

girl scouts of western new york





2023 FALL PRODUCT PROGRAM TROOP TRAINING

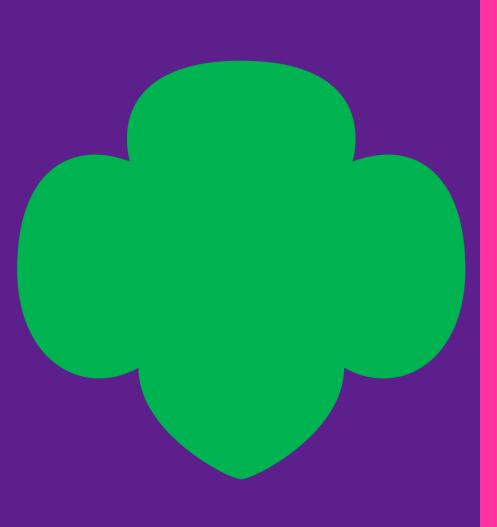
#### Meet Your Vendors!







- Founded in 1921, Ashdon Farms has been working with Girl Scout Councils since 1996
- Ashdon Farms produces nuts and candy for our council as well as many national retailers.
- Founded in 2004, M2 has been working with Girl Scout Councils since 2013
- M2 offers top magazine subscriptions, easy renewals for your favorite magazines, Tervis tumblers and the vendor software for all participating GS councils.



### 2022 Fall Program Recap

#### 2022 Recap

- \$99,266-Troop Proceeds earned
- 2,214-Girl Scouts Participated
- 470-Troops Participated
- 1,728-Avatars created
- 32,023-emails sent
- 2,206 Care to Share items donated

#### **GSWNY's Top Selling Items**

**#1-Peanut Butter Bears** 

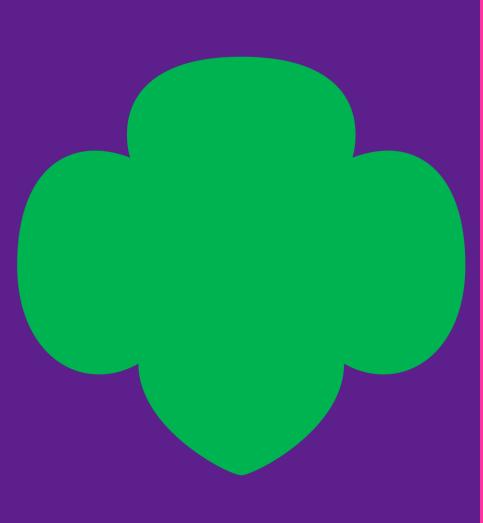
**#2-Deluxe Pecan Clusters** 

#3-Dulce deLeche Owls

#4-English Butter Toffee

**#5-Dark Chocolate Caramel Caps** 





## New for 2023

## Theme and Mascot

# OWN YOUR MAGIC

#### All About Ocelots

Scientific Name: Leopardus Pardalis

**Length:** 2.2 – 3.3 feet **Tail length:** 10 – 18 inches

Weight: 18 – 34 pounds Gestation Period: 79 – 82 days

**Diet:** They are carnivores that mostly prey on mammals, reptiles, birds, fish, and crustaceans. Their largest prey items include large rodents, armadillos, sloths, monkeys, hoofed animals.

**Characteristics:** Has gray to golden brown fur. Their brown spots and patches are bordered by black on their sides. Their spots can come in many patterns. It has two to three stripes on its cheeks and four to five horizontal stripes on its neck and chest.



#### **Interesting Facts:**

- · Ocelots live in rainforests
- Ocelots are picky eaters
- · Ocelots are nocturnal
- Ocelot's coats are unique (no two ocelots have the same markings)



#### Product Updates



#### **New Online Order options**

Tervis Tumblers



Girl Scout themed Bark Box

#### Product Updates



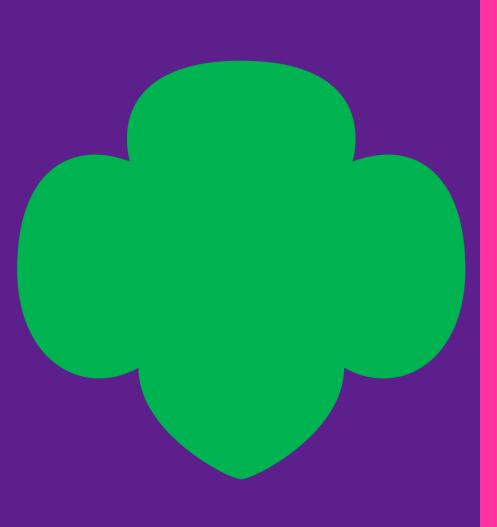
#### New order card, online girl delivered or direct ship options

