## 2022 Fall Product Program Juliette Guide

The Fall Product Program is easy, fun, and a great way to start off your Girl Scout year! Girls will learn and develop important skills—goal setting, decision making, money management, people skills, and business ethics—which help them grow into leaders.

- **Fall Product Program** is a financial literacy program where girls get to be entrepreneurs. Girls sell nuts, candy, and magazines and learn to run their own business.
- **Girl Scout Juliettes earn rewards and Cookie Credits** to use for GSCO events and activities throughout the year! However, Juliettes do not earn proceeds; only troops earn proceeds.
- Juliettes can also earn their way into the GSCO S’mores Club and receive additional rewards!

### Summary of Juliette Caregiver Responsibilities:

- **Take training** and read the Fall Product Program/M2 guides. Note deadline reminders on your calendar.
- **Communicate** with your service unit fall product manager—they are your “go-to” person for questions and support.
- **Assist your Juliette** with setting up her online storefront and connecting with her customers.
- **Enter paper order card orders and payments** and later, girl reward selections, into M2 by deadlines.

### Program Begins

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
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<tbody>
<tr>
<td>Last days Juliette caregivers can enter order card orders.</td>
<td>Sept. 10</td>
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<tr>
<td>Last days Juliette caregivers can make payment for orders through M2.</td>
<td>Oct. 9-11</td>
</tr>
<tr>
<td>SUFPM can assist with order entry and payments if needed.</td>
<td>Oct. 12</td>
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<tr>
<td>Online nut and candy girl delivery orders end.</td>
<td>Oct. 12</td>
</tr>
<tr>
<td>Online shipped and donated nut/candy/magazine orders continue.</td>
<td>Oct. 12-24</td>
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### Program Ends

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
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<tbody>
<tr>
<td>Girl reward entry deadline.</td>
<td>Oct. 26</td>
</tr>
<tr>
<td>Product delivery to SUFPM starts.</td>
<td>Week of Oct. 31</td>
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<tr>
<td>Fall Product Program ACH debit.</td>
<td>Nov. 2</td>
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<tr>
<td>Girls product delivery starts.</td>
<td>Week of Nov. 7</td>
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<tr>
<td>Reward delivery to SUFPM starts.</td>
<td>Week of Nov. 28</td>
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### FALL PRODUCT PROGRAM RESOURCES

- **Find training through gsLearn on the GSCO website, or the Facebook page and YouTube Channel.**
- **Scan QR code to access M2OS guides, family resources, permission form and girl activities!**

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Need M2 technical support or assistance with orders?  
Contact M2 Customer Service  
question@gsnutsandmags.com  
Or call 1-800-372-8520

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Hawaiian Monk Seal Mascot
<table>
<thead>
<tr>
<th>Product</th>
<th>Sale Type</th>
<th>Money Collection</th>
<th>Delivery to Customers</th>
<th>Juliettes</th>
</tr>
</thead>
</table>
| Nuts Candy | In-Person | • Girls share order card, collect money from customers  
• Juliette caregiver enters orders into M2 by the deadline. Ask service unit fall product manager to assist you if needed.  
• Girls turn in cash to TFPM OR pay for orders through M2 site | Delivered by girls to customers  
**Deadlines:**  
Family enter orders: Oct. 9  
TFPM enter orders: Oct. 9-11  
SUFP enter orders: Oct. 12 | Earn girl rewards and Cookie Credits |
| Nuts Candy | Online | • Girls create storefront in M2, send emails to friends and family  
• Customers pay online for girl delivery  
• Orders are *automatically credited* to the girl in M2 | Delivered by girls to customers  
**Girl delivery online order deadline:** Oct. 12 | Earn girl rewards and Cookie Credits |
| Nuts Candy | Online | • Girls create storefront in M2 and send emails to friends and family  
• Customers pay online (+ shipping cost)  
• Orders are *automatically credited* to the girl in M2 | Shipped from vendor  
***Care to Share orders ship free ***  
**last day:** Oct. 24 | Earn girl rewards and Cookie Credits |
| Magazines | Online | • Girls create storefront in M2 and send emails to friends and family  
• Customers pay online  
• Orders are *automatically credited* to the girl in M2 | Shipped from vendor  
***Magazines ship free ***  
**last day:** Oct 24 | Earn girl rewards and Cookie Credits |

