

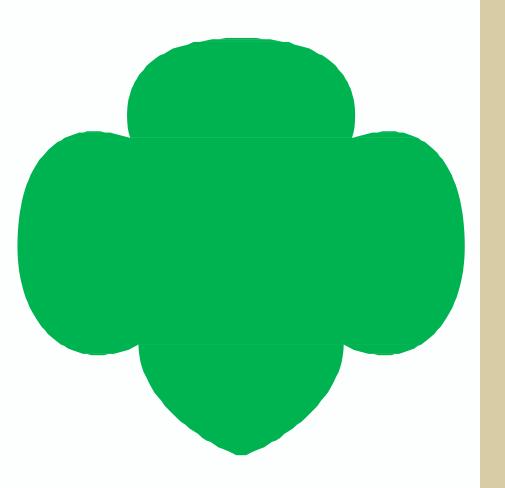




# 2023 FALL PRODUCT PROGRAM TRAINING

Troops earned a total of \$123,244 last fall through our council's program to benefit Girl Scouts

Each Girl Scout sold an average \$363 which went directly toward troop Program funding



## The Fall Program

- The GSLE The Why
- The Mascot
- The Theme
- Troop Info Packets
- Nut & Candy Line-Up for 2023
- Troop Proceeds
- Girl Rewards Patches
- Care to Share
- Important Dates



### Reminder!

Troops cannot do any additional money earning activities between September 22 and November 19. Unless they are doing activities that assist in financial literacy or cookie badge programs.

Also, to request to do outside money earning activities
Troops must have participated in the 2023
Cookie Program and the current Fall Program.

### **Dates to Remember - Things to Do!**

Now - Set Your Service Units Goals

**September 1 – 24** – SU – In Person Troop Trainings

**September 10** – Council 1st Upload of Troops and Girls

**September 12** – SU Fall Coordinator Training – Zoom

**September 16 & 17** – Fall Rally – GIRLS GETNUTTY!

**September 19** – Troop Fall Coordinator Training Date

**September 19** – Login for all adult Volunteers is live

- Check that all your Troop are in the system
- Contact info@girlscoutsccc.org if there are some missing

**September 22 – Fall Sale Begins – Go Day!** 

October 19 – In-Person Sales end – All orders in (Troop lock out day is the 19th)

Make sure all Troops girl order card orders are entered

**November 2,3,4** – Product Delivery Days

**November 17** – ACH 1 – 50% of Balance Due to Council

**November 19** – Fall Sale ends

· Make sure all rewards are selected

**December 1** – Final ACH draft



## **2023 Fall Troop Information Packets**



2023 patch

Tree Coelet Patch

Super Seller Mans patch

Care to Share patch

Visualize patch

18+ items Own Your Magic Patch

26 Items | Ocelot Charm - Charm It!

75 items Super Seller Fatch & Large

items or Wireless Headphones

Reads Avaitar, 18 emails, 5 mags, 38 mit/candy items by end of fall sales. 2023 Fall Program Crossover Patch Deads Avaitar, 18 Emails in Fall Program and sell 276 boses of Cookies in 2004 = "Crossover" patch at the end if the Conist Program, delivered by August 2024.

38 Items Goal Getter Putch & Small Ocelot plush

GSCCC Overnight at the Santa-Cruz Boardwolk in the Coconut Grove (March 22-23, 2024) ar \$500 GSUSA Online Cod-



Set aside time during Troop meetings to collect money. Make sure to give the girl and her family a receipt.

Retain a copy of the signed permission slip and receipt(s) of all mut/candy orders from each girl until payments have been received.

it a grams to turn in money or other, cornect parent/garcian inniceasing, keep the coup result intermed of codocument them. If by December 1, 2023, you need help collecting money from families, please contact the Director of Product Programs at coolies/spirioscoutscor.org

If your troops is accepting checks, customers should make checks payable to your Troop or GSCCC. All checks should be pre-printed and have name, address and a telephone manter. Boarcord checks and fees are not reimbursed by council.

