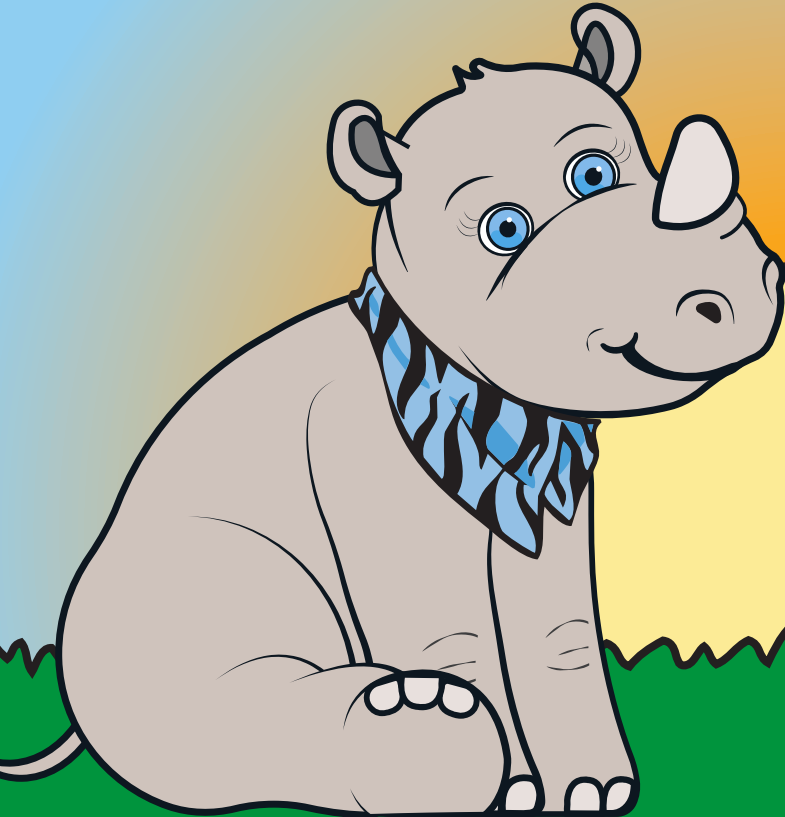


# Mags & Munchies 2019

Formerly Fall Product Program



# Be The Difference & Believe In Yourself!

## Top 5 Reasons Your Should Participate in Mags & Munchies

- 1** *It enables your troop to earn startup funds.* Troops that participate in the fall product sale earn an average of almost \$150. And troop funds in the beginning of your Girl Scout year allow you to ask for less in dues and do more with your troop.
- 2** *It's Easy!* The Program can be tailored to your needs. It can be done entirely online and products can be shipped to customers or delivered by girls. And we have booth sales in the later part of the sale to get girls practice interacting with customers.
- 3** *Girls Earn Great Rewards!* We sit down with the leaders of the Nut and Magazine companies and try to find rewards that are fun and exciting. Girls have the chance to earn a patch that they can customize with their own avatar on it. Top sellers (150+) have an event at the end of the season and *girls that sell 200+ units earn a week at day camp!*
- 4** *It's More than Just a Fundraiser.* The Mags & Munchies program seeks to teach Girl Scouts skills that they need to succeed in life. These 5 skills are at the heart of the program and are reinforced online and in the troop setting: Goal Setting, Decision Making, Money Management, People Skills & Business Ethics.
- 5** *It's a Great Stepping Stone into Girl Scout Cookies.* We know that the cookie program can be daunting, but troops that participate in the fall program are better prepared. We do what we can to keep the programs aligned whenever possible. Girls that may have been shy at their first booth sale in November tend to be more confident and more engaging by the time they're blinging their booth in March.

