

Dear _____,



On **Friday, September 27, 2019** my Girl Scout Troop #_____ will begin participating in the **Girl Scouts of Utah's 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 _____ items (see order card for details) and our troop goal is to sell _____ items. Our troop plans to use our proceeds from this sale to _____.

Important Information about the Program

Our troop is selling nuts, chocolates, magazine subscriptions and more from Ashdon Farms Nut Company/QSP. My order card has a complete listing of all nut and chocolate varieties including pricing.

I also received information regarding a much greener and easier way to participate in the nut and magazine programs - using the UNIFY Online Ordering System. 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.

If I sell at least \$200 in nuts and magazines during the program, I'll earn a personalized patch featuring "MyPatchCreation" avatar that I create in the UNIFY Online Ordering System, and there are many options for me to choose from!



On September 27, please go to www.gsutah.org, choose the Fall Product Program section and follow the instructions in the Online Program section 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 orders MUCH faster than using the old fashioned paper system.

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 Manager:

_____ at: _____ or by email at: _____.

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

- Program begins..... September 27, 2019
- Last day for order takingOctober 13, 2019
- Last day to turn order card into my troop.....October 14, 2019
- Pick-up nut & chocolate orders from troopNovember _____, 2019
- Turn in money to troop for order card orders by.....November _____, 2019
- Last day of the 2019 GSU Fall Product Program.....November 24, 2019
- Last day to turn in to troop all additional money due.....November 25, 2019

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 Manager will guide me along the way, but here are some things we both need to know:

The Fall Product Program runs from **September 27, 2019** through **November 24, 2019**; no form of selling can be conducted before or after these dates.

- * There are fourteen varieties of nut and chocolate products; prices range from \$7.00 to \$12 per can/box (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/chocolate product which Girl Scouts of Utah delivers to one of their partner organizations. In addition, my customers can order a wider variety of nut and chocolate products, magazine subscriptions and more from my online storefront - the price of each item varies.
- * Whenever I'm selling nuts and chocolates, 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.
- * Yes! Credit cards can be used for Girl Scout nut and chocolate 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 Manager 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 UNIFY website). For example, Facebook can be used to get the word out that I'm selling nuts, chocolates, magazine subscriptions and more, to get a promise to buy. However, Amazon, Craigslist and/or PayPal (to name a few) cannot be used to sell and/or accept payments. Before using any online media, I must sign the Girl Scout Internet Safety Pledge (available at www.gsutah.org on the Resources & Forms page).
- * While participating in GSU'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
- * Reduction in troop proceeds
- * Forfeiture of girl and/or troop proceeds/rewards

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

- * If necessary, remind me of the above important facts.
- * Help me go door to door in our neighborhood, or let me talk with your boss about coming to your place of work to sell my nuts and chocolates.
- * Support my endeavors to reach my personal sales goal as well as my troop sales goal.
- * Help my Troop Fall Product Manager when s/he needs adult assistance.
- * If you have questions, please ask my Troop Fall Product Manager. This way, my nut, chocolate, magazines and more 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!