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2021 FALL PRODUCT PROGRAM ACTIVITIES

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Overview of Fall Product Program

Participating in the Fall Product Program is a positive learning experience that allows girls to utilize and learn goal-setting, decision making, money management, people skills and business ethics.

Consider using these activities to kick off the Fall Product Program. Many of these activities can be easily adapted to be done in person or virtually with the girls.

Look for this symbol to see how the activity can be done virtually.

Be creative and have fun with the different activities that are offered here!

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Color Patch Design Art Pages

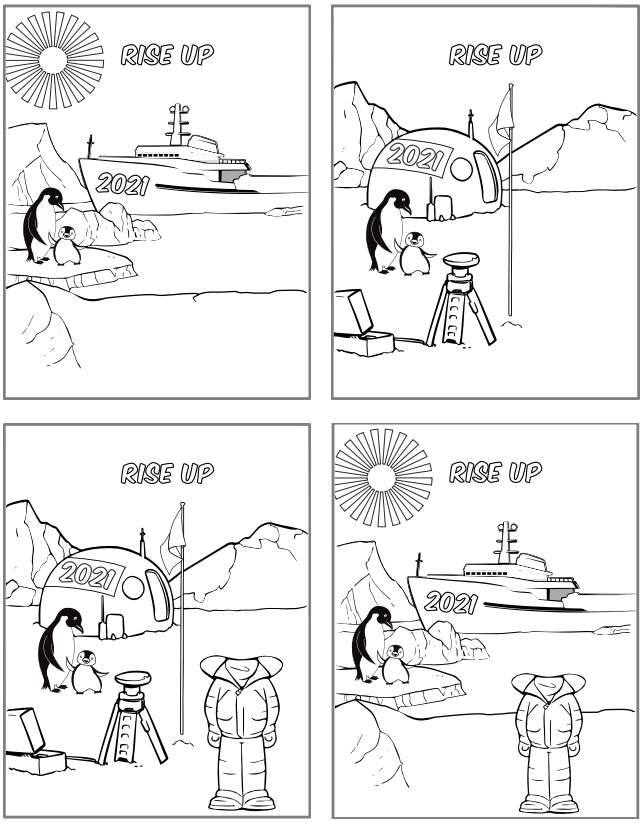
Supplies Needed:

- Coloring pages printed out
- Colored pencils/crayons/markers

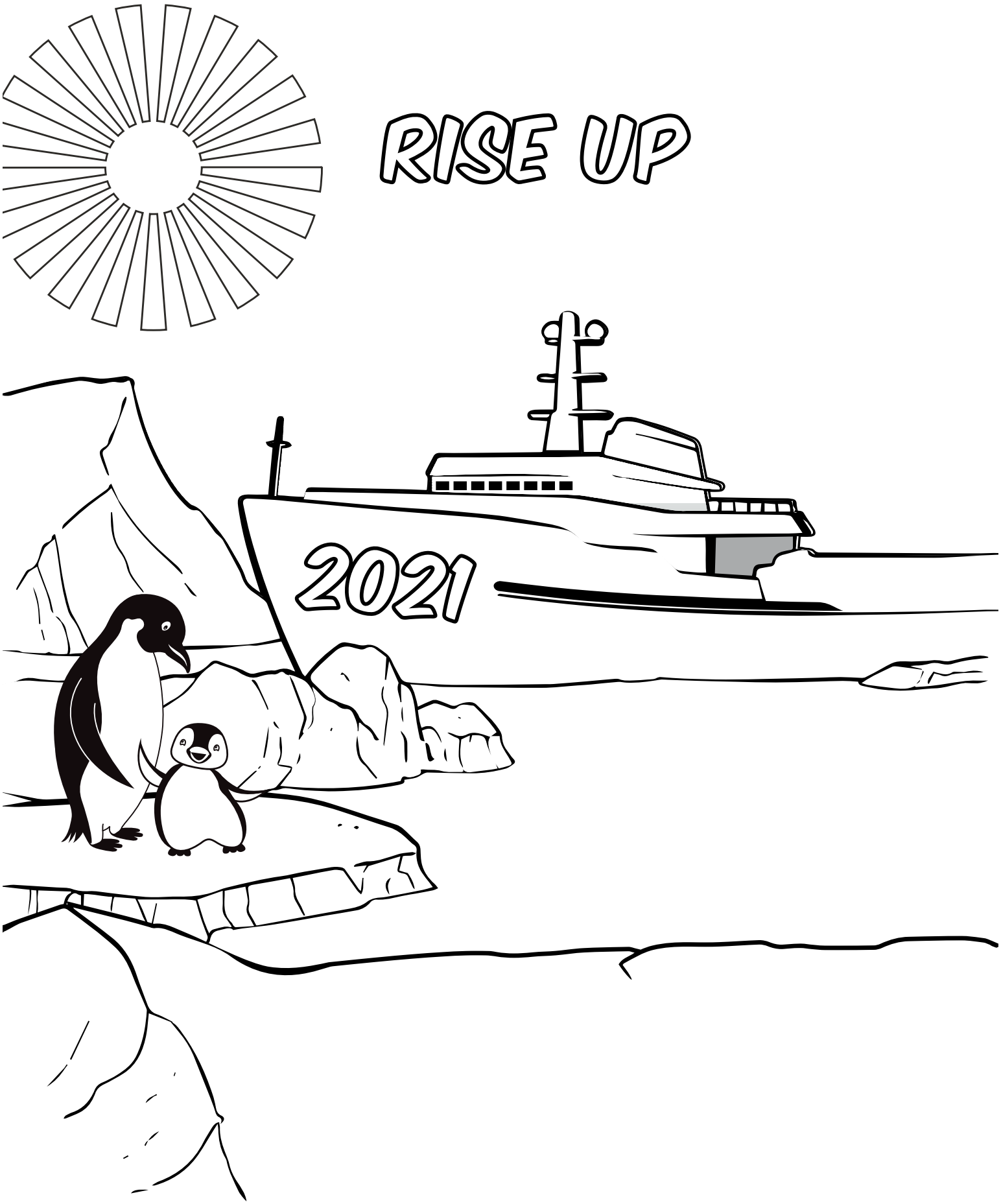
Instructions:

Use the coloring sheets as an as-members-arrive activity. The girls can draw in their faces with the snowsuits and/or draw themselves completely into this fall's personalized patch backgrounds: Harbor View or Research Expedition.

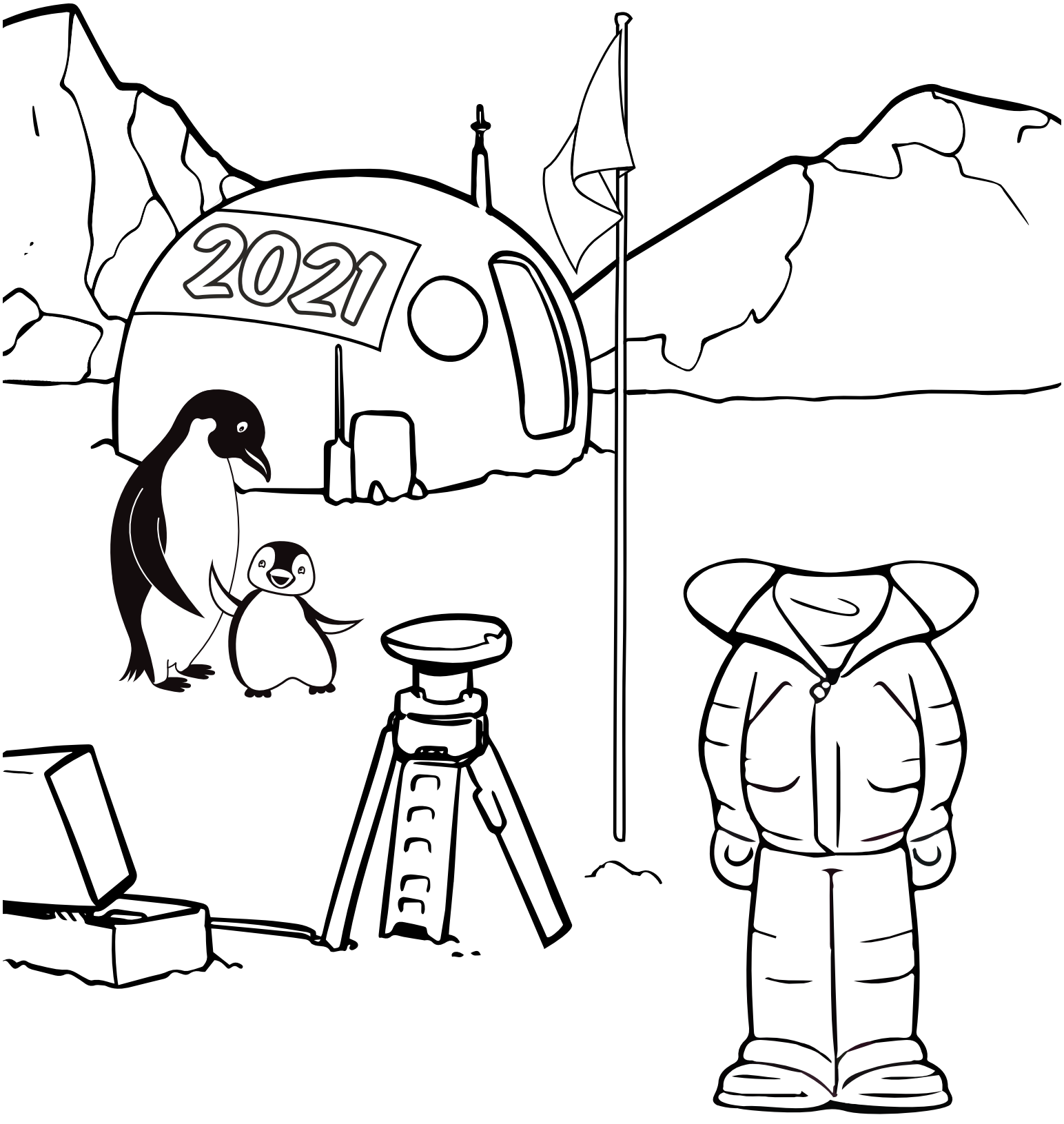
Discuss the personalized patch and what it takes to earn it. Show the girls the background options that are offered for the patch. Take a vote to see how many girls want the Harbor View, how many want the Research Expedition? Are they going to choose to be in their Girl Scout uniform, Girl Scout apparel, or snowsuit?