Girl Scout Memory Box Tin Milk Chocolate Mint Treasures





Cheddar Caramel Crunch



## Fall Product Program



The Program itself is a learning experience



Troops use money earned from the program participate in fun adventures like travel and camp



Troops use money earned to give back to their community



The program helps fund the entire Girl Scout Experience

What is Product Program?

Why should troops participate?

Why should girls participate?

Troop Proceeds \$1.15 for every nut and candy item \$3.25 for every magazine, Bark Box and Tervis Tumbler C/S/A troops who waive rewards earn \$1.40 for nut and candy items & \$3.75 for magazine, Bark Box and Tervis Tumblers





## Ways to participate

In-Person	Direct Shipped			
<ul> <li>Girls ask friends and family to purchase items from the order card</li> <li>Product is paid for when order is placed</li> </ul>	<ul> <li>Girls share link to the magazine and nut and candy stores</li> <li>Customers select items and pay online</li> </ul>			
Online Girl Delivered	The magic happens when			
<ul> <li>Customers pay online with a credit card for the same products offered on the inperson order card</li> <li>Orders and payment automatically show in the M2OS system</li> </ul>	<ul> <li>Girl Scouts set their goals</li> <li>Design their program by choosing how they want to participate</li> <li>Earn rewards and help their troop fund fun activities</li> </ul>			







#### CARE TO SHARE

Customers can order nuts to be donated to Support the Military through Operation Gratitude!

Orders can be placed through order card, online girl delivered or direct ship channels

Products are distributed by council and are not delivered to troops/girls

Troops earn proceeds and girls who sell 5 Care to Share items earn a special patch and credit towards other rewards





Own Your Magic Patch





Ocelot Patch



5+ Nut Donations Care to Share Patch

#### 2023 Rewards



150+ Combined Sales Waterproof Die Cut Stickers, 3x3 in size



250+ Combined Sales Small Ocelot Plush



350+ Combined Sales Choice of: Paint By Number on Canvas with Oil Pastels OR Charm IT! Bracelet and Charm



Choice of: Large Ocelot Plush OR Bluetooth Tower Speaker



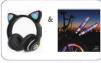




Choice of: Zipper Pouch &

Color Changing Markers OR

\$10 Program Reward Card



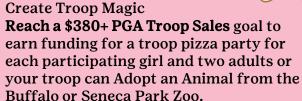




Create Your Magic Troop Experience Reward Troops who reach who reach \$380 PGA by Nov. 12th earn their choice of a

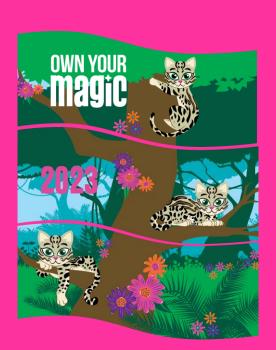
pizza party-\$5 per participating girl and two adults OR adopt an animal at the Buffalo or Seneca Park Zoo-Visit our website for more information.

Choice of: Cat Wireless Headphones & LED Bike Lights OR GSWNY 2025 1-Year Membership GSWNY reserves the right to substitute items as needed. Items pictured may vary due to availability. No returns or exchanges.



