

Product Sales

Each Girl Scout Troop is self supporting and depends upon product sales (candy-nut/cookies) to function. This often determines a troop's operating budget for the year. Each troop has its own product sales manager who works directly with the girls and their parents.

A troop must be registered to participate in product sales and each troop member must be registered, showing up on the Troop Member Profile. The troop's product sales manager must also be registered, have a cleared background check on file with GSVSC and must complete the GS 105 online training.

Troop's product sales manager should set aside a time, usually during a troop meeting, to meet and discuss with parents the specifics of product sales.

- Parents must sign permission form for their daughter to participate; this also includes the identification asked for. This signed permission form will stay on file with troop's product sales manager and be used as needed by GSVSC for collection issues.
- Parents need to assist their daughter. Girls start taking candy-nut orders on October 1 and cookie orders January 1. Unsold products cannot be returned to the troop or GSVSC. If a customer decides that they no longer want the pre-ordered product, the girl/parent who took initial orders needs to sell them.
- Money from product sales is due to the troop's product sales manager. Parents do not deposit \$ into troop's account or into their personal account and then in turn write a personal check for amount due. The troop's product sales manager and troop leader work together in making deposits. If the money is not turned in on time by a parent, GSVSC policy is for an Incident Report to be completed and submitted to Council Headquarters. This report is filed along with copy of signed parent permission form. Please consult with your Product Sales Team if you run into money collection issues.
- Do not bundle deposits. List deposits by girl's individual sales. If only one bank deposit is made, label deposit slip with girls' name. Do not list unsold products as expenses.
- Key word is deadline and this has to be honored. You give parents a deadline for orders and when \$ is due...having this date scheduled when you have a regular troop meeting works well. This gives the troop's product sales manager the extra time needed to get her paper work organized before it is due to the Service Unit's Product Sales Manager who works directly with GSVSC.

We encourage all girls/families to participate in at least one product sales with cookies sales being the most popular. The troop keeps \$1.00 for each product sold with the remainder of the money going toward the GSVSC operating budget, covering scholarships, general operating budget, support and maintenance on one of GS properties...Camp Ichimoni, Camp Sugar Hollow, Camp Sacajawea and GS Headquarters in Roanoke and programming.

Product sales is an entrepreneurial skills program and money earning project for the troop.

- Develops important social skills to speak to customers, sell product, handle money, marketing...
- The success of individual sales is based on the girls' ability to step up and take action, think outside the box on how to become successful.
- A lot of time is spent talking to the girls about the logistics of booth sales...how much cookies cost, how much change to give, the best way to answer questions, how to promote the product...