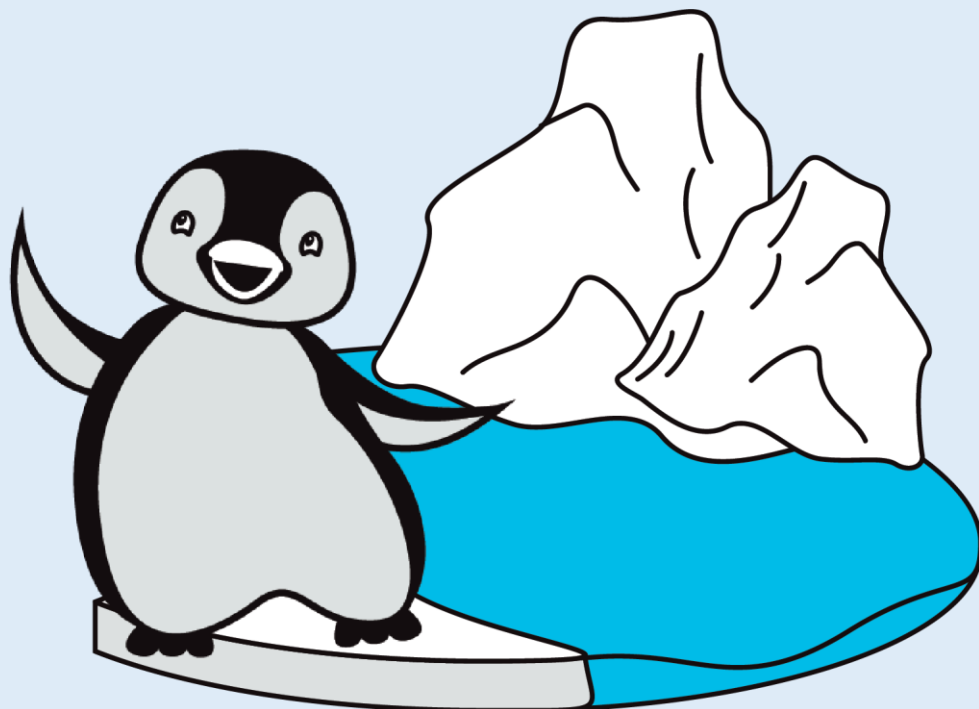




**RISE
UP**

2021 Fall Product Program Family Guide



Fall Contact Information

Troop Product Manager (TPM)

Name

Phone

Email

Troop Number

Girl Scouts of Utah

801-265-8472

cookies@gsutah.org

Phone

Email

The Girl Scout Promise

On my honor, I will try:

To serve God* and my country,

To help people at all times,

And to live by the Girl Scout
Law.

*Girl Scouts makes no attempt to define or interpret the word "God" in the Girl Scout Promise.

We look to individual member to establish for themselves the nature of their spiritual beliefs. When making the Girl Scout Promise, individuals may substitute wording appropriate to their own

Girl Scouts of the USA Mission

Girl Scouting builds girls of courage, confidence, and character who make the world a better place.

The Girl Scout Law

I will do my best to be
honest and fair,
friendly and helpful,
considerate and caring,
courageous and strong, and
responsible for what I say and do,
and to
respect myself and others,
respect authority,
use resources wisely,
make the world a better place, and
be a sister to every Girl Scout.

Why Participate in the Fall Product Program?

The GSU Fall Product Program is a council-sponsored program that combines educational activities with money-earning opportunities for troops. The Fall Program is directed toward family and friends, those closest to Girl Scout, and enables troops to earn much needed funds by selling magazine subscriptions as well as nuts and candy.

Five skills girls learn through the program:

- Goal Setting
- Decision Making
- Money Management
- People Skills
- Business Ethics

In addition to these important business and life skills, girls will also learn philanthropy through the **Gift of Caring** program.

Benefits for Troops: Earn Funds for Activities

The GSU Fall Product Program is the perfect opportunity for troops to kick-off the Girl Scout year with a fun team-building activity that also generates essential funds to support troop activities. Also, new troops that have no resources in their treasury can quickly earn money to fund uniforms, Journey Books, and Girl's Guide to Girl Scouting books.

Troops retain a full 15% of the purchase price of all Ashdon Farms products as well as 15% of all Magazines. Plus, girls can earn patches and other fun rewards.

2021 Fall Product Program Dates

Early September	Attend a troop meeting to set goals with girls and be trained on dates and your responsibilities
September 24	Order taking begins for nuts, candy, and magazines. TPM sends email with link or go to www.gsnutsandmags.com/gsu to set up your online store
October 10	Order taking ends (order cards) Order due in M2OS by 8 p.m.
November 1-5	Nut & Candy items delivery to service units and distribution to troops (dates/locations vary)
November 1-14	Girls deliver nut & chocolate items to customers
November 23	Fall Product Program ends
November 24	All money due to troops. Last day to make reward choices in M2OS
December 27	Rewards begin shipping to Service Unit Product Program Rep.s

Ways Girls Sell Fall Products

- Nuts and chocolate in-person for delivery (order card)
- Online for shipment or girl delivery using M2 Operating System (M2OS)
- Online magazines
- Gift of Caring products may be sold through any of the above

Set Her Up for Success!