#### 2023 Patches!

- 20+ emails sent earns
   Own Your Magic
   patch
- 5+ magazine, Bark
   Box or Tervis Mugs
   sold earns 2023 patch
- 20+ nut/candy items sold earns Ocelot patch



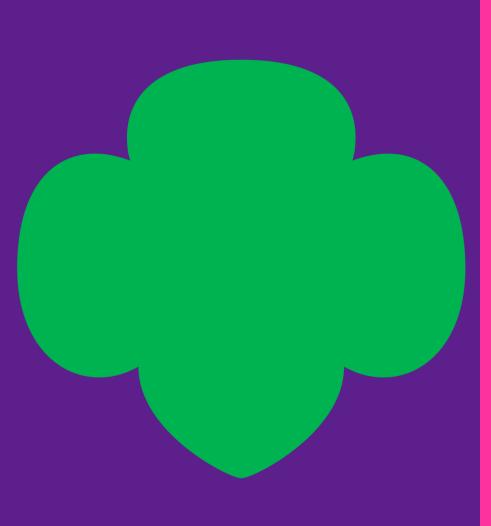
#### Personalized Avatar Patch







Girls who sell 5+ Share items earn the Care to Share patch



## Girl Experience

#### **Materials for Parents & Girls**

#### Family Guide



#### M2 Flyer



#### Order Card







\$7 B Deluxe Pecan Clusters

milk chocolate, 5oz. Box

Roasted pecans covered in caramel and



Fresh, milky caramel surrounded by smooth



Crunchy handcrafted toffee drenched in

milk chocolate, 6oz, Box

sea salt, 6oz, Box

### **IMPORTANT!**

to purchase your ling a wider selection exclusive items and will be direct shipped

Add QR code here.



#### **Share Donation Program**

Show your appreciation by giving the gift of snacks to our Military Troops. No product selection required.



A Peanut Butter Bears





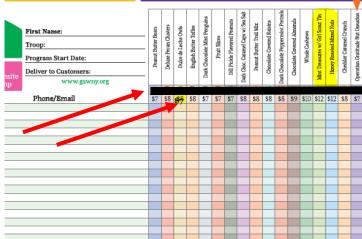












Rich dark chocolate penguins bursting with frosty mint, 6oz, Box





The plumpest raisins covered in smooth milk

chocolate, 10oz. Poptop Can

Fat free! Assorted naturally & artificially fruit

flavored chewy candy, 10.5oz, Bag



Crunchy peanuts with an irresistable

dill pickle flavor, 9oz. Poptop Can



Crunchy almonds covered in milk chocolate.

I Peanut Butter Trail Mix Peanuts, peanut butter gems, peanut butter mini cups, mini pretzels and cashews. 7oz. Bag







Crunchy pretzels coated in rich dark chocolate





Creamy milk chocolate with a refreshing mint Cheese crackers, cheese corn sticks, mini pretzels,





28.

Quality products roasted and packaged by: (ASHDON FARMS\*) The GIRL SCOUTS® name and mark, and all other associated trademarks and logotypes, including but not limited to the Trefoil Design, are owned by Girl Scouts of the USA. Ashdon Farms is an official GSUSA licensee.

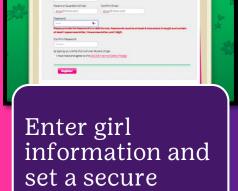
A B C D E F G H I J K L M N O P Q Parents: Review and enter all in-person orders into M2 System COST EACH \$7 \$8 \$8 \$8 \$7 \$7 \$7 \$8 \$8 \$8 \$9 \$10 \$12 \$12 \$8 \$7 TOTAL \$ AMOUNT SOLD

## Registering Her Account: First Time Participants

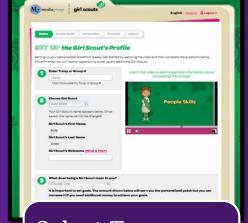


Enter zip code to ensure girls are on the correct council webpage





password



Select Troop Number or "I don't know/see my Troop/Group"



