

Why Participate in the Fall Product Program?

Participating in the Fall Product Program allows your Girl Scout to build on important life skills such as goal setting, decision making, money management, people skills and business ethics. She learns these skills all while earning fun incentives for meeting certain goals. In addition to personal incentives, her troop earns money to help fund activities, supplies, experiences and community service projects during the Girl Scout year. The Fall Product Program also offers a variety of high-quality products for customers to purchase, making these items great gifts for the upcoming holidays.

Who Can Participate in the Fall Product Program?

Any girl with a 2021 Girl Scout membership, whose family is in good financial standing with the troop/council (no past product debt or outstanding checks), may participate in the program. This also includes individually registered Girl Scouts. Since IRGs do not participate in Girl Scouts in the typical troop pathway, there are some differences in how they participate in the program. If your Girl Scout is an IRG, please refer to Fall Product IRG Participation information sheet with participation details (located on council website at <http://bit.ly/iGirlHandbook>).

Ways to Participate in the Program

The Fall Product Program provides multiple ways for girls and families to participate in the program that best meets their family's needs and the girl's goals.

Here are the ways in which your Girl Scout can participate in the Fall Product Program:

Online

All Girl Scouts with a 2021 membership and valid email address on file with the council will be invited by email to sign up for the Fall Product Program's online platform. Girls can also sign up online at <http://bit.ly/gsbdcFallSaleRegistration>. On the Girl Dashboard, Girl Scouts have access to many resources to promote and grow their sales to customers near and far. They can compose and send marketing messages via email, text and social media (*per GSUSA guidelines, store links should not to be shared on public pages such as yard sale sites*). Girls can track their goal progress by entering in-person nut/candy orders and reviewing their online sales, as well as selecting their rewards preferences based on the sales levels and track when those rewards are earned. Girls also have the opportunity to customize the MyCreation Patch. After meeting a sales goal, the girl will earn a physical patch of their design.

All these features make the Girl Dashboard a great asset to Girls Scouts and their Families.

On the Online Store, customers have the option of purchasing multiple ways:

1. Make a Girl-Delivered (PROMISE) order online- NO SHIPPING FEES. Customers order items based on the Fall Order Card and must pay online with debit/credit card. Girl is responsible for delivering products.
2. Make a Direct Shipped order from the online nut store. Customers can order any items on the Fall Order Card plus online exclusives. Payment is made online and products are shipped directly to customer. Shipping and handling fees do apply.
3. Make a Mags & More order online. Customers order magazine subscriptions online. Payments are made and magazines are shipped directly to customers. Customers pay no shipping charges for magazines.

Traditional (In-Person)

The traditional, or in-person, pathway of the Fall Product Program makes up 83% of the program's sales. This pathway provides girls the opportunity to make connections with their customers and build on their people skills by collecting direct orders on a Fall Order Card. Girls will write customer orders on their cards, place the order in M2 (or submit to the troop leader), and deliver products once they come in. Girls collect money for these items when the products are delivered to customers.

On the Fall Order Card, customers have 15 delicious, high quality nut and candy items to choose from. 2021 items include the many continuing top sellers, such as the Peanut Butter Monkeys, Whole Cashews, Cranberry Trail Mix, Chocolate Covered Raisins and Dark Chocolate Sea Salt Carmel. Additionally, the CEO's Favorite - a Girl Scout Tin with Milk Chocolate Mint Trefoils - will be available, as well as Cracked Pepper & Sea Salt Cashews.

Don't forget about our council Care to Share Program, in which you can purchase items to go our our military families.

Important Dates and Checklist

- ___ **Aug. / Sept.** **Girl/Parent Training, Sales Material Distribution, & Online Program Launch Emails**
- Attend training with your troop or group, complete and submit required forms to appropriate Troop Leader/Troop Product Manager, collect sales material from Leader/Troop Product Manager, and setup online account with M2.
- ___ **October 1** **Online & Traditional Sales Begin**
- Setup online site, enter customer emails, send marketing messages via email, text, or social media. *Per GSUSA policy, a girl's online store link should not be shared on public facing sites, only pages to private.* Site can be setup and emails sent once launch email is received but customer orders cannot be made until this date.
- Girls begin taking in-person pre-orders on the Fall Order Card. All other money should be collected when products are delivered to customers.
- ___ **October 30** **Traditional Sales End**
- Parents will enter girl's in-person orders and make reward preference selections in her online account by 11:59 p.m. No reorder can be made so make sure order is accurate. Turn in nut/candy order card (or copy). Troop Leader/Troop Product Manager will verify that orders were entered correctly in online system. If parent did not enter girl's order or make preferred reward selections by 11:59 p.m., the parent will need to submit in-person orders & reward choices to the Troop leader/Troop Product Manager to enter and submit. If a reward selection is not made on an earned level, the default reward will be chosen for the girl.
- ___ **November 13 - 20** **Product Deliveries**
- Expected time frame for your troop to receive the delivery of nut/candy items. Troop Leader/Troop Product Manager will provide an exact date and pickup time closer to this time frame. Once products are received, begin customer deliveries.
- ___ **November 22** **Online Orders End**
- Online orders end. All online orders will count toward rewards.
- ___ **December 18** **Have All Customer Orders Delivered and Final Money Turned into the Troop**
- Payment for nut/candy items should be collected at the time of customer delivery. Have all nut/candy products delivered to customers and all money turned into the Troop Leader/Troop Product Manager by this date. If full payment is not turned in by this date, the Troop Leader/Troop Product manager has a right to turn in a Parent Debt Form for the delinquency of non-payment.
- ___ **Late December** **Girl Rewards**
- Earned girl rewards will be available to the girls sometime in mid December. Most rewards are mailed to area volunteers to sort and distribute to girls.

Online Resources

Fall Product Program Webpage: <http://bit.ly/FallProductGSBDC>

Facebook: Girl Scouts of Black Diamond Council