




2024 Fall Product Juliette Caregiver TFPM Guide

Sept. 7	Program Begins
Oct. 6	Last day caregivers can enter Order card orders and make payments through M2.
Oct. 7-8	TFPMs can enter order card orders.
Oct. 9	Online girl delivery orders end.
After Oct. 9	Late orders will NOT be accepted.
Oct. 9-21 	Online nut and candy shipped and donated orders, Tervis Tumblers, BarkBox, personalized items, and magazines continue.
Oct. 21	Program ends
Oct. 23	Girl Scout reward entry deadline.
Week of Oct. 28	Product delivery to SUFPM starts.
Oct. 30	Fall Product Program ACH debit.
Week of Nov. 4	Girl Scout product delivery starts.

The Fall Product Program an easy and fun, and a great way to **start off the Girl Scout year!** Girl Scouts learn how to run their own business while connecting with customers and selling nuts, candies, Tervis Tumblers, BarkBox options, magazines, and personalized items during the Fall Product Program.

Juliettes do not earn proceeds from items sold; only troops earn proceeds. **However, Girl Scout Juliettes do earn rewards, Cookie Credits, and Juliette Program Credits, to use for GSCO events, camp, travel, take action projects, and so much more!**

Summary of Juliette Caregiver Responsibilities:

- **Complete training**, read guide, connect with service unit fall product manager. Note deadlines on your calendar.
- **Assist your Girl Scout 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 the deadlines.**
- **Pickup products from SUFPM, and later rewards. Make sure Girl Scout delivers orders promptly and uses best customer service practices.**

Five Skills



Goal Setting

Girl Scouts set individual goals and then create a plan to reach them. Being able to set and reach goals will help Girl Scouts succeed in school, on the job, and in life.



People Skills

Girl Scouts learn how to talk (and listen) to their customers, as well as how to work as a team with other Girl Scouts, helping them perform better with group projects, sports teams, and later at work.



Decision Making

Girl Scouts decide where and when to sell product, how to market their business, and what to do with their earnings. As Girl Scouts get older, making big and small decisions is a key life skill!



Business Ethics

Girl Scouts act honestly and responsibly during every step of the Fall Product Program. Employers want to hire ethical employees, customers want a positive experience - and the world needs ethical leaders.



Money-management

Girl Scouts develop a budget, take orders, and handle customers' money. Learning this skill gives Girl Scouts a leg up as they grow older and can handle their money-from lunch money to their allowance and their future paycheck.



Resources

Questions? The service unit fall product manager (SUFPM) is your go-to person to answer all your questions about the Fall Product Program. You can also find activities, reward information, M2 "how to" tutorial videos, and other resources on the GSCO [Fall Product Program page](#). Scan the QR code to go to the page.



Participation Options, Personalized Patches, and S'mores Club

Product	Sale Type	Money Collection	Delivery to Customers	Troop Proceeds
Nuts Candy	In-person	<ul style="list-style-type: none"> Girl Scouts share order card, collect money from customers Family or TFPM enters orders into M2 by the deadline Pay for orders through M2 site by Oct. 6, 8 p.m. 	<ul style="list-style-type: none"> Delivered by Girl Scouts to customers In-person order deadlines: Family enter orders: Oct. 6 TFPM enter orders: Oct. 7 -8 SUFPM enter orders: Oct. 9	\$1.05 per item sold
Nuts Candy	Online	<ul style="list-style-type: none"> Girl Scouts create storefront in M2, send emails to friends and family Customers pay online for girl delivery Customers pay online (+shipping cost) Orders are <i>automatically credited</i> in M2 	<ul style="list-style-type: none"> Delivered by Girl Scouts to customers or shipped Girl delivery online orders end Oct. 9 Shipped orders end: Oct. 21	\$1.05 per item sold
Tervis Tumblers Bark Box Personalized items	Online	<ul style="list-style-type: none"> Girl Scouts create storefront in M2, send emails to friends and family Customers pay online for girl delivery Customers pay online (+shipping cost) Orders are <i>automatically credited</i> in M2 	Shipped orders end: Oct. 21	13% per item sold
Magazines	Online	<ul style="list-style-type: none"> Girl Scouts create storefront in M2, send emails to friends and family Customers pay online for girl delivery Customers pay online (+shipping cost) Orders are <i>automatically credited</i> in M2 	Shipped orders end: Oct. 21	13% per item sold

