FALL PRODUCT PROGRAM - What’s New for 2020?

IMPORTANT DATES:
- **September 25:** Online opens & Order Card sales begin.
- **October 18:**
  - Last day for paper order card sales.
  - Last day for customers to choose online girl-delivered option.
- **October 19 by 11:59 PM:** Parent deadline for entering order card items in M2. *Online girl-delivered items should not be re-entered.*
- **October 21 by 11:59 PM:** Troop deadline to enter girl orders in M2.
- **November 7 – 13:** You will be notified by your Community Coordinator of the time and place to pick up your products.
- **November 15 at 11:59 PM** Last day for online orders for magazines and shipped nuts/chocolate orders.
- **November 16 at 11:59 PM:** Last day for girls to make reward choices online.
- **November 29:** Deadline for parents to submit all money to troop.
- **November 30 DEADLINES:**
  - **UNPAID FUNDS COLLECTION FORM** to be submitted to productsales@gsfun.org
  - All money collected to be deposited into the TROOP bank account.
- **December 2:** ACH withdrawal of total amount due.

TRAININGS:
- **Online Self-training:** available on the GSJS website for new volunteers if you missed the virtual trainings or a refresher for returning troops

  **Virtual Informal Q&A Session:** stop in with your questions! Tues. Sept. 29 - 7-8 pm. Please pre-register through the trainings/activity calendar

NEW FALL PARTNER – TROPHY NUTS
- Many of the same items we previously had, premium quality chocolate and nuts
- **NEW** – Peppermint Bark in Snowman Tin
- **NEW** – Milk Chocolate Mint Trefoils in Girl Scout Compass Tin
- **NEW** – Chocolate Covered Pretzels in Warm Winter Wishes Tin
- **NEW** – Dark Chocolate Malted Milk Balls w/Sea Salt

TROOP PROCEEDS: Increased for 2020. Nuts/chocolates now earn $1.00 per item, magazines $2 per subscription. Older girl reward opt-out earns extra $0.20 per item.

CARE TO SHARE (Gift of Caring Program) – $6 per donation for a nut/candy item – available online and on order card
PERSONALIZED PATCHES:
- Girls create their personal avatar/adventure. Patch is earned by sending 15+ emails through online system and sell $325 in total fall sales.
- Troop Volunteers can earn their personalized avatar by reaching $1200 in total troop fall sales

2020-21 FALL & COOKIE CROSSOVER PATCH - personalized with girl’s avatar – to qualify girl participates in both programs (fall and cookies)


NEW! ACH – OUR NEW PAYMENT PROCESS

GSJS will be using a secure electronic banking system for product payments or refunds.

BENEFITS:
- Convenient: leaders/troop volunteers only need to go to one bank – the troop’s bank!
- Troops have their proceeds immediately as they deposit product monies into the troop bank account
- No worries about overpayment to council.

HOW ACH WILL WORK
- Troops must have a bank account and will enter their bank account information into M2 before the start of the sale (by September 23rd).
- Troops are responsible for bad checks and any bank fees, so they should only take checks from people they know and are comfortable contacting if there is a problem.
- Council will initiate ACH withdrawal at the end of the sale for the amount due to council. This amount can be found in M2 in the Troop Summary/Amount Due Report.
- Troops that are due a refund will receive it automatically on the date of the ACH sweep.

UNPAID PARENT FUNDS
Troops will not be financially responsible for a parent who has not paid their bill. However, troops must follow procedures to report unpaid funds to product sale department by the deadline.

PLEASE REFER TO THE 2020 FALL TROOP GUIDE FOR COMPLETE INFORMATION

Thank you!
We appreciate your time, energy, and efforts!