**We have a wonderful staff at GSSC that is committed to helping you understand this program. We want you to succeed.**

**Questions? Email us at [productsales@gssc.us](mailto:productsales@gssc.us)**

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# What's New This Year

- **Choose Between Two Different Backgrounds for Your Avatar Patch & A New Safari Outfit Added**  
- Girls can now earn the Avatar patch for selling \$350 total in Mags & Munchies and by sending 15 emails.
- **Milk Chocolate Mint Trefoils in an adorable Girl Scout Bus Tin**
- **NEW PRODUCTS** - Madagascar Vanilla & Honey Almonds, Dark Chocolate Malted Milk Balls with Sea Salt & Dark Chocolate Mint Trefoils
- **Leaders receive their own Avatar patch when their troops sell \$1,300 or more**
- **NEW Initial Sale Order Receipt** - Use this form to collect the girl's initial orders instead of collecting all the cards! You won't have to add up all the order cards.



## Reminders



- **Earn a themed t-shirt when you sell 50 units during initial sale**
- **Nut Promise Orders are paid online!** - Girls only need to deliver the products
- **Super Sellers Event** - Any girl that sells 150+ items will be invited to an awesome celebration!
- **Troop Earnings** - Troops earn \$0.80 for each nut and candy unit and \$1.50 for each magazine subscription. Plus Troops earn 10% of direct shipped orders.
- **All Cadette & older troops can opt out of rewards** - All girls must agree. The troop will earn an additional \$0.15 per unit.



# Patches & Rewards

Patches & Rewards are cumulative. Nut Item = 1 Unit / Magazine Subscription = 2 Units

## initial sale

### Goal Getter Patch

Sell 25  
Initial Units



### Rhino Necklace

Sell 35  
Initial Units

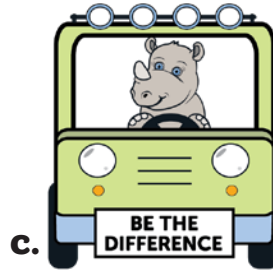


### Themed T-shirt

Sell 50  
Initial Units



## patches



- a. **Care to Share** - 6 Units Donated
- b. **Rhino Patch** - Sell 15+ Units
- c. **Be The Difference** - Send 15+ Emails
- d. **Believe In Yourself** - Sell 30+ Units
- e. **Visualize Patch** - Upload your Avatar's Voice
- f. **Booth Sale Patch** (See pg. 9)

See below on how to earn the **Fall & Cookie Crossover Personalized Avatar Patches**

## Fall Personalized Patch



### To Earn:

- Create your Me2 avatar
- Send 15 emails
- Sell \$350 in total Fall items

Choose a background for your Me2 and whether she wears her Girl Scout uniform or a safari outfit!

## Girl Scout Cookie Crossover Personalized Patch



### To Earn:

- Create your Me2 avatar in the Fall
- Send 15 emails in the Fall
- Sell 150 packages of cookies in the 2020 Girl Scout Cookie Program

Earn these two special patches with your name and avatar on them!

rewards



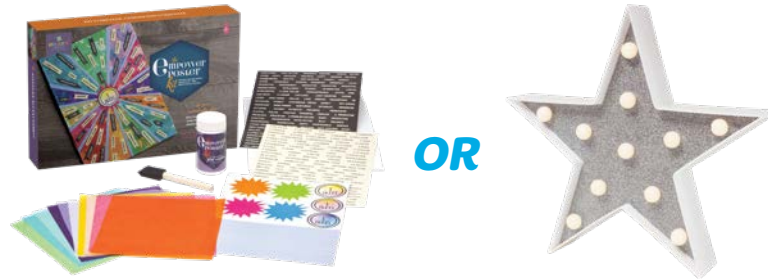
**Small Rhino Plush OR  
Rhino Charm & Bracelet**  
*Sell 55+ Units*



**Believe In Yourself  
Sequin Journal**  
*Sell 70+ Units*



**Large Rhino Plush OR Gem  
String Lights &  
Heart String Art**  
*Sell 85+ Units*



**Empower Poster Kit OR Star Light**  
*Sell 110+ Units*



**Sequin Headband, Sequin Drawstring  
Bag & Invitation to Super Seller Event**  
*Sell 150+ Units*



**Week at  
Summer Day Camp**  
*Sell 200+ Units*



**SPECIAL TROOP  
BONUS**  
*If your troop  
averages 40 items  
per registered girl,  
the troop will receive  
a movie certificate  
for each girl plus 2  
adult passes.*