**Personalized patch girl reward criteria:**

- Create avatar
- *Send 18+ emails via your M2 site AND share your* unique code (site link) *through your M2 dashboard*
- Sell $375+ in combined (online and/or in-person) sales during 2022 Fall Product Program

**S’mores Club girl reward criteria:**

- Create avatar
- Send 21+ emails via your M2 site
- Sell 21+ items (online and/or in-person) during 2022 Fall Product Program
- Participate in the 2023 Cookie Program and sell 400+ packages of cookies

Girls who meet the S'mores Club criteria will earn the S’mores Club patch and a pair of custom CONVERSE shoes!
Juliette Caregiver Checklist

Before the Program

TIP: If your Girl Scout needs to join or renew her membership for the 2022-2023 year, go to myGS on the GSCO Website.

August/September

☐ Program Materials—SUFPMs will distribute order cards, money envelopes, and permission slips to Juliettes/caregivers.

☐ Program resources (except money envelopes) are on the GSCO website, Fall Product Program page too. Juliette caregivers must complete, sign and turn in a permission slip to the SUFPM. The paper form is included in this guide. It includes a QR code/link to the online permission e-form, as well as tips for in-person order taking and product delivery.

Watch the Fall Product Program training and M2 demo videos. The program training will give you a detailed overview of what to do before, during, and after the program. The M2 demo videos will show you how to help your Juliette set up her online storefront. You can find it on the GSCO Facebook page or YouTube channel. Trainings will post after Labor Day.

☐ Also look for GSCO social posts for tips and videos on how to use the M2 operating system and ways to support your Girl Scout throughout the program.

During the Program

Fall Product Program
Begins Sept. 10 and ends Oct. 24

September/October

☐ Juliette caregivers will receive an email invitation the week of Sept. 5 to access M2 or they can go to the website gsnutsandmags.com/gsco. Didn’t receive an email? Check your spam mail folder first. Log in instructions are on GSCO Website.

☐ Sept. 10 - Go Day! Girls create and customize avatar, set-up their storefronts, and record message or video. Caregivers can help if needed! Girls should send emails to customers as soon as their storefront is set up. Girls can take orders online and/or in person with the paper order card.

☐ Oct. 9, 8 p.m. paper order card/girl delivery orders end. Juliette caregivers can make payments for order card orders through M2 online storefront by 8 p.m., OR deposit order money collected through M2. See Juliette deposit instructions in this guide.

*After Oct. 9, customers can purchase nut and candy items for girl delivery through girl online storefronts only, up until Oct. 12, 8 p.m. No late orders will be accepted.

☐ Oct. 11, 8 p.m. deadline for Juliette caregivers to enter any order card orders into M2. All money for order card orders is also due. Make payments through M2. Customers who order through girl’s online storefront pay when they order. No need to enter those orders!

☐ Oct. 12, 8 p.m. deadline for SUFPMs to enter or correct paper order card/Nut Promise orders.

    Oct. 13 - 24, continue to promote Care-to-Share and magazine orders that have no shipping fees!

    Shipped nut and candy sales continue until Oct. 24, 8 p.m.

☐ Oct. 26, 8 p.m. - Rewards deadline. Juliette caregivers must enter girl reward options in M2.

NOTE: GSCO can change a reward selection from the item to Cookie Credits, if the girl prefers. However, GSCO reward orders are placed based on number of items selected; it’s not possible to provide an item if it was not selected.
**After the Program**

**Print Girl Scout order report** from M2 and bring it when you pick up product. SUFPMS will have product sorted by girl/delivery ticket. The **Girl reward report** can also be printed from M2.