- Attend her troop's Fall Product Program training; sign and return the Parent/Guardian Permission & Responsibility Agreement Form to the troop. This must be submitted before she participates in the program
- Review the Fall Product Program information together so that she understands it and help her to set her sales goal
- Watch for a welcome email from the Troop Product Manager and help her set up and complete the M2OS Program. Show an interest in her efforts, help her think of prospective customers, and perhaps practice her "sales pitch."
- Promptly pick up her nut/candy orders from the TPM and assist her in the delivery of orders to her customers
- Submit full payment for all nut/candy orders by November 24, 2021

In-Person Order Taking

People love to support Girl Scouts! If your Girl Scout wants to take in-person orders she can use the Nut/Candy Order Card to take orders from customers for nuts & candy only. Magazines are online only.

- Parent submit the girls order card online in M2OS by October 10, 2021
- Service Units/troops will receive delivery of nut & candy the week of November 1-5
- The TPM will schedule parents to pick up product
- Once girls receive their product, they can immediately begin delivering items and collecting payment

All Products are NON-RETURNABLE. Damaged items can be exchanged at the Salt Lake City council office.

Girl Scout Safety

Your girl's safety is of utmost importance. Please remember the following when she is selling in-person:

- Have your Girl Scout wear her vest, pins, or Girl Scout shirt when selling – something that will identify her as a Girl Scout!
- Never let her sell alone – always have an adult with her
- Do not go out near or after dark
- Never, for any reason, approach a parked automobile
- Never enter a home when asking for orders. If invited to go in, politely refuse and explain that it is against the Girl Scout safety rules for you to go into anyone's home

Troop Fall Product Sale – September 24

Girls will receive an email invitation from their TPM that explains how to access the online ordering system and get started. If you did not received an email invitation to access the M2OS site on September 24, 2021 please visit www.gsnutsandmags.com/gsu to get started. If you need further assistance, please contact your TPM or M2 Customer Service.

Your welcome email will prompt her to create a password to access her M2OS account.

She will watch a short system training video, enter a mailing address, create her Avatar, and a personal message to send to family and friends. As a way to increase her sales, we suggest she record her voice for her avatar or upload a personal video explaining what her troop plans to do with the money they earn. She then launches her campaign and her personal message is emailed with links for her customers to shop for Nuts, candy and magazines.

Girls can launch their accounts on September 24, 2021. Please note that the system will not accept any early participant activity. Girls must wait until the launch date.

Parents can enter her in-person Nut Orders Card into her account through October 10, 2021. Do NOT enter online girl-delivered products. Only enter product from the girl Nut Order Card. All product is automatically submitted for fulfillment. There is no “submit” button!

Note: If you do not enter your order by October 10, 2021 you will be locked out of the system. You will need to send your Nut Order Card to your TPM and they will submit the order.

Girl rewards are automatically calculated in M2OS. Girls can earn the rewards located on the Nut Order Card and on our council website. As orders are placed, girls can log into their online site and see what they have earned as well as make their reward choices. All rewards are cumulative. The last day to make reward choices is November 24, 2021.

Spread the Word

Girls can print a flyer on the M2 site with her personal store code to distribute to potential customers. Each girl's special code grants customers access to their account to order so both she and her troop receive credit for the sale.

Gift of Caring

Girls take Gift of Caring orders and collect the money. Delivery of the items to the Utah Food Bank on behalf of the girls who participated is completed by the council

Money

All money collected for in-person orders is due to the TPM on or before November 24, 2021. Any girl who has not paid in full by this date will be referred to council to begin the collections process. Any girl still owing debt to GSU will not be allowed to participate in the 2022 Cookie Program.

Social Media Marketing for Girls

Girls can use social networking sites to gather sale commitments from family and friends. Please keep in mind that girls:

- You can market to collect indications of interest from family and friends
- You cannot post a girl's M2OS link on sites such as eBay, Craigslist, KSL Classifieds, Amazon, NextDoor, Facebook Marketplace, etc.
- All social media platforms should always be through accounts set to "private"
- Friends and family or a girl must not market or share a girl's contact information, sales links, or sales information on public-facing online sites. This also includes social media groups that are labeled as "closed" but include members of the general public (city pages, special interest groups, etc.). This ensures the safety of our girls and adherence to the fall product guidelines, as well as the numerous posting guidelines on websites and social media.
- * Please note – it IS allowed to reply to someone's post with a comment directing them to send you a private message for a link. You cannot use paid social media advertisements to promote a girl's link or selling fall product in general.
- Girls must sign the [Girl Scout Internet Safety Pledge](#) before doing any online activities, and all online activities must be under the supervision of an adult
- Do not expose a girl's email address, physical address, or phone number to the public
- Girl Scouts under 13 can use their parent or guardian's online sites with their approval and supervision
- Girls over the age of 13 may work in partnership with an adult to market products online, using the social media of the adult or the girl's social media sites

FAQs:

Q: My daughter is attempting to register and a "Campaign is Currently Unavailable" message.

A: Girls cannot begin online account registration until the sale launch date.

Q: I am waiting for the TPM to send our welcome email but I have not gotten it yet.

A: Access emails will not be sent to the participants until the launch date of the sale.

Q: I am a Volunteer and have a daughter participating. Can I use the same email address for my Volunteer and Girl accounts?

A: Yes! You will be notified upon login as to which account you are signing on to.

Q: My daughter received an online girl-delivered order that we are unable to deliver. How do I remove it?

A: The parent/guardian (or customer) will need to contact M2 Customer Service to have the order cancelled and removed. This cancellation MUST be done by October 10, 2021.

For questions regarding specific Utah Council-related details, contact GSU Customer Care. For questions regarding M2OS or other general sales questions, contact M2 Customer Support.

Girl Scouts of Utah

cookies@gsutah.org

801-265-8472

M2 Customer Service

questions@gsnutsandmags.com

800-372-8520