

Dear _____,



On **Friday, September 30, 2016** 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 _____.

Important Information About the Sale

Our troop is selling nuts, candy and magazine subscriptions from Trophy Nut Company/M2 Media. My order card has a complete listing of all nut and candy varieties including pricing.

I also received information regarding a much greener and easier way to participate in the nut and magazine programs - using the M2 Ordering System (formerly E-Nuts Plus). 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 send 12 or more valid emails before *October 14, 2016*, and sell at least \$250 in nuts and magazines, I'll earn a *personalized patch* featuring *my* avatar that I create in the M2 Ordering System.

On **September 30**, please go to www.GirlScoutsLA.org, choose the Fall Product Program section 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 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 Chairperson:

_____ at: _____ or by email at: _____.

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

Sale beginsSeptember 30, 2016
Last day to send valid emails (12+) toward earning personalized patch....October 14, 2016
Last day for order takingOctober 23, 2016
Last day to enter into M2OS my nut/ candy orders from my order cardOctober 23, 2016, by 9pm
Pick-up nut & candy orders from troopNovember ____, 2016
Turn in money to troop for order card orders byNovember ____, 2016
Walkabouts and "Lemonade Stands" permitted (residential areas only) .November 11 – 20, 2016
Last day of the 2016 GSGLA Fall Product ProgramNovember 20, 2016
Last day to turn in to troop all additional money due.....November ____, 2016

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

The Fall Product Program runs from **September 30, 2016** through **November 20, 2016**; no form of selling can be conducted before or after these dates.

- There are sixteen varieties of nut and candy products; some are \$5.00 per can/box, some are \$7.00 per can, and some are \$9.00 per tin (my order card has the complete list and their prices). In addition, my customers can order a wider variety of nut and candy products and magazine subscriptions from my online storefront - the price of each subscription varies.
- Whenever I'm selling nuts and candies, 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. I can also have a "lemonade stand" on my property (only where I reside, and if both my city and, if applicable, our apartment management and/or homeowner's association permits).
- Yes! Credit cards can be used for 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 Chairperson 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 M2 website). For example, Facebook can be used to get the word out that I'm selling nuts, candies and magazine subscriptions 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.
- 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
- 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 do a walkabout in our neighborhood, or let me talk with your boss about coming to your place of work to sell my nuts and candies.
- Support my endeavors to reach my personal sales goal as well as my troop sales goal.
- Help my Troop Fall Product Chairperson when s/he needs adult assistance.
- If you have questions, please ask my Troop Fall Product Chairperson. This way, my nut, candy and magazine 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!