# What to Do Before the Sale

## NEW TROOPS:

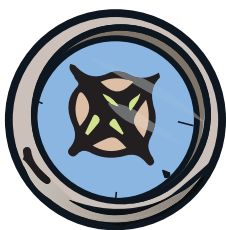
- **GSSC policy requires each troop to have a bank account.** *If your troop leader has not already opened an account, help her to get an account set up. For assistance, please contact the Membership Department at [membership@gssc.us](mailto:membership@gssc.us). Rebates will only be direct deposited to the troop bank account when the troop bill has been paid in full.*

## ALL TROOPS:

- Fill out your ACH attachment form and send to the Product Sales Department in Commack. This must be done annually.** You may also email it to [kdrechsler@gssc.us](mailto:kdrechsler@gssc.us).
- All Troop Fall Chairs must fill out the Troop Manager job description and hand it in to the Service Unit Fall Chair. This must be done annually.** They will be sent a link that will invite them to set up the troop's management site for the Fall Program.
  - *We recommend creating a new email address to help you manage the Fall Program. This helps emails from getting overlooked in your personal email account.*
- All girls who wish to participate must be registered with GSUSA.** Email [customercare@gssc.us](mailto:customercare@gssc.us) for help.
- Meet with your Troop Leader to arrange a date, time & location for training your Girl Scouts & parents/caregivers.**
- Find out first on Facebook!** Like/Follow Girl Scouts of Suffolk County for the latest information.
  - *Check your email often throughout the program for important updates and critical date reminders from your Service Unit Fall Chair and GSSC.*

## CADETTE & OLDER TROOPS:

- **Older girl troops have the option of opting out of recognitions & earning an additional \$0.15 per unit.** *Select the opt out of rewards button on your troop dashboard to let the system know your Girl Scouts would like the extra money.*



**Be The  
Difference**

# Initial Sale

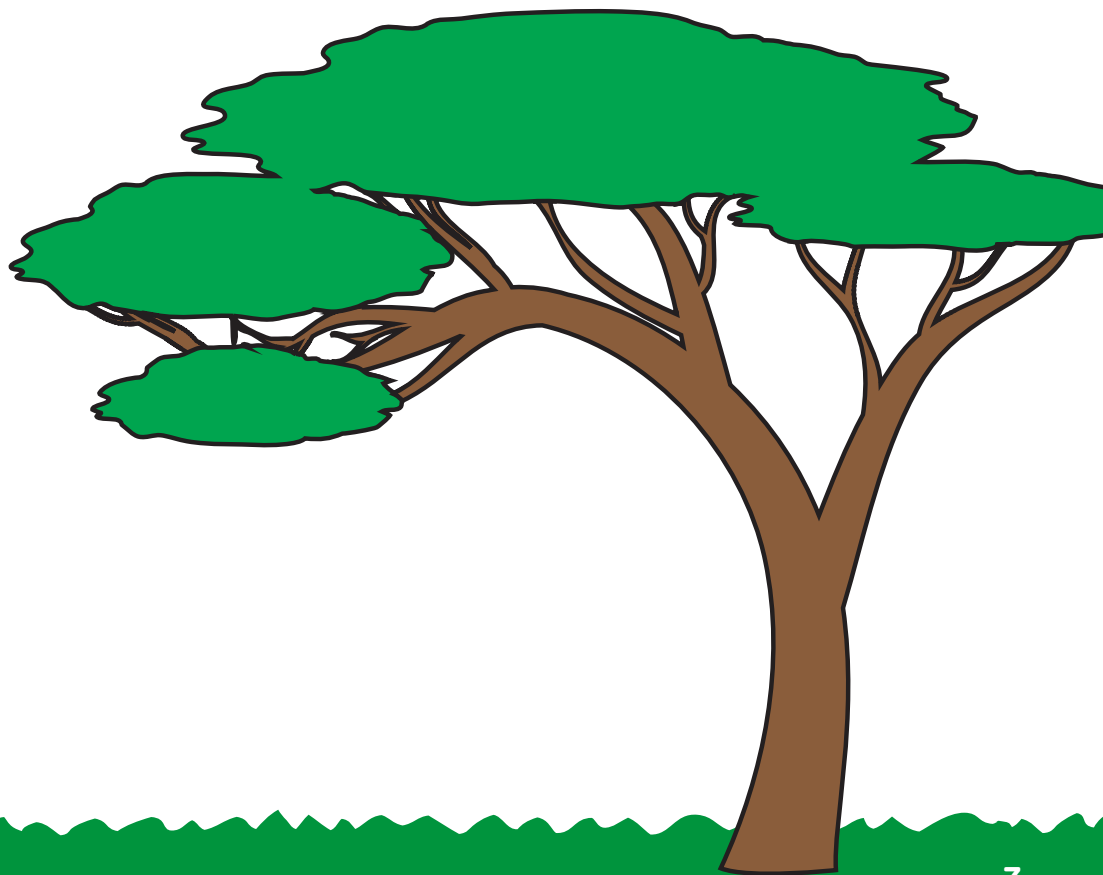
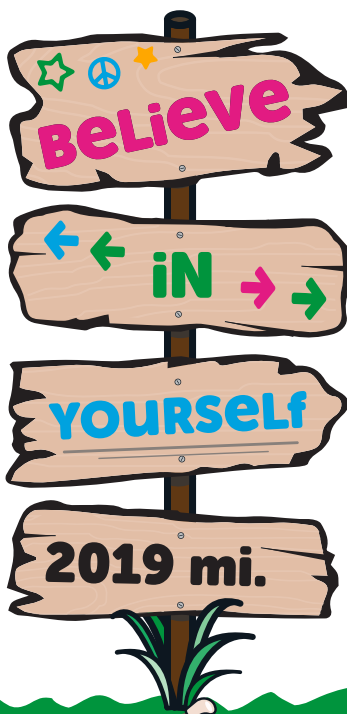
[www.gsnutsandmags.com/gssc](http://www.gsnutsandmags.com/gssc)

