

TIPS FOR ORDERING EXTRA TREATS & READS PRODUCT

While Treats & Reads booths are typically less popular, some troops may choose to order extra products to sell at booths or to accommodate their troop's selling habits. As a reminder, if your troop decides to hold a booth, please reference the latest COVID Product Programs Guidance. Please note that booth guidance is subject to change.

There are several key things to keep in mind when ordering extra product for Treats & Reads:

- Before ordering extra product, ensure that you have secured your booth locations
- More expensive products, especially tins, typically do not sell well at booths. We recommend troops avoid ordering extra tins for booths
- Certain products are more popular than others. In Girl Scouts of Eastern Missouri, the most popular items are:
 - Deluxe Pecan Clusters
 - Dark Chocolate Carmel Caps
 - Fruit Slices
 - Whole Cashews with Sea Salt
 - Peanut Butter Bears
 - Honey Roasted Peanuts
 - English Butter Toffee
 - Chocolate Covered Almonds
 - Hot Cajun Crunch
- If you decide to order extra product, ensure you have adequate space to store the product below 72 degrees to ensure product quality
- If your troop has participated in the Treats & Reads Program before, you may want to use your previous sale numbers to adjust your 2020 order for decreased foot traffic and diminished booth availability
- You know your community best! Consider the regular traffic and buying patterns of your neighborhood when ordering extras for booths
- Work together to set goals for your troop - how do they want to spend their Treats & Reads proceeds? Setting goals is an important part of making determinations about ordering and booth sales. The average Treats & Reads product is \$8, and your troop earns 15% of each item sold
 - For instance, if your troop wants to earn \$100 toward your next Girl Scout adventure, your troop would need to sell approximately 85 packages

Extra product orders must be included in your troop's initial Treats & Reads order in M2. No additional product will be available after delivery. You can order extra products on the Manage Troops & Girl Scouts tab in M2. Instructions are available on pg. 12 of your Troop Fall Product Manager Guide. Once your order is placed, your troop is financially responsible for the items ordered.