



Dear Parent/Guardian:

Help your girl learn about *Goal Setting, Decision Making, Money Management, Business Ethics & People Skills* by participating in the Fall Product Program. Fall proceeds stay local and are used by troops and council to provide programs for girls. Girls also earn individual recognitions for their efforts. Participation is voluntary.

**POLICIES**

- ✦ **Orders:** Pre-order dates run from **September 28 – October 21, 2018**. Parents will enter their girl’s initial order into the M2 system ([www.gsnutsandmags.com/gsnorcal](http://www.gsnutsandmags.com/gsnorcal)) by **8:59 p.m. on October 19**.
  - Troop orders are due by 8:59p.m. on October 21.
  - Girls may continue to take orders after October 21 which can be filled from cupboards.
  - Public Sales will take place November 9 – November 18, 2018.
  
- ✦ **Online Sales:** Girls can personalize their online storefront by registering at [www.gsnutsandmags.com/gsnorcal](http://www.gsnutsandmags.com/gsnorcal). They can create a fun **Me2™ avatar** that looks just like them and send out emails telling their friends and family about the sale.
  - Customers may choose to have their products shipped by the vendor or hand-delivered by your Girl Scout.
  - Girls are only to use the internet to market the Fall Product Program to friends and family – people whom the girl or her family personally know. Online marketing activities, especially those conducted through social media, should always be done through accounts set to “private” and not on public-facing sites, including group sites with controlled membership.
  
- ✦ **Customer Payment:** Nuts and Candy are priced \$5 - \$10 and Care to Share are \$5 each. Magazines are sold at the price listed online. Money is only collected when the transaction is completed (Care to Share at purchase, Nuts/Candy at delivery). Online sales are paid via credit card at time of purchase; no payment is collected at delivery.
  
- ✦ **Product Management:** The council must purchase all of the nuts and candies ordered by troops; **there are no returns to GSNorCal**. Parents must ensure product remains safe, cool, pest-free and smoke-free.
  - Receipts should be completed, signed, and retained by both parties when any product or money changes hands. **Parents are responsible for the cost of any product they sign for and receive from the troop.**
  
- ✦ **Troop Product Payment:** Council will automatically collect their portion of sale proceeds directly from troop bank accounts via automatic debits during the sale. **Parents must turn in money to the troop in a timely manner** so that sufficient funds are available for each debit. Please see below for payment deadlines set by your troop:

Product received by:

Money due by:

Initial Order \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Review the recognition plan on your order card and the section below with your girl to help her set her goals.**



**GOAL SETTING**

LEARNING GOAL:

What skill(s) would your Girl Scout most like to learn and develop during the fall product program?

\_\_\_\_\_  
 \_\_\_\_\_

EARNING GOAL: My Girl Scout’s goal is to sell \_\_\_\_\_ items.

**RECOGNITIONS**

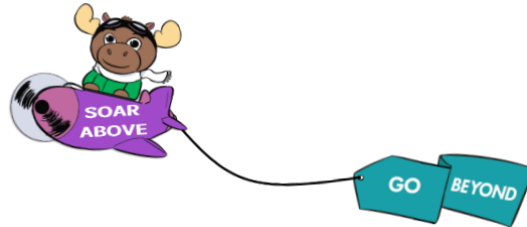
- ❖ Parents help girls make selections for their recognitions in the M2 system by **8:59 p.m. on November 30**. Troop Fall Product Managers are unable to do this for girls. **If recognitions are not selected by the deadline, the girl will receive the item choice at each level achieved.** Any issues? Call M2 customer service at 800-375-8520 or email question@gsnutsandmags.com.
- ❖ All items/reward card amounts are cumulative up to the highest level sold.
- ❖ Reward cards will be mailed directly to your daughter at the home address in our registration database.
- ❖ Recognition items are shipped to the Service Unit Product Manager for troops to pick up in January.

**PRODUCT PROGRAM ETIQUETTE**

The product program is one of the most publicly visible activities that Girl Scouts participate in. All girls and adults are to behave in a manner consistent with the Girl Scout Promise and Law.

- ❖ Girl Scouts need to wear Girl Scout identifying clothing (vest/sash) or at least a membership pin while selling in public.
- ❖ No food or beverages at booth sales, other than water. If snacks are a necessity, please plan to have enough adults available to rotate girls away from the booth sale to a safe location for a snack.
- ❖ Remember, the girls are running a business and need your support to set an example for them. If necessary, council may impose penalties on girls and/or troops for unethical conduct.

All booth sales must be coordinated through the troop with the Service Unit Booth Coordinator or Service Unit Fall Product Manager as applicable. The only exception is a booth on the property of the girl’s home (not the sidewalk which is public). Check with your Troop Fall Product Manager for guidelines regarding booth sales.



**PARENT RESPONSIBILITY AGREEMENT**

By signing below, I understand and agree to the following:

- ❖ My girl is a registered member of the Girl Scouts of Northern California for the 2018-2019 membership year.
- ❖ My Girl Scout has permission to participate in all Fall Product Program activities.
- ❖ I accept financial responsibility for all products and money my Girl Scout receives. I understand that GSNorCal reserves the right to take appropriate collection action to secure payment for product received.
- ❖ I will request and retain a receipt from the troop each time product is received and money is turned in by my Girl Scout.
- ❖ I will ensure that all money is turned into the troop by the date(s) requested.
- ❖ My Girl Scout must have adult guidance at all times when participating in the Fall Product Program, in-person and online.
- ❖ My Girl Scout will not take pre-orders or sell nuts, candies, or magazines before the start day of **Friday, September 28, 2018**.

**Carefully review all information on this agreement. Complete, sign, and remove the section below and give to your Troop Fall Product Manager.**

✂-----

Girl name: \_\_\_\_\_ Parent/Guardian name: \_\_\_\_\_

Parent/Guardian signature: \_\_\_\_\_ Date: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Email: \_\_\_\_\_