

Dear _____,



On **Friday, September 22, 2023**, my Girl Scout Troop # _____ will begin participating in the **Girl Scouts of Greater Los Angeles 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 _____ units (see order card for details) and our troop goal is to sell _____ units. Our troop plans to use our proceeds from this sale to _____.



SAMPLES

Important Information About the Sale

Through Trophy Nut Company/M2 Media, our troop is selling nuts, candy, magazine subscriptions, and, **new for 2023, other online items**. Although my order card has a complete listing of all nut and candy varieties, including pricing, I also received information regarding a much greener, safer, and easier way to participate in the program using the M2 Ordering System (M2OS). This online system will allow me to ask for nut, magazine, and other Fall Product item orders from my friends and family by sending an email that includes links to the online magazine and other Fall Product items catalogs, as well as an expanded selection of nut products.

Customers will have two ordering options for the nut/candy products – shipped directly to them by Trophy Nut Company or I can deliver their order to them (select items only), following all current safety guidelines and using resources provided by GSGLA.

- Orders placed online for me to deliver will already be paid for by the customer, so I *do not* collect any payment when I deliver.
- If a customer orders from me, *not* through my online store, I *will* need to collect payment upon delivery.

Plus, If I send 18 or more valid emails before **October 13, 2023**, and sell at least \$350 in total Fall Products, I'll earn a *personalized patch* featuring *my* avatar that I create in M2OS! (See samples above.)

On September 22, please go to www.girlscoutsla.org/fallproduct and follow the instructions 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 customers will receive their order MUCH faster than using the old-fashioned paper ordering system. **Plus, M2OS is mobile optimized, so we can set up my personalized storefront on a tablet or smartphone!**

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 Chair: _____ at: _____ or by email at: _____.

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

- Fall Product Program begins (girls can start selling)September 22, 2023
- Last day to send valid emails (18+) toward earning personalized patch...**October 13, 2023
- Last day for order takingOctober 22, 2023
- Last day to enter into M2OS my nut/candy orders from my order cardOctober 22, 2023, *by 11:59pm*
- Pick-up nut & candy orders from troopNovember _____, 2023
- Turn in money to troop for order card orders byNovember _____, 2023
- Walkabouts and "Lemonade Stands" permitted (residential areas only)** November 10 – 19, 2023
- Last day of the 2023 GSGLA Fall Product ProgramNovember 19, 2023
- Last day to turn in to troop all additional money dueNovember _____, 2023

KEY INFORMATION AND GUIDELINES

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

The Fall Product Program runs from **September 22, 2023**, through **November 19, 2023**; no form of selling can be conducted before or after these dates.

- There are fifteen varieties of nut and candy products; prices range from \$6.00 per can/box to \$12.00 per tin (my order card has the complete list and their prices). Plus, there is the Gift of Caring option, where a customer makes a monetary donation toward a can of nut/candy product. After the end of the program, GSGLA delivers the donated product to one of several partner organizations. In addition, my customers can order a wider variety of nut and candy products, magazine subscriptions, and other online items from my storefront - the price of each of these varies.
- Whenever I'm selling nuts and candies door to door in my neighborhood or "lemonade stand," 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 were dressed in Girl Scout attire as well.
- It is important for me to be able to walk in my neighborhood (residential areas only) supervised by an adult aged 18 or older so I can reach customers outside my immediate family. I can also have a "lemonade stand" on my property (only where I or someone I know resides, and if both my city and, if applicable, our apartment management and/or homeowner's association permits). I will follow all safety guidelines while doing a walkabout or having a "lemonade stand." *(Please note, we do not conduct public (booth) sales for nut products.)*
- Yes! Credit cards (or debit cards) can be used for in-person Girl Scout nut and candy 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 Chair has this information. (Customers purchasing online can only pay via credit/debit card.)
- The internet can be used for marketing Girl Scout nuts, but not for selling and accepting payment (except those I receive from the M2OS website). For example, Facebook can be used to get the word out to family and friends that I'm selling nuts, candies, magazine subscriptions, and other online items to get a promise to buy. However, Amazon, Craigslist, Facebook Marketplace and/or PayPal (to name a few) cannot be used to sell and/or accept payments.
- While participating in GSGLA'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
- Forfeiture of girl rewards
- Reduction or forfeiture of troop proceeds

How can you help me have a successful Fall Product business?

- If necessary, remind me of the above important facts.
- Help me do a walkabout in our neighborhood (if allowed and you are comfortable with me doing that) and/or let me talk with your boss about selling to your coworkers.
- Support my endeavors to reach my personal sales goal as well as my troop sales goal.
- Help my Troop Fall Product Chair when s/he needs adult assistance.
- If you have questions, please ask my Troop Fall Product Chair. This way, my Fall Product business will definitely be successful.
- I want to be a success, but I need your help!!!!
- It's my business; I have to be the one to sell the products, but you can be my trusted assistant!