GSGCC recommends troops not take bills large than \$20. Council will not be responsible for reimbursement of counterfeit bills.

If a self bills to turn in money on time, contact parent/assertion immediately. Keen the troop leader informed of contacts made and

Make frequent deposits into your troop account.

Girls, Families, and Troops:

www.gamafaandmaga.com/gacca. GSCCC Infosjigirlacoutaccc.org







### 5 SKILLS ACQUIRED THROUGH GIRL SCOUT LEADERSHIP EXPERIENCE

Goal Setting
Money Management
People Skills
Decision Making
Business Ethics

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

## YOUR IMPACT ON THE GIRL SCOUT'S EXPERIENCE



The Program itself is a learning experience



Troops use money earned from the program 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

## THE GIRL SCOUT'S PERSONALIZED EXPERIENCE

What's their "why"?



### **OCELOT**

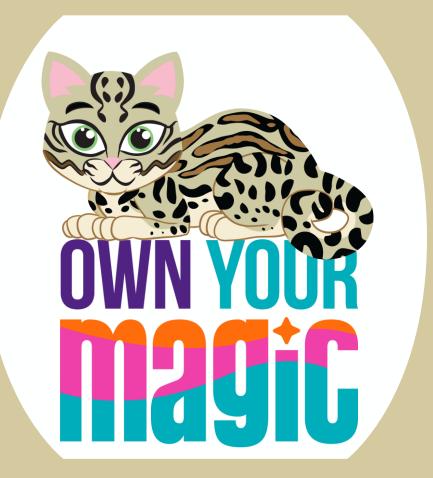
Wide distribution from northern Argentina to the southwestern U.S.

Up to 3 feet in length, 35 pounds and runs up to 38 MPH

Solitary and exclusive territories which can range upwards of 35 square miles

Endangered due to habitat destruction





### **TROOP PROCEEDS**

20% of Total Sales of all Nut and Candy Items (in-person and online) Opt Out Troops 25%

### Plus

\$2 for all magazine subscription, Bark Box and Tervis Tumblers™ orders.

Each participating Girl Scout contributed \$363 to troop/Program funding

## Fall Bonus - For Cookies Sales

**Troops** 

Has a PGA of 36 Nut/Candy Items









= \$.05



In the 2024 Cookie Program

**Registered Girls** 

### **PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE**

Nuts & Chocolates

Magazines & More

Tervis® Tumblers

BARK Box

















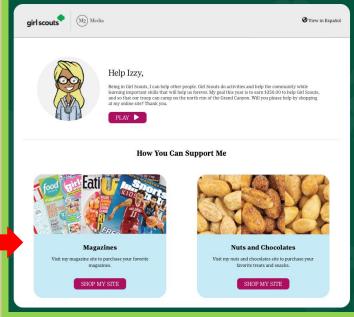


## ONLINE SHOPPING SITES

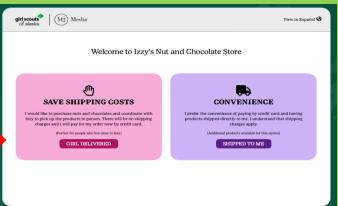
Your Girl Scouts
Supporters select
their desired product
line

Nuts & Chocolates have two delivery options:

Girl Delivered or Direct Ship









Our council will be making donations of products to a community organization. Please help us by indicating how many donations you would like to purchase. Thank you for your support!







































## **DELICIOUS NUTS & CHOCOLATES**

Council's Top Selling Items

- 1. English Butter Toffee
- 2. Dark Sea Salt Caramels
- 3. Peanut Butter Penguins
- 4. Chocolate Covered Almonds
- 5. Peppermint Bark Round (tin)



## THREE

# NEW PRODUCTS



### **New Product to Council**

(order card, online girl delivered or direct ship)

Honey Jalapeno Peanuts



Sweet Cinnamon Almonds



Honey Vanilla Cashew Halves



## TROPHY NUT TINS

Perfect for Gifts and Treats!