Girl Scout Personalized Patch and S'mores Club Patch and reward

Personalized patch reward criteria:

- Create your avatar in M2.
- Send 21+ emails through M2 and *share your site link* through your M2 dashboard.
- Sell \$400 in combined sales during the 2024 Fall Product Program.



Girl Scouts who meet all the above criteria will earn the Personalized Patch.

S'mores Club Reward criteria:

- Create your avatar in M2.
- Sell 30+ items during the 2024 Fall Product Program.
- Participate in the 2025 Cookie Program and sell 500+ packages of cookies.



Girl Scouts who meet all the above criteria will earn the S'mores Club patch and a hoodie.

Important Dates and Action Steps

BEFORE THE PROGRAM - August/September

- **Caregivers and Girl Scouts must have current GSCO membership to participate.** If you or your Girl Scout needs to join GSCO or renew membership for the 2024-2025 year, go to myGS on the [GSCO website](#), or call GSCO at 1-877-404-5708 or email inquiry@gscolorado.org.
- **Complete a TFPM agreement form.** Caregivers act as “TFPMs” (fall product managers) for their Girl Scout Juliette and accept financial responsibility for products and the in-person delivery of products to customers.
- **Take required training available in gsLearn.** Your service unit fall product managers (SUFPM) might offer the required training at a service unit meeting too. Completing either option meets the requirement.
- **Note deadlines and read the information in this guide,** and watch the short “how-to” videos for girls and caregivers! You can find guides, videos, and other resources on the [GSCO website](#).
- **Girl Scouts/caregivers) will receive an email invitation on Sept. 2 to access M2.** Log in and follow the instructions. **Didn’t receive an email? Check your spam folder first.**
 - ⇒ Log in instructions are also posted on [GSCO website](#). Find the M2 site at gsnutsandmags.com/gSCO.

DURING THE PROGRAM - September/October



Sept. 7 - Go Day! Girl Scouts create and customize their avatar, set-up their storefronts, and a record message or video. Caregivers can help if needed! **Girl Scouts should send emails to customers and share their site link as soon as their storefront is set up.** They can take orders online and/or in person.

⇒ **Girl Scout Juliettes can participate anytime on or after Go Day!**

- **Oct. 6, 8 p.m. – Paper order card girl delivery orders end.** Orders can be entered by families until 8 p.m. TFPMs can enter orders as well. If you need assistance contact your SUFPM.
- **Oct. 6, 8 p.m. – Juliette caregivers can make a payment for order card orders through M2 online storefront by or follow Juliette deposit instructions posted on the GSCO website, Fall Product page.**
 - ⇒ **After Oct. 6, customers can purchase nut and candy items for girl delivery through online storefronts only, up until Oct. 9, 8 p.m. No late orders will be accepted.**
- **Oct. 8, 8 p.m. – Deadline for TFPMs to enter any paper card orders that have not been entered.**
 - ⇒ *Shipped nut and candy, magazines, BarkBox, Tervis Tumbler and personalized item sales continue until Oct. 21, 8 p.m.*
- **Oct. 23 - Girl rewards deadline.** Girl Scouts, caregivers/TFPMs can select reward options in M2.
 - ⇒ **Rewards will be calculated in M2 based on the number of items the Girl Scout sells. There are some reward levels though where there is a choice between a reward item or Cookie Credits. Reward choices must be made by the Oct. 23 deadline.** Girl reward orders are placed based on number of items selected; it’s not possible for GSCO to provide a reward item if it was not selected.

