

Suggested Parent/Caregiver Meeting Agenda/Script

1. What is the Treats & Reads Program?

- a. Council-sponsored program with Girl Scout licensed products, including nuts, candy, tins and new or renewed subscriptions to magazines. It's more than a sale though—it's a way for the troop to power new experiences, reach Girl Scout's ambitions, fund their service projects, inventions and camping, and prepare her for a lifetime of leadership.

2. Why Troops Participate

- a. Troops participate to help Girl Scouts build essential skills and earn troop proceeds to fund new adventures. The troop earns 15% of all sales (if your troop is opt-out, then 20%). Activities and supplies cost money. The Cookie Program doesn't begin until January, and proceeds may not come in until April. Treats & Reads helps to fund troop activities and supplies for much of the year.
- b. Every Girl Scout who participates is also being a champion for other Girl Scouts' ambitions, as Treats & Reads revenue supports programs that all Girl Scouts in eastern Missouri have access to, including camp, special events, programs and volunteer training.

3. Opting Out of Rewards (bring up only if troop is Junior level or older)

- a. Junior, Cadette, Senior and Ambassador troops can choose to opt-out of receiving rewards and receive 20 percent troop proceeds instead. Girl Scouts are still eligible to earn patches and any reward experience. Opting-out is a unanimous decision of all troop members selling and they need to sign the opt-out agreement which the troop maintains for its records.

4. Troop Goals

- a. Discuss your troop's plans for the proceeds they will earn and set a goal. The Girl Scouts should share their goals when interacting with customers.

5. GO Day, Oct. 3

- a. Girl Scouts may start taking orders with the paper order card and online.
- b. They can access the online site beginning Oct. 3 to set up their storefront, create their Avatar, record their message and upload a video (show Avatar patches and special online rewards).
- c. Emphasize the simplicity of the online program for Girl Scouts and parents/adults. Stress the importance of honoring GO Day and not selling early.
- d. Talk about marketing product, and make sure families know about the social media resources at girlscoutsem.org/en/cookies/treats-reads.

6. Participation Options

- a. Review participation options table from pg. 5 of your Troop Treats & Reads Manager Playbook. Encourage families to set up their M2 account.

7. Safety

- a. Review updated council product program safety guidelines from *Volunteer Essentials*. Consider playing a safety role-play game with the Girl Scouts to help them learn and understand how to be safe.

8. Project Thank You

- a. Explain the Project Thank You donation program and the special rewards Girl Scouts can earn when customers donate. This is a great way for customers to support the troop instead of, or in addition to, ordering product.

9. Money

- a. Remember that money is collected for their paper orders when the product is delivered to the customer and they must turn the money in to you by a set deadline.
- b. All online orders, including those for girl-delivery, are paid for online by customers.
- c. Checks are to be written to “GSEM Troop XXXX (troop #)” with the customer’s driver’s license number and phone number on the face of the check.

10. Product Delivery

- a. Explain when and where parents/adults pick up their Girl Scout’s product order from you.
- b. Explain how much time they have to deliver the products, collect money and how to turn in the money to the troop. Encourage parents to turn in money frequently.
- c. Discuss the proper care of the product, including that chocolates must be kept under 72 degrees to avoid melting or bloom. Products ordered are considered sold and are NOT returnable. Product received that is damaged at time of receipt will be replaced with like items.

11. Rewards

- a. Show the back of the order card; discuss the rewards.
- b. Explain that rewards are shipped in January, and the troop will pick them up within a few weeks of that date, and that you will communicate how to get them.
- c. Remind parents/caregivers to complete the Annual Girl Health History/Permission Form (if not done already). Their Girl Scout cannot participate in Treats & Reads and Cookies without this. Additionally, this form is required when participating in all Girl Scout activities, including troop meetings.