RISE UP
2021


RISE UP
2021

RISE UP



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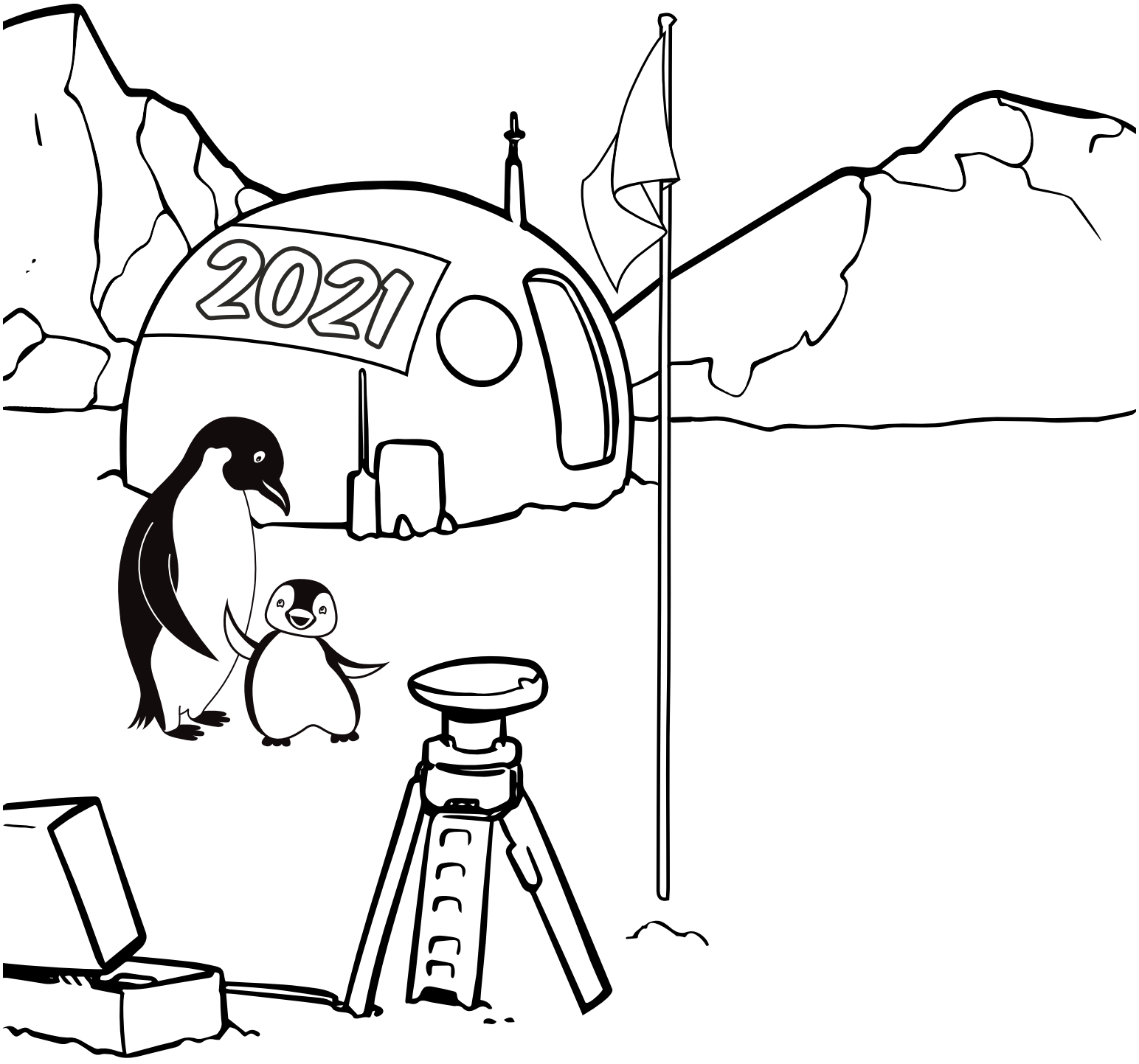