## PARTIIPANT PLATFORM SET-UP

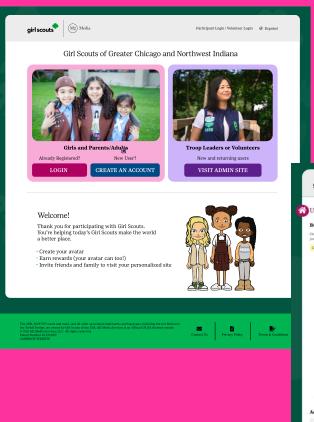
Confirm Email Address

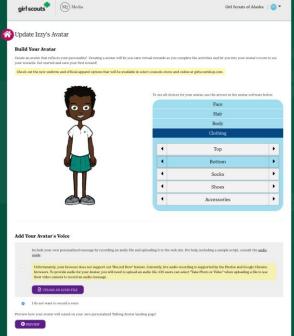
Confirm Troop Number

Set Goals

Build Her Avatar

Include Video





#### PARTICIPANTS DASHBOARD

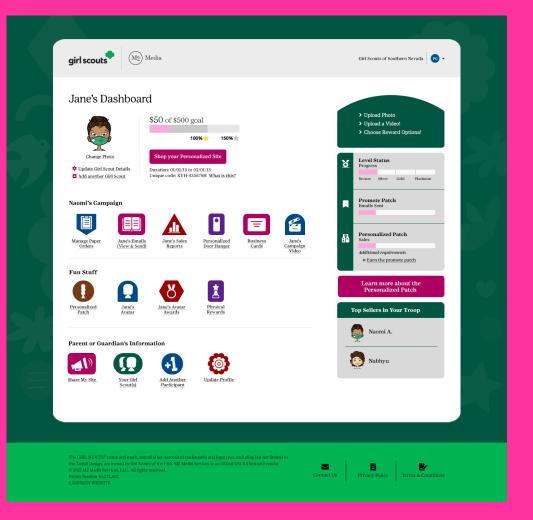
Emails/social media/texts

Girl's avatar room with virtual rewards & troop photo

Manage nut card order entry

Select rewards

Sales reports



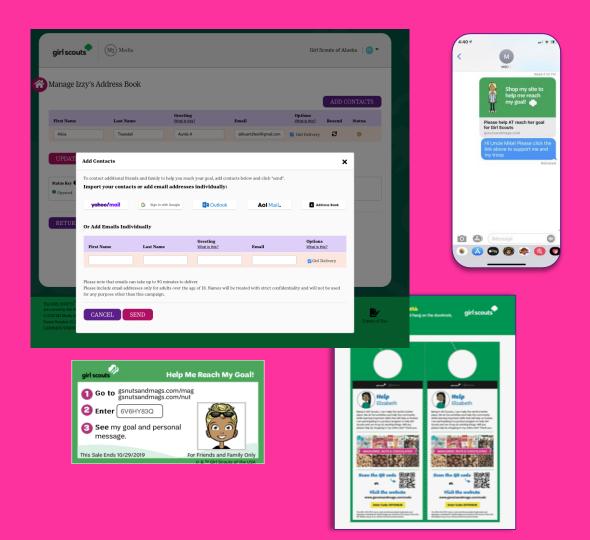
#### TOOLS TO RUN HER BUSINESS

Send emails to friends and family

Share My Site through social media and texting

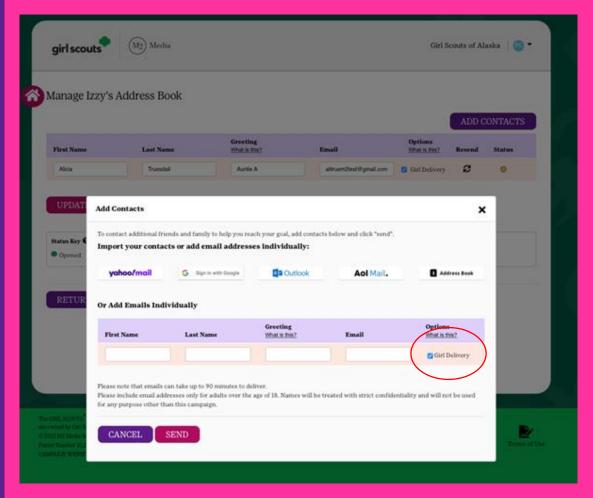
Printable business cards

Door hangers with QR codes



## GIRL DELIVERED OPTION

- Opt In is the default
- Opt Out: unselect the Girl Delivery box

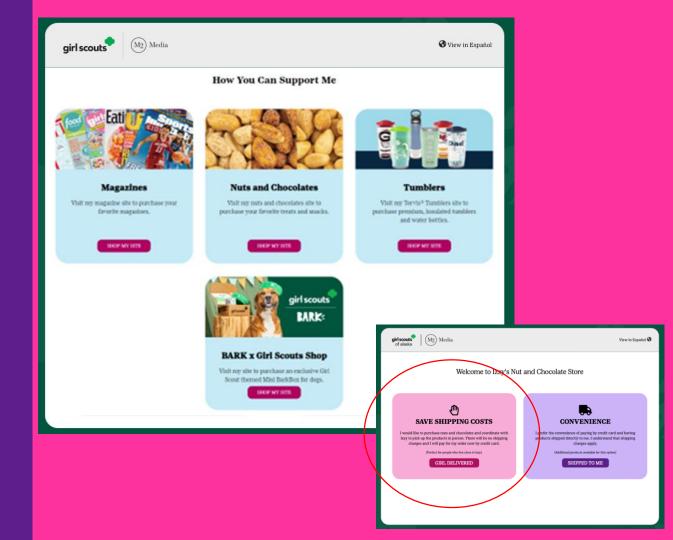


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#### Online Shopping Sites

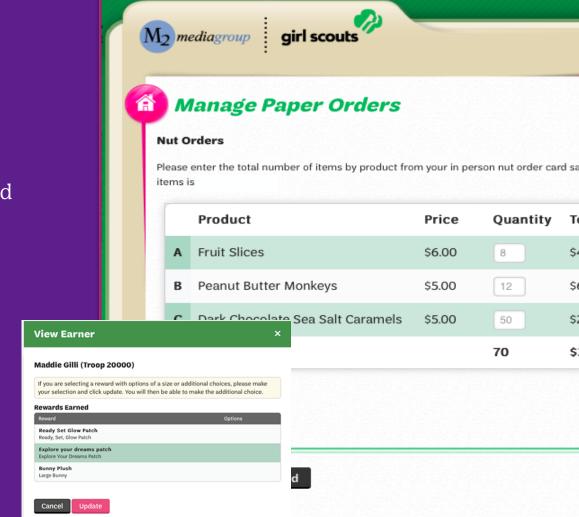
Supporters select their desired product line

Nuts & Chocolates have two options: Girl Delivered or Direct Ship



#### ENTERING ORDER CARD AND REWARD ITEMS

- Parents/guardians enter only the total of each item from their nut order card into the M2OS system.