*Initial Sale is the first phase of the sale. It runs from September 25 to October 27.*

*All orders entered into the M2 site during this time period will be delivered to your hometown through your SU Fall Chair. They will coordinate pick up of the products for every troop in their area.*

*Deliveries begin the week of November 4.*

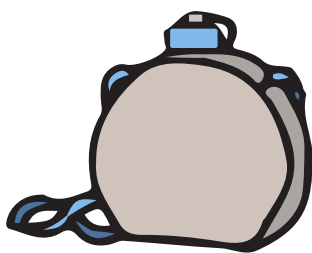
- Each volunteer, with a signed agreement on file, should receive an email invitation to access the system. Click the link & create a password. If you have not received an invitation, please email [productsales@gssc.us](mailto:productsales@gssc.us).
- Be sure to create your own Me2 Avatar because the girls in your troop will want to see it in the troop photo!
- DO NOT re-enter orders by parents/guardians or online Promise Orders. Those totals are automatically calculated and added to the M2 system as the orders are placed. Re-entering these orders will result in duplicates. Parents will be locked out from order entry on 10/24. Troops will have from 10/25 to 10/27 to enter any orders that the parents didn't enter.
- Instead of collecting all the girls order cards, use the new Initial Sale Order Receipt to take their order! It alleviates you from having to add up order cards.
  - From Troop Dashboard, click *Paper Order Entry*.
  - Choose a girl name from the list by clicking the pink pencil to the left of the girl's name.
  - Enter grand totals of each item sold.
  - Click the pink Update button.
- If a girl's name does not appear in the list, click the *Add Girl Scout* button found on the lower left of the screen. Follow the steps listed above to enter the nut items sold using the nut order card.



# Catch Up Orders

*Catch Up Orders are the second phase of the sale. All orders during this phase need to be picked up at one of our community cupboards. Order taking begins on October 28 . Pick ups can begin the week of November 4.*

- **Ask for the Parent/Caregiver's help in keeping things organized.** Choose dates that you will go to the cupboard and have the parents/guardians email you with the additional products that they need. Have them sign receipts. Always keep a record of what is picked up.
- **Be sure to allocate any additional product from the cupboards to the girls so they will receive the proper rewards at the end of the season.** See below.