Let's Break Ice! Get to Know Me

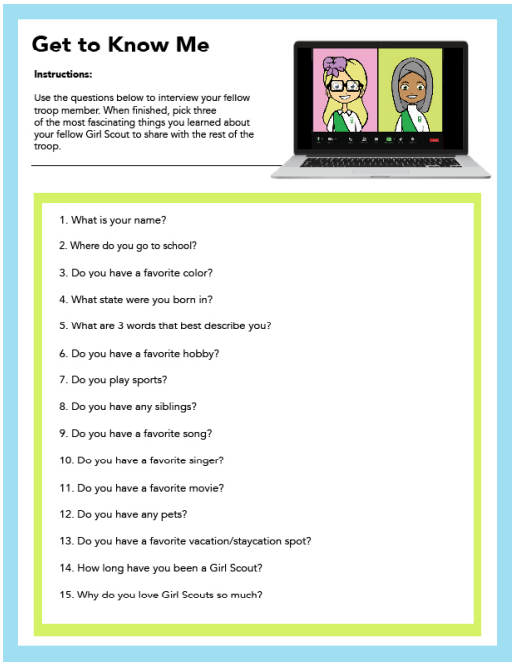
Supplies Needed:

- Get to Know Me worksheet
- Pen/Pencil

Instructions:

Have girls work in pairs to interview each other using the Get to Know Me worksheet. At the end of the troop meeting, or when the girls are done, have each participant introduce the girl they interviewed and present the top 3 fascinating things they learned. For the younger girls, consider asking a few questions out loud and let the girls answer in pairs.

If using a video conferencing platform, show the girls the Get to Know Me worksheet on your screen. Have the girls work in pairs and separate them into breakout rooms so they can ask their partner their questions. At the end of the troop meeting, have each participant introduce the girl they interviewed and the top 3 fascinating things they learned. If the platform does not allow "breakout rooms", consider having the girls take this home to do and have them present to the troop at their next virtual meeting.



Get to Know Me

Instructions:

Use the questions below to interview your fellow troop member. When finished, pick three of the most fascinating things you learned about your fellow Girl Scout to share with the rest of the troop.

1. What is your name?
2. Where do you go to school?
3. Do you have a favorite color?
4. What state were you born in?
5. What are 3 words that best describe you?
6. Do you have a favorite hobby?
7. Do you play sports?
8. Do you have any siblings?
9. Do you have a favorite song?
10. Do you have a favorite singer?
11. Do you have a favorite movie?
12. Do you have any pets?
13. Do you have a favorite vacation/staycation spot?
14. How long have you been a Girl Scout?
15. Why do you love Girl Scouts so much?

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13. Do you have a favorite vacation/staycation spot?
14. How long have you been a Girl Scout?
15. Why do you love Girl Scouts so much?

Motivational Word Search

Supplies Needed:

- Champion Girl Ambition Activity Sheet
- Pencil/pen

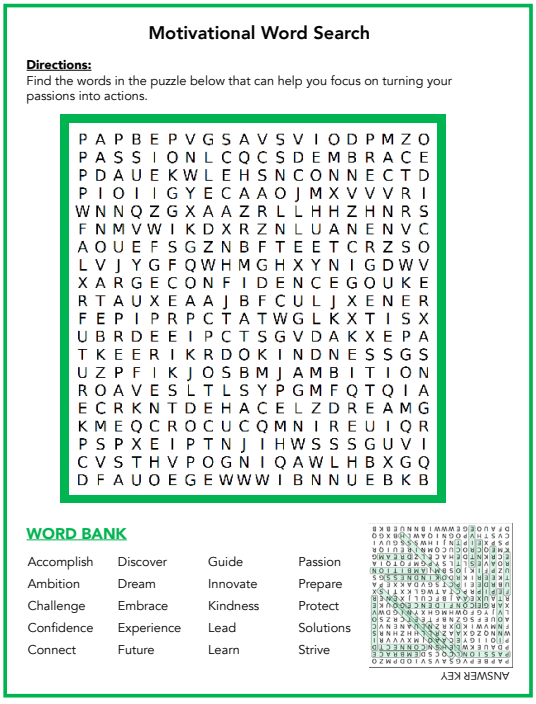
Instructions:

Girl Scouts have been leaders since 1912. Our girls are passionate and motivate others, they spread kindness and work hard for themselves and others. Find a collection of motivational terms in the word search provided.

Before you have the girls work on this activity, read through the list and discuss the words and their meanings with the girls.

For the younger girls, you can choose a few age appropriate words from the word search to discuss and then have the girls look through magazines and create a collage of what those words mean to them to share with the troop.