## **Friendship Magic Tin**Milk Chocolate Mint Trefoils

# Snowman Ornaments Tin Chocolate Covered Pretzels





## Fixed Direct Shipping Costs

# Nuts/Chocolates only



# GSCCC was selected to be a pilot council for fixed shipping rates of direct shipped nuts and candy items.

Below are the charges.

2023 Fixed Shipping Option	for TNC Direct Ship	
Items	Freight Charge	
1 to 3	\$14.00	
4 to 6	4 to 6 \$17.00	
7 to 9	\$20.00	
10 to 12	\$23.00	
Every three thereafter	\$3.00 more	
Ground with Ice (a	add'l) \$2.00	
2nd Day Air with Ice	(add'l) \$20.00	



How to earn? – Sell 5 Care to Share Items



### **CARE TO SHARE**

Customer makes purchase to support Operation Gratitude and other local community partners.

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

Products are distributed by council and are not delivered by troops

Troops earn proceeds and Girl Scouts earn special patch and credit towards other rewards

## **MAGAZINES**

Top selling magazines offered

Easy renewal

No cost shipping









How to earn? - Sell 5 Magazine Subscriptions



# PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE

Tervis® Tumblers



















# PRODUCTS GIRL SCOUT SUPPORTERS CAN PURCHASE

Girl Scout themed mini
BarkBox





### # Hello Girl Scout!

It's me, YOUR HONORARY CANNE TROOP MEMBER! I'm writing to share suggestions on how to sell Girl Scout-Themed Mini BarkBoxes. Please sell a lot of them, so all of my dog friends can get these amazing squeaky dog berets!



BARK:

### 0000000

### PRODUCT OVERVIEW



### Pose and Play Beret

Girl 5couts always like to be prepared and this benet is prepared to be a squeaky toy, a flying disk, or a wearable hat for honorary canine troop members.



### Berry Trios™

It's not a troop meeting without snacks and skill building! These soft berry treats are packed with rea fruit and wholesome grains. Tear them into smaller pieces for teaching your pup new skills, or sharing with dog friends.



### Playful Pup Patches

Girl Scouts earn badges by learning new skills to help animats in their community. The Mini BarkBox includes paper Pup Patches your dog can earn for learning new tricks.



### SIMPLE INSTRUCTIONS

SO EASY EVEN A SOURREL COLLD COLLOW THEM



Write down the names of friends and family you'd like to invite to support your Girl Scout goals.



Create a sales messaging plan for each

This is how you're going to bark at —I mean talk to — your friends and family. Here's one way to ask: Would you late to support me reaching my goal by buying your dog a Girl Scout-Themed Mini BarkBox?



Write down a personal statement about your Girl Scout goals.

Make sure to explain how your family and friends' support will help you reach your goals. For example, if I were writing it, I would say something like. My goals are to get lost of treats and squeaky toys for my friends and I. So, please support this goal by buying us treats and squeaky toys! You can also draw a picture as a personal statement.



### NOW, HERE ARE SOME TOOLS TO HELP YOU



Send a text to your family and friends witl a photo or gif, and one of the sample messages.



Share a photo with one of the sample social media posts (with your adult's permission).



Send an email using the personal statement

to follow up a week before the program ends!



Host a video meeting to explain what's so awesome about the Girl Scout-Themed Mini BarkBox.

to make your meeting extra cool.

Download Resources Here: Enter Council URL

## END OF MODULE #1 (QUESTIONS FOR GSLEARN)

### 1. Which of the following are not one of the skills pursued through product program?

- A. Goal Setting
- B. Money Management
- C. People Skills
- D. Not Following Through
- E. Business Ethics
- **2.TRUE OR FALSE** Before the beginning of the Product Program, you should take time to ask each Girl Scout their "why" and work with the Girl Scouts as a troop to help them feel comfortable sharing their purpose and goals with supporters.