## Allocating Product

*From Catch Up Orders & Booth Sales*

- Sign into the M2 site.
- Click on *Manage Troops and Girl Scouts* link.
- Choose *Move Products*.
- Select direction of move from drop down menu *Move to*.
- Select girl name from drop down.
- Enter units by variety of products you want to move.
- Click the pink button *Move Products* to complete the transfer.

**BELIEVE**  
**IN**  
**YOURSELF**



# Booth Sales

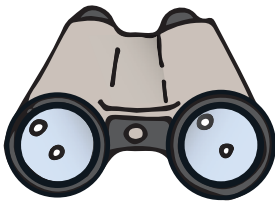
## October 25 - November 24

**The Final Phase of the Sale.** Remind customers that nuts and candy make great hostess, bus driver, and teacher gifts! *(Wrap a few cans together with colorful ribbon for display & watch the sales soar!)*

1. Find a location in your area to have your booth sale. If you are having trouble locating one, call your SU for help. Great locations include banks, supermarkets, and houses of worship.
2. Confirm the date, time & location with your SU Fall Chair.
3. Call your cupboard at least 1 week prior to the booth sale OR go to [www.gssc.us](http://www.gssc.us) to reserve your booth sale. Product must be picked up and returned to the same location.
4. Have fun! Sell, sell, sell!
5. Deposit funds collected to the nearest Capital One Bank with the deposit slip from your booth sale pickup. **DO NOT USE A BLANK SLIP FROM THE BANK.**
6. Return any product that was not sold to the cupboard with the receipt from your deposit.
7. After the booth sale has been entered into the system (about 1 week), be sure to go back to [www.gsnutsandmags.com/gssc](http://www.gsnutsandmags.com/gssc) and assign the product sold to all of the girls that attended that day. *(See "Allocating Product" on page 8.)*



*Booth Sale Patch*



## Special Booth Weekends

*Host a booth sale during these weekends, sell 70+ of nut products, and earn these special patches.*



**a. Take Off! Weekend**  
*October 25-27*



**b. Nuts for Nuts Weekend**  
*November 8-10*



**c. Lead the Way Weekend**  
*November 22-24*

# Important Dates



## September 21 - Mags & Munchies Rally

*At Camp Edey - visit [www.gssc.us/fall-into-gs](http://www.gssc.us/fall-into-gs) for more information*

## September 25 - Initial Sale Begins

**October 22 - Cupboards Open** *See pg. 15 for Hours and Locations*

**October 25 - Booth Sales Begin** *See pg. 9 for info.*

**October 25-27, Take Off! Weekend** *See pg. 9 for info.*

## October 27 - Initial Sale Ends & Entered into M2

*Forms are due to the Troop Chair so they can be entered into the M2 system.  
All initial sale orders need to be entered into M2 at [www.gsnutsandmags.com/gssc](http://www.gsnutsandmags.com/gssc)*

## October 28 - Catch-Up Order Taking Begins

*For late troops and girls with additional orders. (Don't forget to allocate items to the individual girl.)  
Direct-shipped sales continue online. Pick up begins November 4.*

## November 4 - Delivery of Products Begins

*Delivered to your SU Fall Chair. They will coordinate pick up with all the troops in the Service Unit.  
You are responsible for the products you sign for.*

**November 8-10, Nuts for Nuts Weekend** *See pg. 9 for info.*

**November 22-24 - Lead The Way Weekend** *See pg. 9 for info.*

## November 24 - Initial Sale Money Due/Sale Ends (For both Nuts & Magazines)

*All initial sale money MUST be deposited at a Capital One Bank Branch using the deposit slip that is assigned to your troop. Make sure to keep a copy for your records.*

## December 3 - Allocate Products to Girls in System

*All product needs to be allocated to the girls on the M2 website in order for your troop to receive the proper rewards.*

## Week of December 3 - Rebates Deposited into Accounts

*Rebates will be direct deposited to the troop's bank account if the account is at a zero balance and we have an ACH form on file for the troop.*

## Troop Wrap Up

- Verify that all nut products ordered have been allocated to the girls.
- All money should be deposited into any Capital One Bank using the deposit slip assigned to your troop by **December 2** - Payments can also be made at [www.gssc.us](http://www.gssc.us).
- Be sure to hand in copies of your deposit slips to your Service Unit Fall Chair - GSSC will verify that they have been properly applied to your troop.
- Girl recognitions will be shipped directly to your Service Unit Fall Chair - Once received, they will distribute them to the troops accordingly.