At your next virtual meeting, instead of each girl doing the word search, read through the list of words and discuss their meanings with the girls.



Motivational Word Search

Directions:
Find the words in the puzzle below that can help you focus on turning your passions into actions.

P A P B E P V G S A V S V I O D P M Z O
P A S S I O N L C Q C S D E M B R A C E
P D A U E K W L E H S N C O N N E C T D
P I O I I G Y E C A A O J M X V V V R I
W N N Q Z G X A A Z R L L H H Z H N R S
F N M V W I K D X R Z N L U A N E N V C
A O U E F S G Z N B F T E E T C R Z S O
L V J Y G F Q W H M G H X Y N I G D W V
X A R G E C O N F I D E N C E G O U K E
R T A U X E A A J B F C U L J X E N E R
F E P I P R P C T A T W G L K X T I S X
U B R D E E I P C T S G V D A K X E P A
T K E E R I K R D O K I N D N E S S G S
U Z P F I K J O S B M J A M B I T I O N
R O A V E S L T L S Y P G M F Q T Q I A
E C R K N T D E H A C E L Z D R E A M G
K M E Q C R O C U C Q M N I R E U I Q R
P S P X E I P T N J I H W S S S G U V I
C V S T H V P O G N I Q A W L H B X G Q
D F A U O E G E W W W I B N N U E B K B

WORD BANK

Accomplish	Discover	Guide	Passion
Ambition	Dream	Innovate	Prepare
Challenge	Embrace	Kindness	Protect
Confidence	Experience	Lead	Solutions
Connect	Future	Learn	Strive

ANSWER KEY

Motivational Word Search

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Find the words in the puzzle below that can help you focus on turning your passions into actions.

P A P B E P V G S A V S V I O D P M Z O
P A S S I O N L C Q C S D E M B R A C E
P D A U E K W L E H S N C O N N E C T D
P I O I I G Y E C A A O J M X V V V R I
W N N Q Z G X A A Z R L L H H Z H N R S
F N M V W I K D X R Z N L U A N E N V C
A O U E F S G Z N B F T E E T C R Z S O
L V J Y G F Q W H M G H X Y N I G D W V
X A R G E C O N F I D E N C E G O U K E
R T A U X E A A J B F C U L J X E N E R
F E P I P R P C T A T W G L K X T I S X
U B R D E E I P C T S G V D A K X E P A
T K E E R I K R D O K I N D N E S S G S
U Z P F I K J O S B M J A M B I T I O N
R O A V E S L T L S Y P G M F Q T Q I A
E C R K N T D E H A C E L Z D R E A M G
K M E Q C R O C U C Q M N I R E U I Q R
P S P X E I P T N J I H W S S S G U V I
C V S T H V P O G N I Q A W L H B X G Q
D F A U O E G E W W W I B N N U E B K B

WORD BANK

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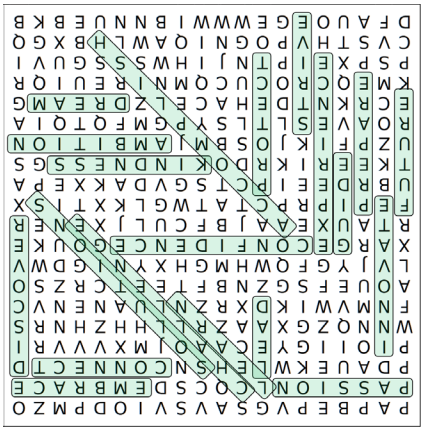

ANSWER KEY

Plan Your Fall Product Program Using These Five Skills

Goal Setting

Girls learn how to set goals and create a plan to reach them.

Start your Fall Product Program this year with a troop discussion on the importance of setting goals. Work on both a troop goal as well as individual goals for each girl. Talk about the troop goal first, keeping in mind the activities that everyone would like to do this year and how much money will be needed. Next, talk about how each girl can contribute to the troop goal by setting their own individual goals and working hard to reach them. Have the girls fill in the goal chart and record the troop's progress throughout the program to help keep everyone on track to reach each goal!

Decision Making

Girls learn to make decisions on their own and as a team.

During the program, there will be many decisions for the girls to make that will guide them toward reaching their goal. To start, they will need to decide which friends and family to contact and how best to contact them: in person, by phone or email, text messages, or on social media.

What actions should they take to maximize their results after that? The M2 system provides easy steps, with the help of a parent or guardian, to give their avatar a voice with their own personal message, upload a photo or video, or share on social media. Have each girl answer the questions below and note which decisions each one will make (or has made) when marketing their own program. Discuss and share ideas.

How will you contact your potential customers?

- ☐ In person
- ☐ Phone call
- ☐ Text message
- ☐ Email
- ☐ Social media
- ☐ Send a note

Will you use any online tools in the M2 system to get the word out?