### 3. The campaign's theme mascot is the:

- A. Ocelot
- B. Emperor Penguin
- C. Leopard
- D. Spinner Dolphin

## 4. Working with Girl Scout participants' goals to develop a troop budget, what are the troop proceed amounts for the 2023 Fall Product Program?

- A. 10% per item
- B. 15% per item
- C. 20% per item per nut item and \$2 per magazine
- D. \$1 per nut and \$3 per magazine









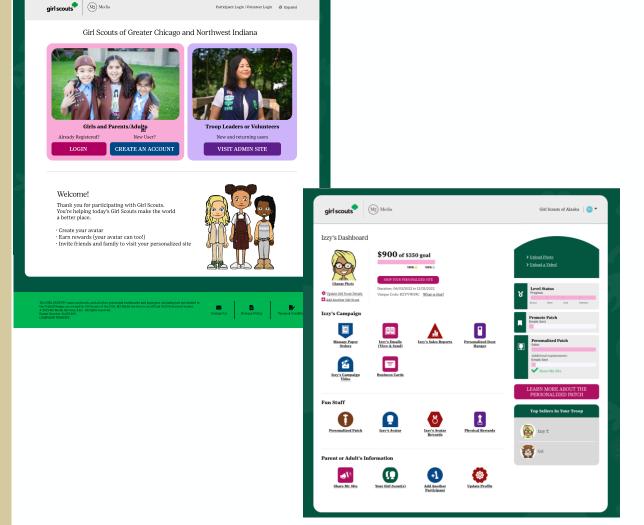
### **HOW TO GET STARTED**

Online to purchase nuts & chocolates, magazines, Tervis® Tumblers and BarkBox

In-person with nut order card

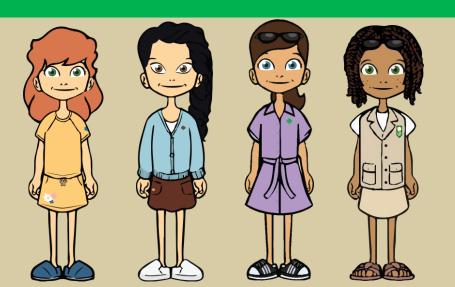
# GIRL SCOUT'S PLATFORM SET-UP

- 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 \*





### **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

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	
1	Тор	•
4	Bottom	,
4	Socks	
4	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