# Program Vocabulary

**Storefront:** The selling page that is set up by the girl & her Parent/Caregiver at [www.gsnutsandmags.com/gssc](http://www.gsnutsandmags.com/gssc)

A girl can send emails to friends and family about supporting her campaign. She can also keep track of goals and rewards.

**Me2 Avatar:** The virtual character that resembles the person creating it. Girls & leaders can create their own and earn rewards for their virtual room.

**Direct Orders:** Orders taken directly from friends and family and recorded on your order card. Refer to order card for items and pricing.

**Nut Promise:** An online order placed for the same products that are available on the order card, but the girl/Parent/Caregiver is responsible for delivering the product. **These orders are paid for online. The girl does not need to collect money.**

**Direct Shipped:** The online sale of magazines and nut/candy products that are directly shipped to the customer at the customer's expense through the girl's storefront. These orders are automatically tallied into the girl's reward totals.

**Initial Sale:** Initial Sale is the portion of the sale that takes place prior to October 27. Orders placed by this deadline will be shipped to your SU Fall Chair.

**Catch Up Order:** Girls can continue to take orders throughout the campaign with their order cards. These products are picked up at one of the local cupboards. Please see the back of the manual for all cupboard locations and hours of operation.

**Booth Sales:** Booth Sales are sales held outside of stores or any safe public locations. You must coordinate all booth sales with your SU Fall Chair. (See pg.12)

**Care to Share:** It is a great way for friends and families to support the sale even if they don't want the products for themselves. The girl/troop collects \$6 from customers who'd like to donate. Donations are considered orders, and must be recorded in the M2 website. Orders are totaled at the end of the season and the council donates the products to Long Island Cares to be delivered to local food pantries.

**Walkabout:** This is a great way to stay active while selling. Go door to door with a parent/caregiver and sell in your neighborhood. Follow Booth Sale procedures.

**We Are Here To Help!**



Yvonne



Jenna



Kelly



Melinda



Terry

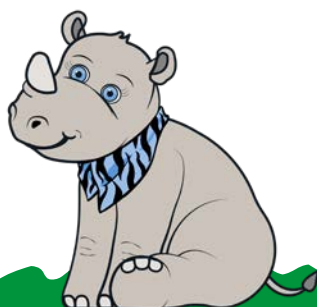


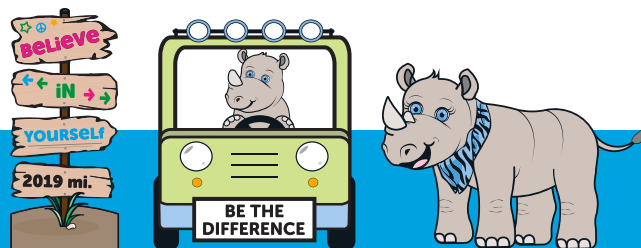
Janine



Cynthia

**Email: [productsales@gssc.us](mailto:productsales@gssc.us) • Call: (631) 543-6622 ext. 249**





# IT'S EASY TO GET STARTED!

## 1 Go to [www.gsnutsandmags.com/gssc](http://www.gsnutsandmags.com/gssc)

(or click on the link from the council website)

Follow the prompts to participate in the online Fall Product Program. Please have your troop number before starting.

My troop number is \_\_\_\_\_



## 2 Create Your Personalized Site

You will be creating Me2®, an avatar who looks just like you. You can also record a personalized message for your Me2 to deliver to friends and family. As you move through the activity, she will earn virtual rewards as you take various steps to create your personalized site for nuts and magazines.



## 3 Send Emails

When you send emails to friends and family, they will see your goal and hear your Me2 deliver your special message. By clicking a link, they will be able to shop online while helping you reach your goals! Don't forget to share with additional friends and family on social media with the help of a parent / guardian. Please follow current GSUSA guidelines for online sales and marketing.



### EARN REWARDS FOR YOUR PARTICIPATION

Check the back of your nut order card and on your online site to learn more about all of the rewards you can earn.

