>			
<input type="text" value="Jennie"/>	<input type="text" value="Sorrell"/>	<input type="text" value="jsorrell@m2mediagroup.cc"/>	<input type="checkbox"/>			
<input type="text" value="Cat"/>	<input type="text" value="Arnold"/>	<input type="text" value="camold@m2mediagroup.o"/>	<input type="checkbox"/>			


UPDATE


 Opened

 Didn't open

 Sent

 Delivered

 Bounced

 Queued for sending

Status Key

RETURN TO DASHBOARD



# TROOP DASHBOARD


Messaging

Manage nut card order entry

Select rewards

Sales reports

Banking and payments


 M2 Media

Girl Scouts of Alaska

2022 Online Nuts, Nut Promise, Paper Nuts and Online Magazines

TP

Girl Scouts of Alaska



Alicia True

Edit Avatar

Your Patch

View Troop Photo

Change Role

3 Campaigns Launched

Last Year: 0

3 Avatars created

Last Year: 0

23 Emails Sent

Last Year: 0

3 Participants with 1+ Shares

Last Year: 0

Stats: Current Campaign

Troop: 897

Magazines


Direct Ship Nuts

Online Nut Girl Delivered

Online Nut

Girl Delivered

Nut Card



\$1,355.00	\$53.00	\$0.00	\$0.00
Total Sales	Online Magazines	Direct Ship Nuts	Online Nut Girl Delivered
0.00	N/A	N/A	N/A
Last Year	Last Year	Last Year	Last Year

\$1,302.00

Nut Card

N/A

Last Year

Sales data is updated every 15-30 minutes.

HIDE CAMPAIGN METRICS

Campaign Setup

Parent/Adult Email Campaign

Default Storefront Video

Training Video

Video Instructions

Manage System Users

Send messages

Manage Troops and Girl Scouts

Manage Admin Users

Financials and Reporting

Banking and Payments

Reports

Troop Summary/Amount Due Report

Product Management

Paper Order Entry

Manage Extra Products

Rewards and Patches

Reward Opt-Out

Rewards

Personalized Patches

# TROOPS REWARDS

- Create avatar
- Sell \$2,750+ in total  
Fall sales





# Nut Orders

# Planning Your Nut Order

- Enter nut/candy order card quantities by girl in M2OS by October 28, 11:59 p.m.
- Online orders for girl delivered and shipment will be open until October 30.
- **Do not enter orders that have already been entered online!**
- Orders for delivery = order card orders + online for girl delivery orders.
- Orders do not have to be in whole cases, but you might want to round up if you need more of any one product.
- Enter additional product as “Extra Troop Product,” then assign to Girl Scouts as they sell the product.

## Trophy Nut Order Pick-up

- November 15-17. Dates/times vary—your SUFPC will give you specifics.
- Be on time!
- Follow all safety guidelines from your SUFPC.
- Count, count, & recount. Get a receipt to confirm your delivery.
- Take orders straight home. Store product properly. Melted chocolate is **not** considered damaged.
- Distribute product to Girl Scouts in your troop.
- Have parents/caregivers sign receipts for what they pick up.

# Receipts

- Receipt everything! Tip: number receipts to keep track of them.
  - Product given to Girl Scouts
  - Money received from Girl Scouts
- Parent and TFPC both sign receipts
- New verbiage to accept financial responsibility
- Give parent the yellow copy and retain white for troop records.
  - Make sure the yellow copy is legible!

## Fall Product Program Receipt

Thank you for supporting the Girl Scouts of Greater Los Angeles!

Parent/Leader: \_\_\_\_\_ Date: \_\_\_\_\_

Troop #: \_\_\_\_\_ 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		

Total # of Units: \_\_\_\_\_ Total Amount Due: \_\_\_\_\_ Due By: \_\_\_\_\_

Total \$ Paid: \_\_\_\_\_ Cash: \_\_\_\_\_ Check: \_\_\_\_\_

Products received and payment responsibility accepted by:

Received By (Signature): \_\_\_\_\_ Date: \_\_\_\_\_

Received From (Signature): \_\_\_\_\_ Date: \_\_\_\_\_



# Returns, Exchanges, and Transfers

- No returns—troops are financially responsible for all product received.
- Replace damaged product at a service/community center.
  - Melted chocolate is not considered damaged.
- No exchanges at service/community centers; troops may transfer amongst themselves and record in M2OS
- The troop providing the product to another troop enters it in M2OS.
- SU can facilitate troop-to-troop transfers.
- Transfers to troops outside of the service unit must be recorded by the SUFPC in M2OS

# Selling Guidelines

- Girls may do residential walkabouts and lemonade stands Nov. 16-24.
- 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 credit card fees.
- Parents may use Venmo/Paypal/Zelle, etc. to pay troops. Customers **may not** use these apps to pay for products.
- Receipt every transaction of money received from parents.
- Record girl payments in M2OS.
- Troops may limit the amount of product distributed to a family.

# Accepting Payments

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