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



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

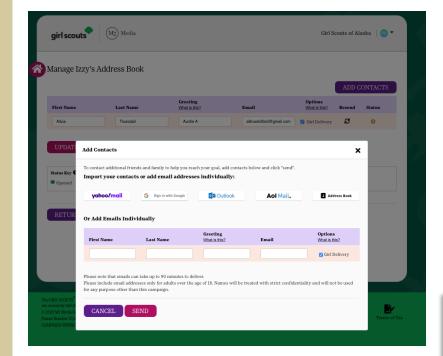
## TOOLS TO RUN A BUSINESS

Send emails

Share My Site with social media and texting

Printable business cards

Door hangers with QR codes









## GIRL SCOUTS DASHBOARD

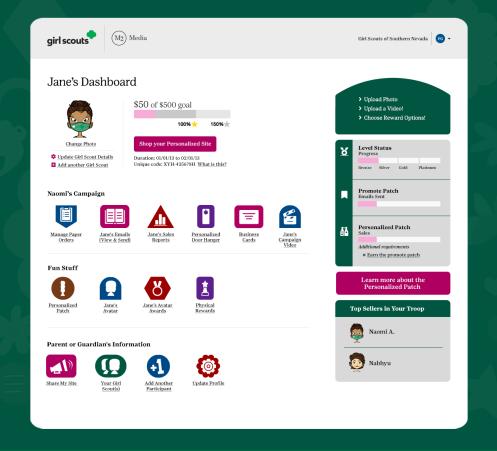
Additional emails/social media/texts

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

Manage nut card order entry

Select rewards

Sales reports



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CAMPAICN WEBSITE







## 2023 Fall Personalized Patch



5 – Magazine Subscriptions

18 – emails sent

38 – Nut/Candy Items Sold



### **In Fall 2023**

Create your avatar Send out 18 emails

In Cookies 2024
Sell 275 boxes of cookies

### DONE!

\*Girls will be sent the patch in summer 2024

\*Avatars must be created by November 19

### 2023-24 FALL & COOKIE CROSSOVER PATCH





Girls who troops opt out of rewards will only earn patches and the 150+ level reward.

**REWARDS** 

# Theme Patch Set

### Magazines

sell 2+ magazines

2023 Patch

### Super Seller





SHAFE

up

Mags Patch sell 5+ magazines







Rewards! Rewards are cumulative.

2023

Reward choices can be made online once a participant sets up her online campaign site

\*Rewards are subject to change due to unforeseen circumstances, and similar Items might be used as a substitute.

Some Hems may vary in color. Troops who opt-out of rewards will receive patches only.

Begin selling on:

Turn in my order form by:

Pick-up my product by:

customers by:

Turn in money by:

### **Nuts & Candy**

Own Your Magic Patch sell 18+ nut & candy Items



Own Your Magic T-Shirt

sell 50+ nut & candy items











Scout Overnight at Santa Cruz Beach Boardwalk\* or \$100 GSUSA Credit sell 150+ nut & candy Items



Scout Overnight Spring 2024

Santa Cruz Beach Boardwalk

March 22-23, 2024



\*1 Girl and 1 Adult

## END OF MODULE #2 (QUESTIONS FOR GSLEARN)

### 1. Which of the following ways can participants access the M2OS platform?

A.Custom link on council's website

B.General internet search for "Girl Scouts"

C.Launch email sent to parent/adult email's address on "go day"

D. Visit M2's website and click on the company's link

- **2.TRUE OR FALSE** Participants have the ability to select which supporters receive an invitation to order online with girl delivered (customers pay online and the Girl Scout delivers).
- **3.TRUE OR FALSE** Girl Scouts earn the personalized avatar patch by creating an avatar, sending 18+ emails, using the "Share My Site" tool and reaching \$300 in total sales.

### 4."Share My Site" provides the following tools to Girl Scouts:

A.Texting

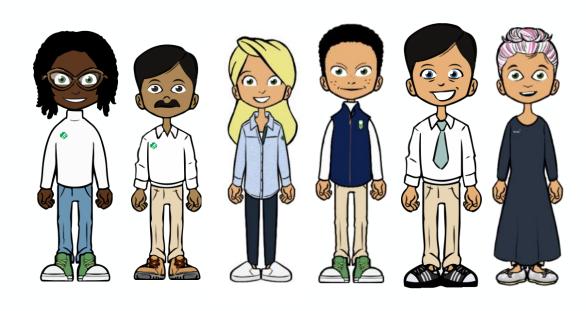
B.Facebook posting

C.Tweeting on Twitter

D.Instagram



## VOLUNTEER EXPERIENCE









### Thank You

### Dear Michelle

It's time for the Fall product sale and an exciting year ahead for Girl Scouts! For the Fall sale this year, we have a website where you can communicate with the girls / parents in your troop, monitor results, and build an avatar to be included in a troop photo. Your username will be the email address shown below. Please click here to create your password.



Once your password is created, click here to access the site or go to https://www.girlscoutmagazines.com/admin

The sale will run from 09/19/2014 at 12:00 AM to 11/25/2014 at 11:59 PM. Please encourage all of the girls in your troop to participate. If you have any questions, please contact your service unit leader or the council. Thank you for all that you do for Girl Scouts!