- These nut card totals will be added to the girls online sales. Online orders and payments are automatically credited in M2OS (including Girl Delivered)
- Make reward selections where needed





#### Reports



All Sales

Online Magazines Online Nuts

Paper Sales Special Reports Online Nuts Girl Delivere

Total

\$0.00

\$147.00

27 \$147.00

Council Report Service Unit Report Troop Report Girl Scout Report

Mil All Sales : Current Campaign

Girl Scout Report - Izzy Cole
(Number of Emails Sent: 1)

Conline Magazines
Online Nuts
Nut Order Card
Total Sales

Range

Current Campaign 🕶

Search Tools

#### **Online Magazines**

Supporter	Product	Price	Qty	Sales		
No supporter sales exist for the Girl Scout.						

#### **Online Nuts**

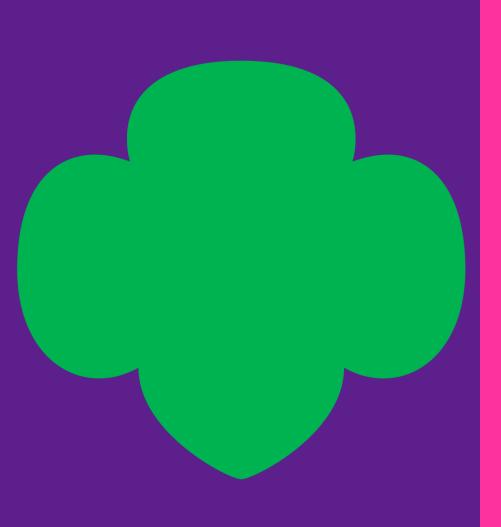
Supporter	Product	Price	Qty	Sales		
No supporter sales exist for the Girl Scout.						

#### **Nut Order Card**

Product			Sales
Dark Chocolate Sea Salt Caramels	\$5.00	9	\$45.00
Fruit Slices	\$6.00	12	\$72.00
Peanut Butter Monkeys	\$5.00	6	\$30.00
Total		27	\$147.00

#### **REPORTS**

- Reports broken out by sales categories
- View all Girl Delivered items sold online by customer to see which products to deliver



## Troop Volunteer Experience

Helping Girls Do Great Things!