- ☐ Create a video
- ☐ Give your avatar a voice
- ☐ Hand out business cards

Money Management

Girls learn to create a budget and handle money.

Throughout the program, encourage the girls to check their progress frequently. Sales reports are available on the dashboard for individual girls and at the troop level. Use the reports to calculate troop proceeds, then add in any sales from nut cards to see how close everyone is to reaching their individual goals and the troop goal.

People Skills

Girls find their voice and build confidence through customer interactions.

There are so many ways for the girls to communicate with their friends and family about the Fall Product Program: social media, phone calls, emails, text messages, and in person. Have the girls think about what products each potential customer might like that she could recommend to them. Encourage her to find her voice and it will help build confidence every time she talks to someone new about the program. Have each girl use the form below as a guide.

List of Potential Customers

	Name of Person	Ideas/Suggestions	Method of Contact In person, phone call, text messge, email, other?	Did you follow up? Yes/No	Did you say thank you? Yes/No
	Example Aunt Cathy	Something chocolatey	phone call	yes	yes
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

Business Ethics

Girls learn to act ethically, both in business and life.

As the girls prepare to ask friends and family to support their efforts in the Fall Product Program, encourage them to contact their potential customers respectfully and in a timely manner. They should plan to share why the troop is earning money and what the troop intends to do with the proceeds earned. Any questions they are asked should be answered honestly and thoughtfully. Also, a "thank you" goes a long way. Each girl should make sure to say thank you to the people who took time out of their day to support them. Customers need to know that they are appreciated when they make a purchase that benefits the girl and her troop. Have each of the girls prepare for their part in the program by completing each of these activities:

- Create a list of plans for the proceeds that she can share with her supporters.
- Create her own note cards, stationery, or personalized email to say thank you to her supporters.

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Your Name

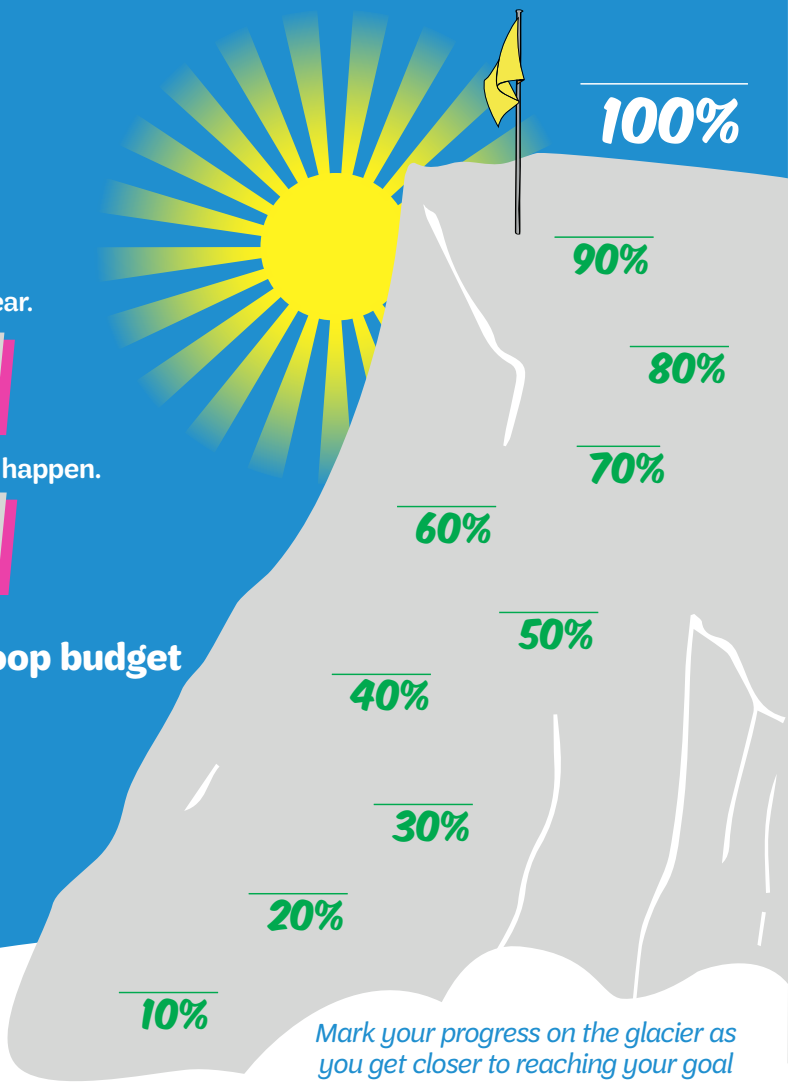
Discuss what activities your troop would like to do this year.

Determine how much money you will need to make that happen.