Girl Scouts of California's Central Coast









## TROOP VOLUNTEER **ACCESS**

Email invitation to login

Troop training video

Oueue Parent/Adult Email Campaign

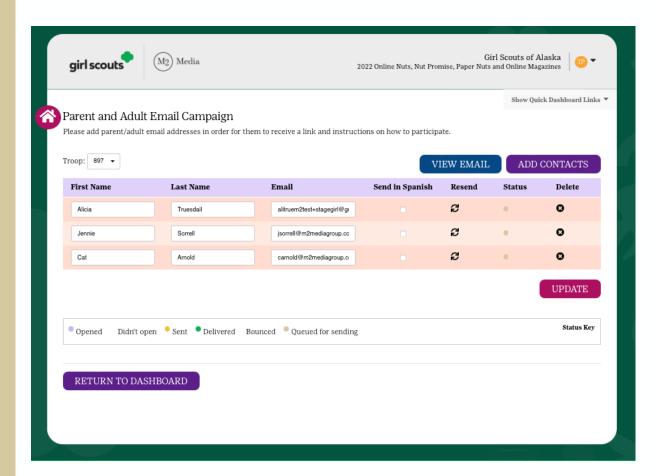
Volunteer avatar

# PARENT/ADULT EMAIL CAMPAIGN

Email addresses uploaded by council

Edit or enter missing parent/adult emails

Email with instructions on how to participate



## TROOP DASHBOARD

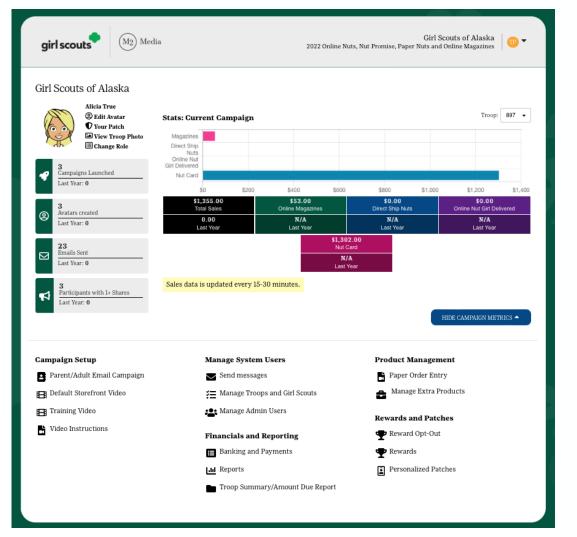
Messaging

Manage nut card order entry

Select rewards

Sales reports

Banking and payments



### TROOP VOLUNTEER REWARDS



Troop has \$1000 in Fall Sales Patch goes into production at goal Patch mailed directly to volunteer



Manage nut card order entry

Sales reports

Banking and payments





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

### Girl Scouts of Alaska



Alicia True

② Edit Avatar

① Your Patch

III Change Role





Avatars created



### Stats: Current Campaign



Sales data is updated every 15-30 minutes.

