



girl scouts  
of the colonial coast

# Fall Product Program Family Guide

## What is the Fall Product Program?

This program is an integral part of a Girl Scout's journey toward leadership. Learning and developing:

- Goal Setting**
- Teamwork**
- Presentation skills**
- Customer service**
- Money management**

An easy, fun way to earn startup funds for your troop activities at the beginning of the Girl Scout year - don't miss out on all the fun!

### Mark Your Calendar!

Program Begins <i>*Access to online site M2OS</i>	9/19/2020
Girls Submit In-Person Orders	10/10/2020
Girl Deliver Online Ends	10/12/2020
Product is Delivered to TFPC	10/29/2020 – 11/1/2020
Program Ends	11/15/2020
Girl Payments Due to TFPC	11/16/2020

To participate girls must be registered for the 2020-21 membership year and their caregiver's household in good financial standing with the council.

## Contact Info

### Troop Unit Fall Product Coordinator (TFPC)

Name:

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Email:

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Phone:

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### Fall Product Site

[www.gsnutsandmags.com/gscolonialcoast](http://www.gsnutsandmags.com/gscolonialcoast)

For questions regarding M2OS or other general sale questions, contact M2 Customer Support!

### M2 Customer Service:

[question@gsnutsandmags.com](mailto:question@gsnutsandmags.com)  
800-372-8520

### Ashdon Farms Customer Service

Product Information or Quality Concerns  
800-274-3666  
[www.alschutzman.com/gsnutri.php](http://www.alschutzman.com/gsnutri.php)

**We Appreciate You!**  
**Thank you for being an  
integral part of the Fall  
Product Program!**



# Participation Options

Product	Sale Type	Money Collection	Delivery to Customers	Troop Proceeds
Nuts & Chocolate	In Person (Order Card)	<ul style="list-style-type: none"> <li>Girls collect money from customers <b>at time of delivery.</b></li> <li>Family/Troop enters orders into M2OS by the appropriate deadline.</li> <li>Girls turn in money to troop.</li> </ul>	Delivered by girls to customers.	16.5% with rewards 18.5% without rewards *
	Online Direct Ship	<ul style="list-style-type: none"> <li>Girls create their personalized storefront in M2OS and send emails to friends and family.</li> <li>Customers pay online, including the cost of shipping.</li> <li>Orders are automatically credited to the girl in M2OS.</li> </ul>	Shipped directly to the customer.  <i>Standard delivery time is 1-2 weeks after order processing. Customers may choose expedited shipping.</i>	16.5% with rewards 18.5% without rewards *
	Online Girl Delivered	<ul style="list-style-type: none"> <li>Girls create their personalized storefront in M2OS and send emails to friends and family.</li> <li>Customers pay online for girl delivery.</li> <li>Orders are automatically credited to the girl in M2OS.</li> </ul>	Delivered by girls to customers.  <i>Contact M2 customer service by <b>October 12</b> to cancel any orders that cannot be delivered.</i>	16.5% with rewards 18.5% without rewards *
Magazines	Online	<ul style="list-style-type: none"> <li>Girls create their personalized storefront in M2OS and send emails to friends and family</li> <li>Customer pay online.</li> <li>Orders are automatically credited to the girl in M2OS</li> </ul>	Shipped directly to the customer  <i>Standard delivery time is 6-8 weeks after order processing.</i>	16.5% with rewards 18.5% without rewards *

\* Troops/groups with registered Girl Scout Daisies, Brownies and/or Juniors cannot opt out of rewards.

## Care to Share

The Care to Share Program is a great way for customers to give back to the community! Girls collect donations (in \$6 increments) and GSCCC takes care of delivering the product! Each donation is credited to the girl's sales and the troop receives full troop proceeds per donation sold. Girls earn the Care to Share patch by receiving 5 or more donations.

GSCCC is proud to be collaborating with USO of Central Virginia and South Hampton Roads again this year.