**Promote
Care to Share
donations -
no shipping fees!**

Important Dates and Action Steps

AFTER THE PROGRAM - November/December

- **Week of Oct. 28:** Nut/candy products starts to be delivered to service unit. TFPMs will pick up product and later distribute products to families.
- **Oct. 30:** Fall Product Program ACH debit.
- **Week of Nov. 4:** Girls start to deliver product to customers after TFPM picks up products from service unit.

Pick-up and distribution of nut/candy items and rewards to families

- ⇒ **Troop fall product manager (TFPM) will pickup nut/candy orders from service unit.**
- ⇒ TFPMs will set up a time/location for families to pick up nut/candy orders and later, girl rewards.
- ⇒ TFPMs must count and verify each item received during pick up from service unit, and when distributing nut/candy items and rewards to Girl Scouts.
- ⇒ **Families must sign an itemized receipt** for pick up of nut/candy items and girl rewards.

Parents/Caregivers:

Coach your Girl Scout on good customer service and on time order delivery.
See page 5.



Need a receipt for product pick-up or to give to customers?

Go to Fall Product Program page. Scan QR code on front of this guide.

CARE TO SHARE - Treats for Military Personnel



Need M2 technical support or assistance with orders?

Contact

M2 Customer Service

support.gsnutsandmags.com

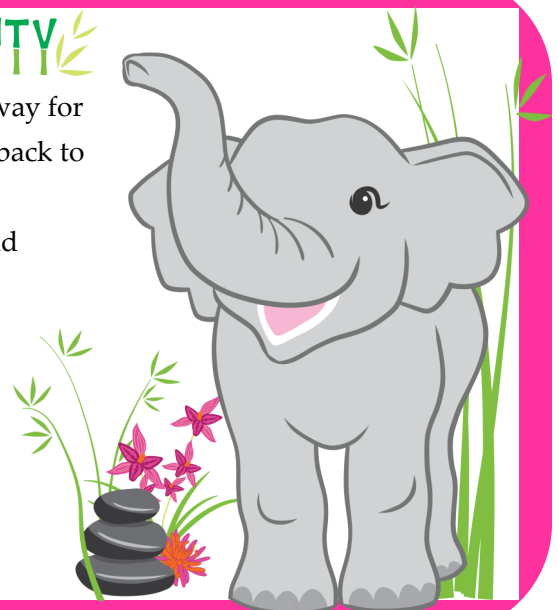
or call

1-800-372-8520



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

- Girl Scouts collect \$8 donations and Girl Scouts of Colorado will distribute treats to people in the military.
- Each donation is credited to the Girl Scout's sales and Juliettes will earn 1/2 a Juliette Program Cookie Credit for each donation.





Girl Delivery Tips and Best Practices

Before Girl Scouts share their order card or online storefront link with their customers, they should know their products and practice their sales pitch, including their goals! When people learn that they are working on a highest award or that their troop is saving up for a camp out, trip, or special event or planning to do a community service/take action project, they'll want to contribute. Family, friends, and neighbors want to support Girl Scouts and their goals!

In-person order taking

- Order cards have a variety of nuts and candies to choose from. Girl Scouts can easily share it with friends, family, and neighbors and take their orders. Customers can also purchase nuts and candies through the Girl Scout's online storefront, as well as other items like Tervis Tumblers, BarkBox options, and magazines.
- Business cards and door hangers are helpful tools when going door-to-door asking neighbors to support their goals. Girl Scouts can print them from their M2 dashboard! Both include a QR code to her online storefront.
- If neighbors aren't home, leave a business card or door hanger at the door instead, if allowed.
- Be respectful of no soliciting signs. Do not put items in mailbox!

Safety

- Adults must accompany Daisies, Brownies, and Juniors door-to-door order taking and nut/candy deliveries.
- It's recommended that Cadettes, Seniors, and Ambassadors go door-to-door and make deliveries with a friend or an adult.

Delivery

- After Girl Scouts receive the products for their orders, they should communicate with customers and coordinate time and location of nut/candy delivery.
- If they are unable to deliver the products to their customers at the arranged time, be sure to communicate the change and schedule a new time/date.
- Call or send customers a text message when the nut/candy product are "out for delivery."
- Customer appreciation is key to being a successful entrepreneur! Girls can include a personalized thank you note with the nut/candy delivery.