HIDE CAMPAIGN METRICS -

### Campaign Setup

Troop Training Video

### Manage System Users

- ☑ Send messages
- ₹≣ Manage Service Unit, Troops & Girl Scouts
- Amin Users

### Financials and Reporting

- Banking & Payments
- ld Reports
- Troop Summary / Amount Due Report

### Product Management

Paper Order Entry

### Rewards & Patches

Personalized Patches

## **FAQs**

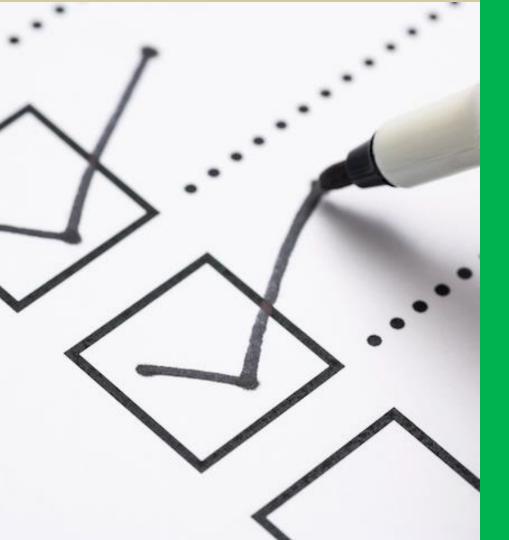
How do I reset my password?

When can a supporter expect a direct ship nut order placed online?

When will a participant receive their Personalized Patch?

What if a participant didn't find their name as they log into the platform?

When can I expect my online girl delivery items?



## **SUPPORT & WHAT'S NEXT**

M2 Customer Care

Nut/chocolate & reward delivery

Getting started...



## END OF MODULE #3 (QUESTIONS FOR GSLEARN)

**1.TRUE OR FALSE** – For the Parent Adult Email Campaign, you need to confirm the email addresses are the ones used by parent/adults in your troop and confirm all the Girl Scouts in your troop are listed so they get the email blast at the start of the program.

### 2. Which of the following is not a troop responsibility?

- A.Review order card orders submitted by parent/Girl Scout
- B.Send Parent Adult Email Campaign
- C.Create troop volunteer avatar
- D.Send emails to customers on behalf of Girl Scout
- **3.TRUE OR FALSE** As a troop volunteer, they should communicate with the parents/Girl Scouts through the M2OS messaging tool the first week of the program to encourage participation, at the halfway point for continued motivation and a few days before the end with final details.









# DELIVERY OF NUTS/CHOCOLATES

Troop pick-up

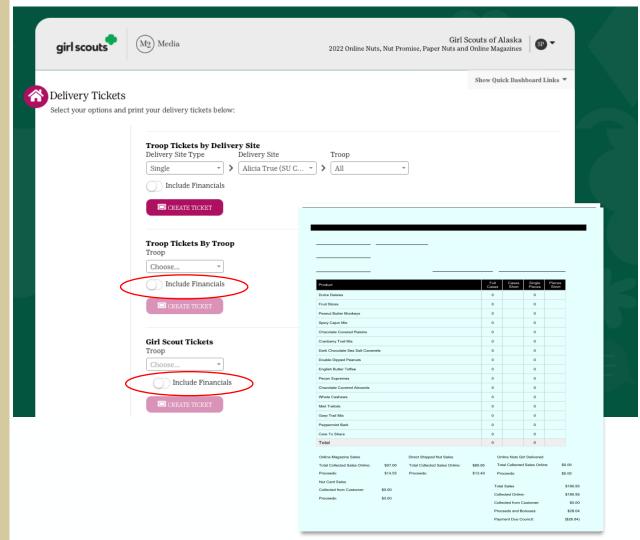
Girl Scout pick-up

# NUT AND CANDY ITEMS DELIVERY TICKETS

### Print Delivery Ticket By:

- Service Unit
- Troop
- Girl Scout

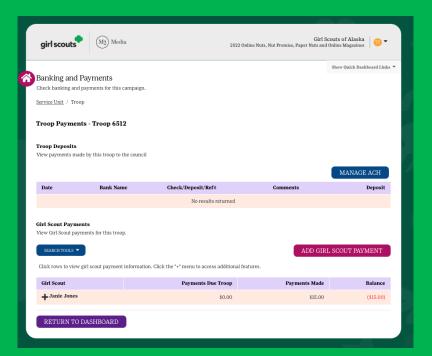
Toggle on the "Include Financials" this means a troop owes funds or a Girl Scout owes the troop funds.