#### Announcement

XYZ Troop LEADER NAME: To manage the product program this year, please set up your account now. You will be able to monitor reports, communicate with troop leaders and create your own avatar. Your username will be the email address shown below. Use that information when you <a href="mailto:create your password">create your password</a>.



Once you log in, create your avatar and visit the "Parent and Adult Email Campaign" section. Check or enter the email addresses for the girls / parents in your troop so they will receive an email with instructions on how to participate.

Username: alitruem2test+tnctroop215@gmail.com

Once you have created your password, you can access the site using this link or go to www.gsnutsandmags.com/admin.

The program will run from 07/16/2022 to 12/31/2022 11:59 PM CST. Please encourage all girls to participate. It's fun and also a great learning experience. If you have any questions, contact us online or call 1-800-372-8520. Thank you for all that you do for Girl Scouts.



Thank you, M2 GS Test Council 1 Trophy

## Welcome To Your Campaign!

- Email invitation to login
- Troop Training Video
- Send Parent/Adult Email
   Campaign
- Create Volunteer Avatar

#### TROOP DASHBOARD

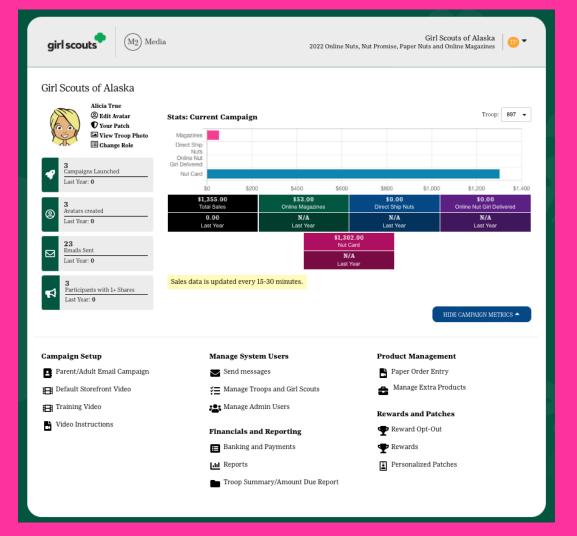
Messaging

Manage nut card order entry

Select rewards

Sales reports

Banking and payments

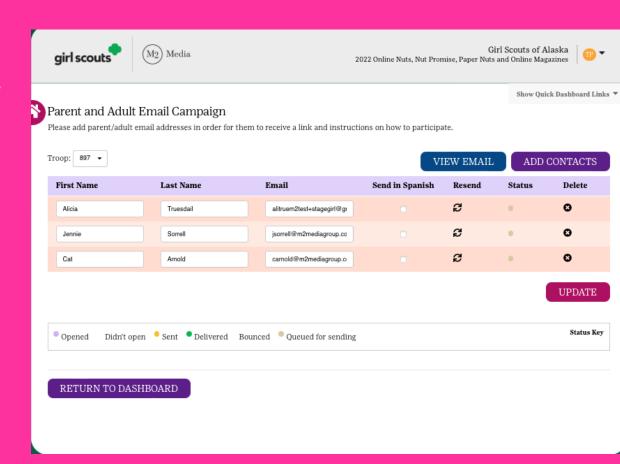


#### PARENT/ADULT EMAIL CAMPAIGN

Email addresses uploaded by council

Edit or enter missing parent/adult emails

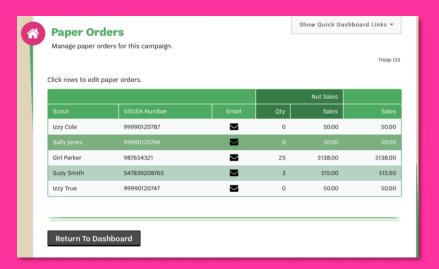
Email with instructions on how to participate



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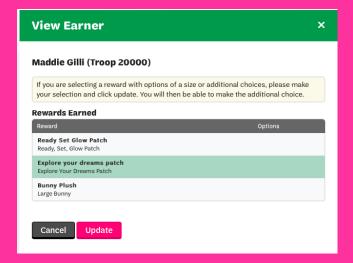
## **Entering In-Person Order Card Items**