Girl Scout Juliette Program Cookie Credits and Activity Fund

Girl Scout Juliettes can launch their own businesses by participating the [Fall Product](#) and [Girl Scout Cookie Program](#). Girl Scouts can earn rewards, business and financial literacy badges, and develop five essential skills: goal setting; decision making; money-management; people skills; and business ethics.



In accordance with the Internal Revenue Service and Girl Scouts of the USA, Girl Scout Juliettes and their caregivers are not allowed to have bank accounts or hold cash. Therefore, Juliettes do not earn proceeds from Fall Product items or Girl Scout cookies sold; only troops earn proceeds, not individual Girl Scouts.

However, when participating in product programs, Girl Scout Juliettes may hold funds in the form of council issued Juliette Program Cookie Credits. In addition, they can also earn reward items, camp discounts, and Cookie Credits. Both Cookie Credits and Juliette Program Cookie Credits can be used to pay for Girl Scout events with a per girl fee, GSCO overnight camps and day camps, travel, and so much more!

Juliettes will earn ½ credit for each item sold during the Fall Product Program and ½ credit for each package of cookies sold during the Girl Scout Cookie Program. Juliette Program Cookie Credits will be sent directly to Juliette/caregiver.



Juliette Program Cookie Credit Guidelines:

Juliette Program Cookie Credits are issued and redeemed at the discretion of GSCO.

- Juliette Program Cookie Credits are issued for items sold during the Fall Product Program and/or for cookies sold during the Girl Scout Cookie Program.
- Juliette Program Cookie Credits are issued as a code and will be emailed directly to Juliettes/caregiver.
- Juliette Program Cookie Credits expire after five years.
- Juliette Program Cookie Credits cannot be replaced for any reason and cannot be exchanged for cash.
- It is the responsibility of each Girl Scout Juliette, along with their caregiver, to manage their own Juliette Program Cookie Credits.

- Juliette Program Cookie Credits are for Girl Scouts and are not to be used to pay fees or expenses for adults, or to purchase items for adults.
- *Approved Juliette Program Cookie Credits uses are:*
 - o GSCO overnight camp
 - o GSCO volunteer run day camp sessions with a per girl fee
 - o EF Tours
 - o GSUSA Destinations travel
 - o GSCO service unit trip, event, or activity with a per girl fee
 - o GSCO sponsored program events
 - o GSCO shop purchases
 - o GSUSA membership dues and lifetime membership
 - o Girl Scout-related field trips or activities
 - o Completed Girl Scout Bronze Award projects
 - o Approved and completed Girl Scout Gold Award and Silver Award projects

How Juliette Program Cookie Credits are calculated

Juliettes will earn ½ credit for each item sold during the Fall Product Program and ½ credit for each package of cookies sold during the Girl Scout Cookie Program.

Examples:

For 30 items sold during the Fall Product Program, a Girl Scout Juliette will earn 15 Juliette Program Cookie Credits and 15 credits will go into the Juliette Activity Fund.

During the Cookie Program, when a Juliette sells 150 packages of cookies, they will earn 75 Juliette Program Cookie Credits and 75 credits will go into the GSCO Juliette Activity Fund.

Juliette caregivers can complete the [Cookie Credit Reimbursement Form](#) to be reimbursed for approved Juliette Program Cookie Credit uses. Requests for reimbursements for a youth membership fee, GSCO event fee, Girl Scout travel expenses, Highest Award project expenses, or GSCO day camp or overnight camp fees should be submitted within 90 days and/or within the same membership year.

GSCO Juliette Activity Fund



An additional ½ credit per item sold during the Fall Product program and/or per package of cookies sold during the Girl Scout Cookie Program, will go into a broader, GSCO Girl Scout Juliette Activity Fund that will support the delivery of Juliette program opportunities. *These programs are open to all Girl Scout Juliettes regardless of their participation in GSCO Product Programs.*