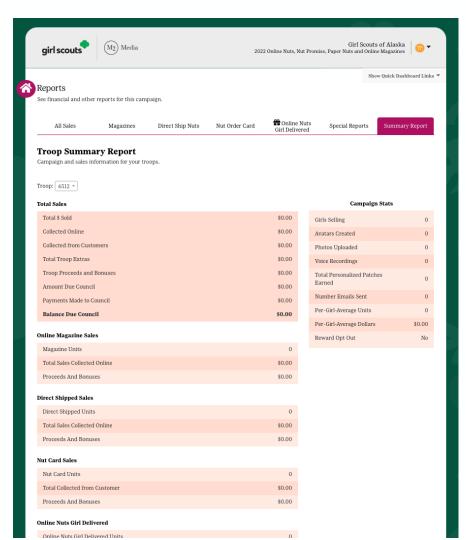


### **BALANCING FINANCES**

### Sales reports

## Banking and payments





## DELIVERY OF GIRL REWARDS

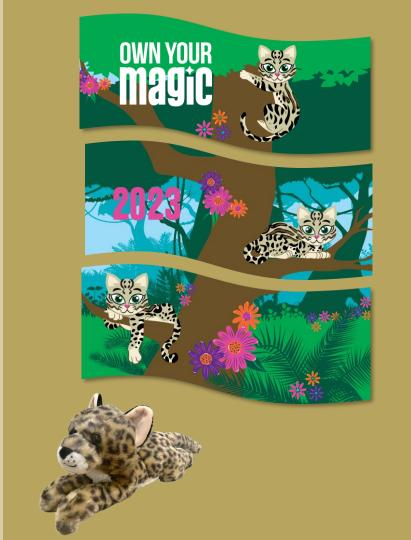
**M2 – SU's –** You will get an email confirmation when rewards will arrive in December.

Count – your rewards should match your packing slips

**SU – Troops** – print troop delivery tickets. Have troops confirm before you give to them.

**Troops to girls** – have troops print out girl delivery tickets w/financials – make sure the family confirms before you give to them.

If you, the SU reward coordinator are short any items, we need to know right away. We will only have a one-time re-order, order.

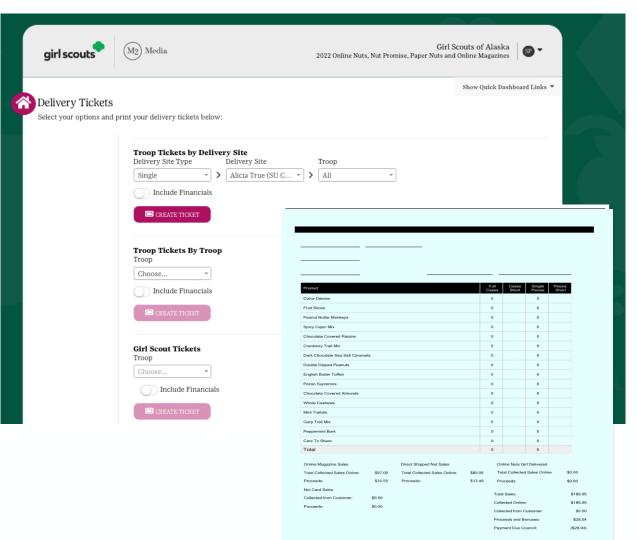


# **DELIVERY TICKETS**

## Print Reward Delivery Ticket By:

- Service Unit
- Troop
- Girl Scout

Available for easier picking and packing



# Fall Product Program CustomerCare



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

100% customer satisfaction guarantee

### **M2's Customer Care**

- •Can provide:
- •Tech Support on the M2 Systems
- Check on online orders
- Check on Magazine orders
- ·Can not:
- •Add or remove troops, girls, product

### **GSCCC - info@**

- ·Can:
- •Add or remove troops, girls, product
- Reset passwords
- Assist with reports
- ·Can not:
- Check online orders or magazines

### **THANK YOU!**

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

We look forward to a successful 2023 Program!