#### Fall Personalized Patch

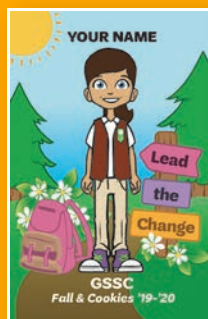


#### To Earn:

- Create your Me2 avatar
- Send 15 emails
- Sell \$350 in total Fall items

*Choose a background for your Me2 and whether she wears her Girl Scout uniform or a safari outfit!*

#### Girl Scout Cookie Crossover Personalized Patch



#### To Earn:

- Create your Me2 avatar in the Fall
- Send 15 emails in the Fall
- Sell 150 packages of cookies in the 2020 Girl Scout Cookie Program

**Earn these two special patches with your name and avatar on them!**



# Top 4 Reasons

## to Participate in the Initial Sale of Mags & Munchies

(September 25-October 27)

(Previously known as the Fall Product Sale Program)

### 1 Exclusive Rewards

We have a series of rewards that can only be earned during the Initial Sale.

(Remember! Rewards are Cumulative AND 1 Magazine counts for 2 Units!)



**Goal Getter Patch**

Sell 25 Initial Units



**Rhino Necklace**

Sell 35 Initial Units



**Themed T-shirt**

Sell 50 Initial Units

### 2 Kick-Start Your Sale!

The Fall Sale is the first opportunity to earn funds for the Girl Scout Year!

Troops that participate in the Initial Sale sell more items, which means they have larger Troop Rebates. Initial Sale Troops account for:

- 80% of the girls that earned the Avatar patch
- 83% of the girls at our Top Seller Event
- 95% of the girls that earned a Free Week of Camp

### 3 It's Easy To Do!

Items that are ordered for the Initial Sale phase are delivered to a location in or near your home Service Unit. Pickup is coordinated by your SU Chair, so it's convenient and you have more flexibility.

### 4 A Lucky Troop Will WIN Tickets to Cookie Palooza 2020!

Here's How to Qualify to Win:

- The Troop **MUST** have an Initial Sale Order that averages 20+ units per girl.
- All girls and adults must be registered Girl Scouts.

The winners will receive tickets for the girls in their troop (at the time of the Fall Sale) and safety-wise adult coverage.



# Tips & Tricks For Parent/Caregiver & Girl Scout

*A great way to get your Fall Product Sale moving is to get your girls and their families super excited. Here are some tips and tricks:*

- Host a Fall Program Training Night for girls and their families** - Explain the purpose of the program as a troop opportunity to generate funds to start the Girl Scout year and hand out program materials. This can also be done at the end of a regularly scheduled troop meeting.
- Hand out all materials** - Make sure to let families know that magazines are only sold online. Getting started is easy! See pg. 10 for details.
- Explain to the families how to help their Girl Scout(s) create their online storefront.**
- Collect and hold onto a signed Parent/Caregiver Agreement** - DO NOT give out any product without having this form on file. This is what saves the troop from owing money that a family does not pay.
- Inspire! Encourage! Motivate! You are the face of the program** - Your program introduction will have significant effect on the girls' enthusiasm and Parent/Caregiver support. Be sure to share your contact information with the families for any additional questions they may have.
- Explain to the families that the rewards are cumulative** - For example, if a girl sells 85 units, she would choose either the small plush rhino OR Charm Bracelet, get the Believe in Yourself Sequin Journal & choose either the large plush rhino OR the gem string lights & heart string art.
- Review the 5 Skills with the girls** - Goal Setting, Decision Making, Money Management, People Skills and Business Ethics: these valuable skills learned at the heart of every product program will last a lifetime!
- Troops & girls should set individual and collective Fall Program goals** - Ask the girls to vote on how they would like to use the program proceeds. Reinforce how individual goals help the troop achieve its overall goal and fund troop activities.
- Review all important dates and deadlines** - Meeting deadlines is critical to the success of the program; stress the importance of timeliness to families.
- Explain about Care to Share** - Refer to pg. 11.
- Explain about Catch Up Orders & when they start** - Refer to pg. 8.
- Review cash handling procedures** - Set clear expectations for conduct and collection of monies due to the troop. Checks should be made out to GSSC.