Set a fall product goal based on your troop budget

My troop goal $

My individual goal $



Mark your progress on the glacier as you get closer to reaching your goal

SHARE YOUR GOALS WITH FRIENDS AND FAMILY

1. Start by going to your council's website and clicking on the link to participate in the online portion of the program.
2. Enter your goals and your progress will appear on your online site for friends and family to see.
3. Check the dates of the product program and make sure to have all orders before the end date.
4. Practice telling customers about the benefits of buying and reading magazines. You might even suggest specific magazines to friends and family based upon your knowledge of their interests.
5. Thank every customer, whether they buy online or in person.
6. Make sure to follow all Girl Scout safety activity checkpoints for computer/online use and council sponsored product program. Only contact people you and your family know.

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Create a Video for Your Personalized Site

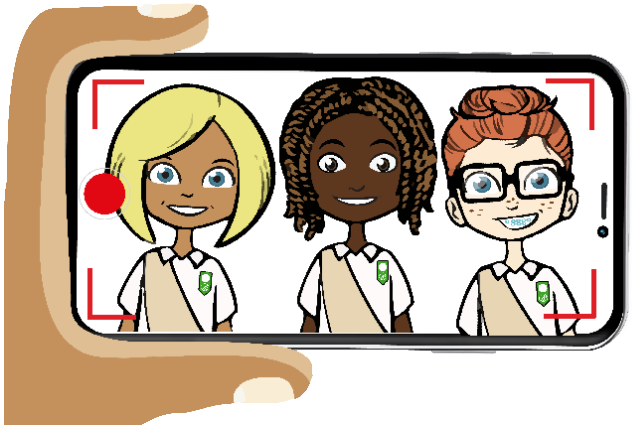
Supplies Needed:

- Best Practices for Recording a Video flyer
- Phone, tablet, camera, computer, something to use to record a video

Instructions:

For girls participating in the online portion of Fall Product Program, use the Best Practices for Recording a Video flyer to refer to the do's and don'ts for recording your video. Girls can do this together or individually.

During your virtual meeting, have the girls who are participating in the online portion of the program take turns showing their video that they created for their personalized site.



Statistics show that girls who create a video and upload it for their personal site sell almost twice as much.

Best Practices

for Recording a Video for Fall Product Program

Did you know that you can upload a video when registering on the M2 site?

Did you know our data suggests, those who upload a video sell almost twice as much as those who don't?

Check out our best practices guide on the do's & don'ts on how you and/or your troop can record a video and have it ready to upload to your personalized site!

DO

- ✓ Wear your Girl Scout uniform or Girl Scout branded apparel.
- ✓ Tell your friends and family what your troop wants to do with the money you earn and what your goal is.
- ✓ Smile and sound enthusiastic for your friends and family. Be sure to say thank you too!
- ✓ Keep your video under 2 minutes long.
- ✓ Record the video in landscape format for best results.
- ✓ If you are recording a troop video, make sure that all girls appearing in the video have permission from their parents or guardians.

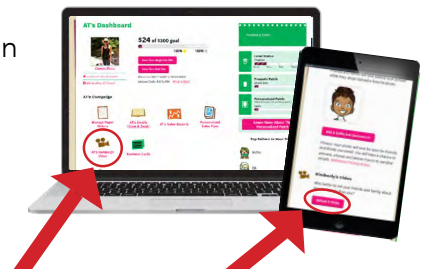
DON'T

- X Do not use your full name
- X Do not provide contact information in the video
- X Do not show anything in the background that identifies where you live. For example, do not stand in front of your house number or street sign.
- X Do not mention where you attend school
- X Do not provide any other personally identifiable information
- X Do not show any violent or inappropriate content, or use any vulgar language.
- X Do not wear any branded apparel or show other brand names in your videos.

Upload Your Video While Registering or After Your Campagin Has Launched

Get a head start!
Create your video and save it for when Fall Product Program starts!

Easily upload your final video from a phone, tablet or computer.



Meet the Mascot!

Supplies Needed:

- Fast Facts flyer

Instructions:

The Emperor Penguin is the mascot for this year's Fall Product Program! Use the Fast Facts flyer to learn all about them! Take turns passing the flyer around having each girl read off a fact, or read aloud to younger girls.

During your virtual meeting, read aloud all the facts listed on the Fast Facts flyer about the Emperor Penguin.

FAST FACTS:

Scientific Name: Aptenodytes forsteri

Group Name: Colony

Species: Approximately 17 - 19 penguin species

Size: 60 -90 lbs. and grow to 3 $^{1/2}$ - 4$^{1/2}$ feet tall as an adult

Diet: Carnivore eaters, consists mainly of fish, krill and squid

Life Span: 15 - 25 years

Habitat: Found on the ice and the frigid surrounding waters in Antarctica

Predators: Leopard seals and killer whales

Fun Facts:

They are the largest of all living penguin species and breed annually during the Antarctic winter, June through August. During this time, the temperature can drop as low as -76F with winds as high as 124 mph.