## Girl Safety

Safety has always been the focus and priority for our Council. Information that is more detailed can be found in Volunteer Essentials and Safety Activity Checkpoints on the Council's website at [www.gsccc.org](http://www.gsccc.org).

## Social Media

No girl, or adult acting on behalf of girl members, can collect money online for Girl Scout products or a money-earning activity online. The exception to this is the GSUSA-approved product sale program.

Girls/caregivers may not post on any resale sites or social media groups/pages. Examples of resale sites/pages include, but are not limited to Facebook Marketplace, Offer Up, Craigslist, and Amazon, eBay, yard sale sites and trash to treasure groups.

## Top Sellers

The 2020 Fall Product Top Seller will be featured on the 2021 order card.  
**Layla M** from the Hampton service unit is our 2019 Top Seller.

The Top 5 Fall Product Sellers will visit the Norfolk Zoo for a **Sloth Encounter**.

*Additional reward and patch information can be found on the order card.*



## Better Together Bonus & Girl Crossover Patch

Participating in Fall Product can increase troop cookie proceeds! Troops will receive \$0.01 per cookie box sold if:

They have four or more girls selling and the troop fall product PGA selling is \$225+.

They have four or more girls selling and the troop cookie PGA selling is 250+ boxes.

All girls selling will also be eligible for a **special** Crossover patch. Crossover patches will be awarded after the completion of the 2021 Girl Scout Cookie Program.



## Money & Product Tips!

### Never collect payment before delivering nuts and candy.

Always request a receipt for all product received and payments made to your troop. Turn in payments frequently. Checks are to be made payable to GSCCC. Do not accept starter checks from customers.

Each troop is responsible for determining if they are willing to accept credit card payments.

Troops can choose to connect their troop account to a Venmo or CashApp platform in lieu of a card reader service.

Nuts and candy cannot be returned to the troop.

Do not accept damaged product from the troop.



## New for 2020!

### Hot Cajun Crunch

You asked and we listened! We are bringing back Hot Cajun Crunch to the order card! Customers will now be able to order Hot Cajun Crunch directly from a Girl Scout or select the girl deliver option online.

### Peanut Butter Trail Mix

You read that right- the Buffalo Ranch Snack Mix has been retired and is being replaced with this sweet treat! This trail mix includes peanuts, peanut butter gems, peanut butter mini cups, mini pretzels and cashews. Available in a re-sealable bag for \$7.

### 2020 Uniform Tin

As promised, we are continuing our vintage uniform tin collection with this Brownie inspired tin holding Mint Treasures. A must-have addition to any Girl Scout's collection!

### 2020 Holiday Tin

Embrace the feeling of winter while snacking on chocolate covered pretzels with this chickadee tin. This tin makes the perfect holiday gift for others (or yourself)!



### New Vendor and Online System – M2 Media Group & M2OS

M2 became a licensed product program vendor for GSUSA in January 2013. They are an award-winning technology company.

### Magazines Only!

M2 offers magazines only – no candles, cards or tumblers. Nuts and candy are still available for direct shipping through Ashdon Farms.

### Avatar Builder and Room

After a girl establishes her personalized online storefront and builds her avatar, she will be able to access her online room. In her room, she can see her troop friends' avatars too.

### No Cupboards

Cupboards will not be available during this Fall Product season. All troops should order enough product to fulfill girl orders and any extras they might need in the two weeks after delivery. *Service Units may have extra product check with your SUFPC for details.*

### Proceeds

Proceeds on all items shipped or delivered are 16.5% with rewards and 18.5% without rewards (based on retail price, does not include shipping).

### Training

Council will offer online training for service units and troops. There will also be online Informational sessions for families.

### Mascot

The mascot for the 2020 Fall Product Program is the pygmy three-toed sloth. There are currently less than 100 of these small sloths in the world, and they can hold their breath for up to 40 minutes underwater!