- Select the Girl Scout's name to edit orders
- Only enter orders listed on order card. Online orders are automatically calculated in totals.
- Message girls directly with questions about items entered



#### Girl Rewards

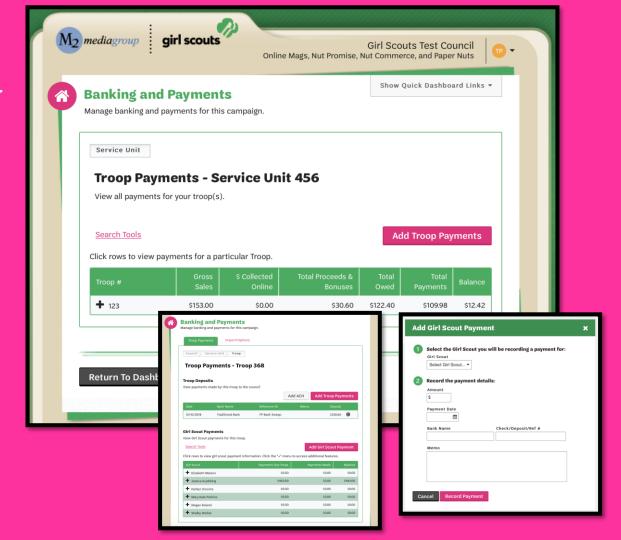
- Rewards are automatically calculated for girls
- To view rewards, choose the Rewards link from the Troop Dashboard
- If girls didn't make choices, troop volunteers can make reward selections for them
- Detailed reports of earned rewards available under Reports link or through the Delivery Tickets link



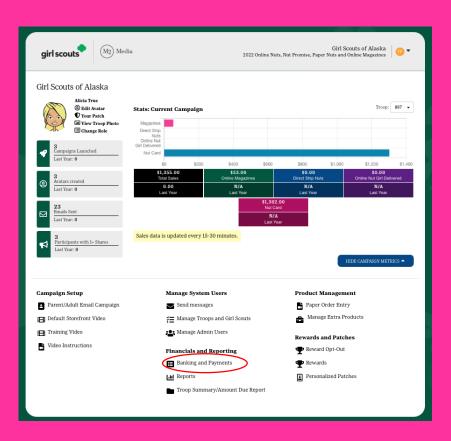
#### **TROOP BANKING**

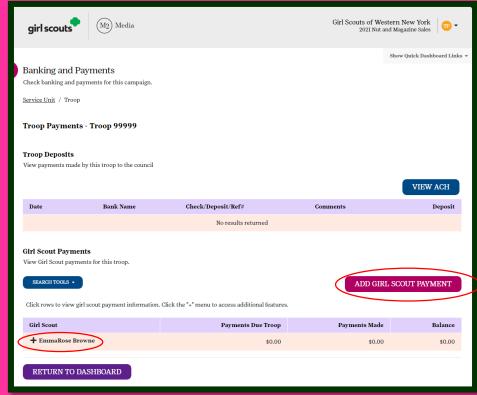
## Troop financial information:

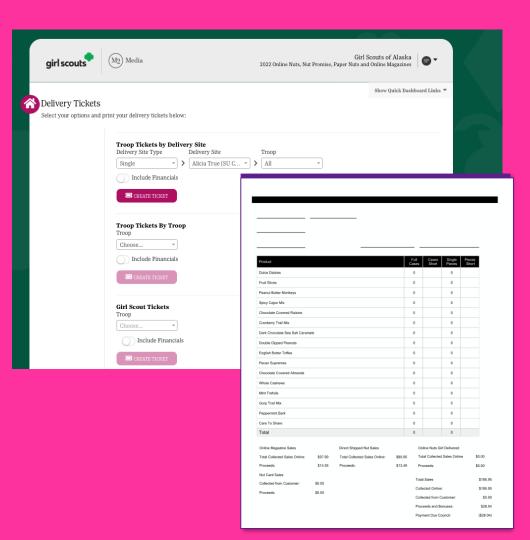
- Troop sales summary
- Gross sales
- Total paid online by customers
- · Total proceeds earned
- Balance due council
- Girl payments (entered by troop leader)



### How to enter girl payment







### Delivery Tickets

- Print delivery tickets by girl
- Available for products and rewards for easier sorting and pick up
- Option to include financials
- Makes creating receipts easy!