# Cupboards Open October 22

Catch up sales will not be filled until the week of November 4.

## Main Office, Commack

(631) 543-6622 - Habla Español  
442 Moreland Road  
Commack, NY 11725

Mon/Wed/Fri: 10 AM - 2 PM  
Tue/Thu: 1 PM - 5 PM  
Sat/Sun: CLOSED

## Camp Edey, Bayport

(631) 472-1625  
1500 Lakeview Avenue  
Bayport, NY 11705

Mon: No Pick-Up  
Tue/Thu: 10 AM - 12 PM  
Wed/Fri: 2 - 5 PM  
Sat/Sun: CLOSED

## East End Office, Riverhead

(631) 369-9757  
854 East Main Street  
Riverhead, NY 11901

Mon: No Pick-Up  
Tue/Thu: 2 - 5 PM  
Wed/Fri: 10 AM - 12 PM  
Sat/Sun: CLOSED

### Closed The Following Dates:

November 11 For Veteran's Day, November 27 (After 12PM), & November 28-29 For Thanksgiving

# SAVE THE DATE!

## FALL INTO GIRL SCOUTS: ON SAFARI

Join us for the Mags & Munchies  
Rally & Back to Troop Adventure!

Exciting activities that will lead you to a  
successful Mags & Munchies Sale & take  
you to the next level for the Girl Scout Year!

**DATE & TIME:** Saturday, Sept. 21, 10AM-2PM

**PLACE:** Camp Edey, Bayport

**COST:** \$10/Child (\$15 at the door)  
No Charge for Adults & Children 3 & Under

Register by September 6 to get the  
Special Event Patch for FREE.

September						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21 
22	23	24	25	26	27	28
29	30					

More Information at  
[www.gssc.us/fall-into-GS](http://www.gssc.us/fall-into-GS)

Questions? Email [customercare@gssc.us](mailto:customercare@gssc.us)

# The Munchies

**A** winter wishes tin with chocolate covered pretzels  
Pretzels covered in chocolate.  
6.5 oz. Winter Wishes Tin @D



**B** gorp trail mix  
Peanuts, raisins, chocolate chips, & candy-coated chocolate pieces.  
30 oz. Jar @D



**C** girl scout tin with milk chocolate mint trefoils  
Trefoil-shaped milk chocolates with mint centers.  
6 oz. Girl Scout Tin @D



**D** madagascar vanilla & honey almonds  
Almonds with honey and vanilla.  
8 oz. @D



**E** whole cashews  
Gourmet cashews roasted & lightly salted.  
8 oz. @D



**F** chocolate covered almonds  
Almonds smothered in milk chocolate.  
9 oz. @D



**G** dark chocolate malted milk balls with sea salt  
Dark chocolate malted milk balls with sea salt.  
7.5 oz. @D



**H** dark chocolate sea salt almonds  
Almonds in dark chocolate with sugar & sea salt.  
9 oz. @D



**I** chocolate covered raisins  
Raisins covered in chocolate.  
10 oz. @D



**J** cranberry trail mix  
Cranberries, raisins, almonds, cashews, English walnuts, & banana chips.  
7 oz.



**K** dark chocolate sea salt caramels  
Caramel enrobed in dark chocolate with sea salt.  
6 oz. Gift Box



**L** new! dark chocolate mint trefoils  
Trefoil-shaped dark chocolates with mint centers.  
5.1 oz. Gift Box



**M** pecan supremes  
Caramel and pecans covered in milk chocolate.  
5 oz. Gift Box



**N** fruit slices  
Sweet, chewy, flavored candy sprinkled with sugar.  
10.5 oz.



**O** honey roasted peanuts  
Roasted & salted peanuts with honey.  
9 oz. @D



**P** peanut butter monkeys  
Peanut butter covered with milk chocolate.  
5.1 oz. Gift Box



**Q** CARE TO SHARE PRODUCT  
\$6.00

Our council will be making donations of products to Long Island Cares!  
Please help us by indicating how many donations you would like to purchase.

**Thank you for your support!**