**WHILE PICKING UP ITEMS FROM SUFPM:**
- Count and verify each item received.
- **Sign itemized receipt** for pick up and keep it in your records.

**After Pick Up:**
- Sort products by customer and prep them for delivery. **See Girl Delivery Tips and Best Practices included on the permission form included in this guide!**

Need a receipt? Go to Fall Product Program page.

**DOWNLOAD, SAVE AND PRINT REPORTS!**
**Timeline for pick up and distribution of nut/candy items and rewards to families**-

- **If you receive wrong products or rewards, notify your SUFPM right away!**
  - **Week of Oct. 31:** Fall product starts to be delivered to SUFPM.
  - **Nov. 2:** Fall Product Program ACH debit.
  - **Week of Nov. 7:** Girls start to deliver product to customers.
  - **Nov. 18:** Last Day to report fall product damages or shortages.
  - **Nov. 28:** Fall Product Program girl rewards start to be delivered to SUFPM.

**Reminder - Please bring all candy inside immediately after pick-up, store in cool, dry place, and keep it cool during deliveries!**

**CARE TO SHARE**

The **Care to Share Program** is a great way for customers to give back to the community!

Girls collect $7 donations and Girl Scouts of Colorado will distribute treats to people in the military.

Each donation is credited to the girl’s sales and the troop receives $1.05 in proceeds.

Girls earn the patch by receiving 10 or more Care to Share donations.
Parents/caregivers are responsible for depositing money collected by their Juliette from Fall Product Program nuts/candies sales. Here are two ways to deposit money:

1) Parent/caregiver can “deposit” the Fall Product order money that the Girl Scout Juliette collects for paper order card/Nut Promise orders, by making a payment through their Juliette’s M2 online storefront.

Oct. 9, 8 p.m., DEADLINE TO MAKE ORDER PAYMENTS through the Juliette’s M2 online storefront.

- If you have questions about how to make payments through the M2 operating system, contact your service unit fall product manager.
- The M2OS guide for Juliettes outlines how to make payments through M2 is on the GSCO website. Scan QR code to go to Fall Product Program resources page.
- Make weekly/frequent deposits during the program. Please do NOT give money or checks to your service unit cookie manager (SUCM) or hold onto these cash/checks collected for extended periods of time.

2) Another option is for parents/caregivers to deposit all order money that Juliettes collect during the 2022 Fall Product Program into GSCO’s account at *Bank of Oklahoma (see bank address below). It is recommended that you make weekly deposits throughout the program.

- **Complete GSCO Payment form** BEFORE you prepare and drop off or send in your deposit to Bank of Oklahoma. Go to [Payment Notification Form - Formstack](#).
- **Make a Deposit**: Deposits can be made at any Bank of Oklahoma location in Colorado. If there isn’t a Bank of Oklahoma branch near you, mail a money order or check, *with a deposit slip*, to the Bank of Oklahoma address listed below. Do NOT send cash through the mail.
  - Write your Girl Scout’s full name and your town/city on the deposit slip. This is very important for tracking all the deposits made on behalf of your Girl Scout Juliette.
- **Deposit Receipt**: Take a photo of the deposit slip, money order or check that you’re sending to the Bank of Oklahoma and keep the photo as a receipt for your records.

**Girl Scouts of Colorado does not reimburse NSF checks. Accept customer checks at your own risk!**

Mail deposit to:
Bank of Oklahoma
P.O. Box 8779
Denver, CO 80201-8779

If you need deposit slips, please contact Stephanie Sanders at [Stephanie.Sanders@gscolorado.org](mailto:Stephanie.Sanders@gscolorado.org)

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The Fall Product Program ends on Oct. 24, 2022. Any outstanding order payments/money collected should be deposited into Bank of Oklahoma by Oct. 25. Any Juliette parent/caregiver with an outstanding balance after 5 p.m. on Oct. 28, 2022 must contact council to make payment arrangements, otherwise they are at risk of being referred to a collection agency for the debt and could be pursued to maximum extent of the law.