#### Be safe online!



Troops should review with their girls:

- Internet Safety Pledge
- Online Activity Check Points

## Forms & Resources!

Troop PM Agreement
Parent/Guardian Permission Form
GSWNY Fall Resources

M2 Homepage



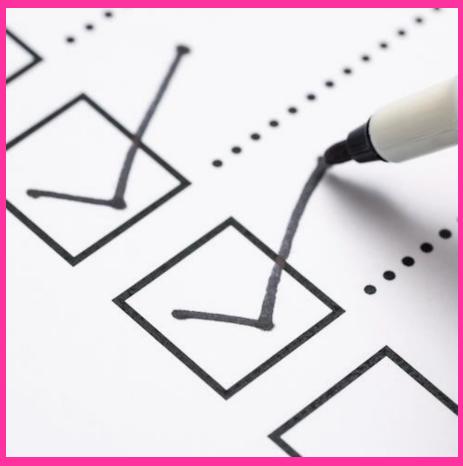


## Important Dates



Last day for **Troops to** enter orders in SU lockout & **NEW-Last day** M2OS for girls last chance to to report Troop enter orders product and on behalf of Program Payment due reward to council begins troops damages 2 weeks from Oct. 13 Nov. 15 Nov. 14 ship date Dec. 2 Nov. 15 Nov. 12 Online orders **Product** Last day for for Direct Ship Delivery to parent to enter Nuts & Service Unit Girl orders in Magazines M<sub>2</sub>OS ends Payment due to troop leader

#### What's Next?



- □Renew/Add your Troop Fall Product PM role in VS
- ☐Complete the Troop Product Manager Agreement-Forward a copy to your SUPPM
- ☐ Utilize troop roster to sort materials
- □Hold training for your parents/guardians
- □ Collect Girl Permission forms from parents/guardians before giving them materials for the program

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#### **FAQs**

#### How do I reset my password?

From the login page, click the Forgot Your Password link. Remember that if you are also a parent, you must log into the participant section to manage your Girl Scout's account. If you are also the troop/SU manager, you will need to login to the admin site. You can set up each site to use the same login and password for both!

#### When can a supporter expect a direct ship nut order placed online?

The supporter will receive a confirmation email of the order and then another email when the order ships with tracking details.

#### When will a participant receive their Personalized Patch?

The personalized patch will arrive about 8 to 10 weeks after being sent to the patch company for production. On the participant dashboard, you will see an ETA date so you can anticipate when your patch should arrive.

#### What if a participant didn't find their name as they log into the platform?

That's not a problem! Any Girl Scout who doesn't know their troop number or see their name, can add themselves to the system. After a participant sets up an account, there will be a brief delay while the council confirms their GSUSA membership. Once that task is completed, council will release the participant from the holding tank and their customers will then have access to make purchases.

#### When can I expect my online girl delivery items?

Because timelines may vary, please have customers inquiring about their online girl delivered items reach out directly to the Girl Scout from whom they purchased for more details."

## Questions?

Contact GSWNY Customer Care with all your Program related questions.

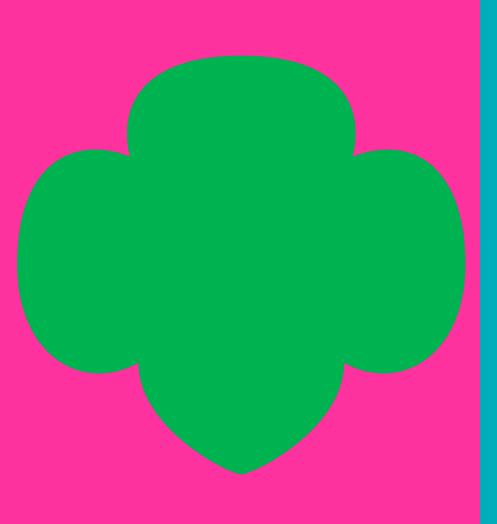
CustomerCare@gswny.org

1-888-837-6410



M2's Customer Care team is cross-trained to handle tech support, volunteer/participant and customer inquiries





# Thank you!