

# Secrets to a Successful Sale

- ◆ Girls who personalize their online page with a picture or video and add a goal have higher sales.
- ◆ For maximum results, girls should set a goal to send at least 32 emails to take their sale to the next level!
- ◆ Nuts and candies make great hostess gifts. Arriving just in time for holiday giving, they're always welcome at Thanksgiving or holiday parties!
- ◆ Waiting rooms are always in need of new magazines! For example, your local doctor or dentist's office can be a super selling opportunity. Renewing subscriptions online is fast and easy, and best of all, Unify will find any existing subscriptions and pick up when they expire.

## New Share Program

Ashdon Farms and Girl Scouts throughout the country are working together! This year, all \$5 share donations will be distributed by Ashdon Farms to the military in one huge gesture from Girl Scouts across the nation!



## 2018 Fall Product Sale Program FAMILY TOOLKIT

Whether you are getting involved in your very first Product Sale Program or saving for a big trip, the Fall Sale Activity is a wow-worthy learning and earning opportunity for girls. Every dime earned helps girls participate in awesome, girl-led adventure. It's super simple, and this toolkit, along with your girl packet, will help you get started.



## Go-Getter Patch

- 25 Fall Product Sale items  
*(includes online, order card, and catalog sales)*
- + 125 packages of cookies
- Earn an awesome new patch directly from QSP next spring

**GO FOR IT!**








### INSIDE YOUR GIRL PACKET YOU'LL FIND:

- ◆ Girl Order Card
- ◆ Money Envelope
- ◆ Top 100 Easy Picks for Magazines
- ◆ Magazine Order Forms
- ◆ Spread the Word Girl Business Cards



# There are lots of great reasons to participate!

- ◆ Girls earn fabulous incentives.
- ◆ It's the first step to earning a free session of camp!
- ◆ Girls practice the 5 Skills:
 






- ◆ Troops can start earning proceeds to fund a trip or activities throughout the year!
- ◆ It's easy and fun!

## Here's how...

**ORDER CARD SALE AND CATALOG SALE** - offers a traditional sales approach, allowing your girl to make face-to-face contact with family and friends. Order forms and money are turned into the Troop Leader. Your girl will earn troop proceeds for every item sold and get credit toward some terrific recognitions!

**ONLINE SALE** - the easiest way to participate because you don't collect payment or distribute product. Simply encourage your girl to log into Unify, personalize her web page, and send texts and emails to family and friends. The sales are automatically credited to the girl and proceeds will be direct deposited into your troop's bank account or Juliette fund. Go to [girlscouts.qspgao.com/maine](http://girlscouts.qspgao.com/maine) to get started.



# New Ordering System: UNIFY

This year we have a new online ordering system called Unify, combining the features of NutE and QSP into one easy-to-use online program. Girls will be able to setup their online business and send emails from the site, and troop leaders will be able to order product for the troop and track sales.

## Important Dates

- **September 11** Be on the lookout for an email invitation to the Fall Product Sale from Ashdon Farms.
- **September 16 - October 21** Girls take orders and collect money.
- **October 22 -23** Submit all order cards and payment to your troop leader.
- **November 15-16** Product delivery begins-just in time for the holidays!
- **November 26** Take advantage of Cyber Monday! The online sale ends at 11:59 p.m.

*Recognitions and patches should arrive mid-December.*

## Deadline for Recognitions



Great news! Girls can continue to earn ALL recognitions and incentives, including the Free Camp Challenge, throughout the entire sale...all the way up through November 26, 2018.

## Proceed Plans

Items	WITH EARNED RECOGNITIONS	WITHOUT EARNED RECOGNITIONS
For each nut/candy item sold	<b>\$.85</b>	<b>\$1.00</b>
For each magazine item sold or renewed through catalog orders	<b>\$2.00</b>	<b>\$ 2.25</b>
For each tumbler/candle/memory order/magazine item sold or renewed online	<b>\$2.25</b>	<b>\$ 2.50</b>