They can dive to a depth of 1,800 feet and hold their breath for up to 22 minutes!

Once a female lays her egg, the male takes charge of the egg by incubating it on his feet to keep it warm. The mother penguin will then take off to sea for nearly four months while the male emperor stays with their egg on ice throughout the dark nights.

EMPEROR PENGUIN

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How to Draw an Emperor Penguin

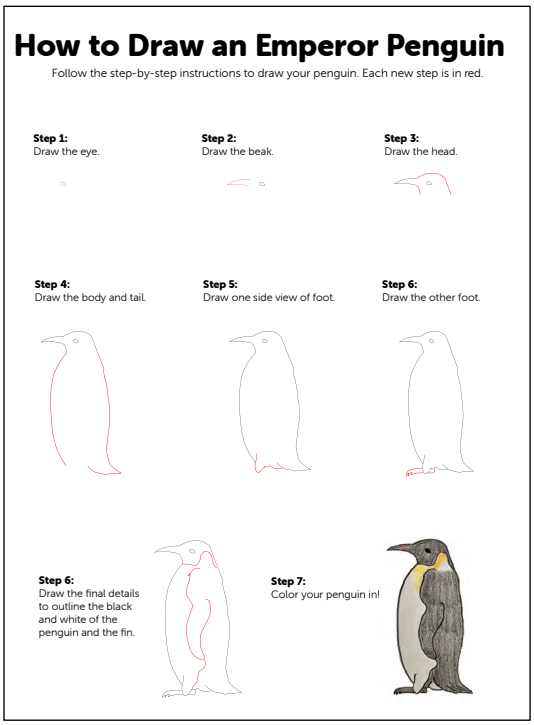
Supplies Needed:

- How to Draw an Emperor Penguin flyer
- Paper
- Pencil
- Colored pencils/crayons/markers

Instructions:

Drawing an Emperor Penguin step by step can be easy! Using the How to Draw an Emperor Penguin flyer, follow along with the step by step drawings. Once the girls are done drawing and coloring their penguins, have the girls take turn showing off their penguins!

During your virtual meeting, have the How to Draw an Emperor Penguin flyer up on the screen. Ask the girls to find some paper, pencil and something to color with and have them sketch their own penguin. When done, have the girls hold up their drawing so everyone can see!



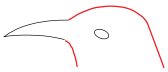
How to Draw an Emperor Penguin

Follow the step-by-step instructions to draw your penguin. Each new step is in red.

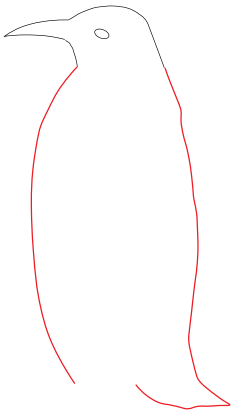
Step 1:
Draw the eye.

Step 2:
Draw the beak.

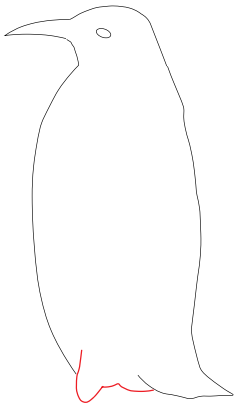
Step 3:
Draw the head.



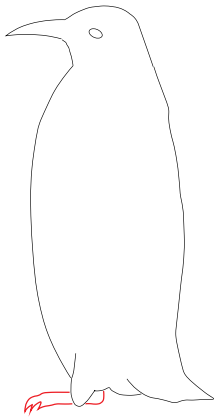
Step 4:
Draw the body and tail.



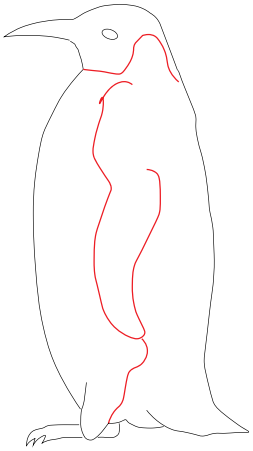
Step 5:
Draw one side view of foot.



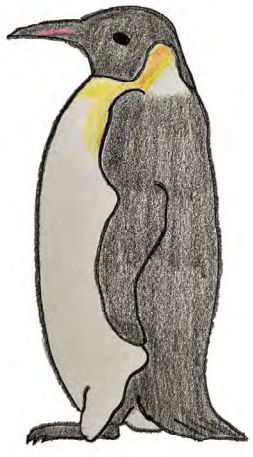
Step 6:
Draw the other foot.



Step 6:
Draw the final details to outline the black and white of the penguin and the fin.



Step 7:
Color your penguin in!



Blubber Gloves

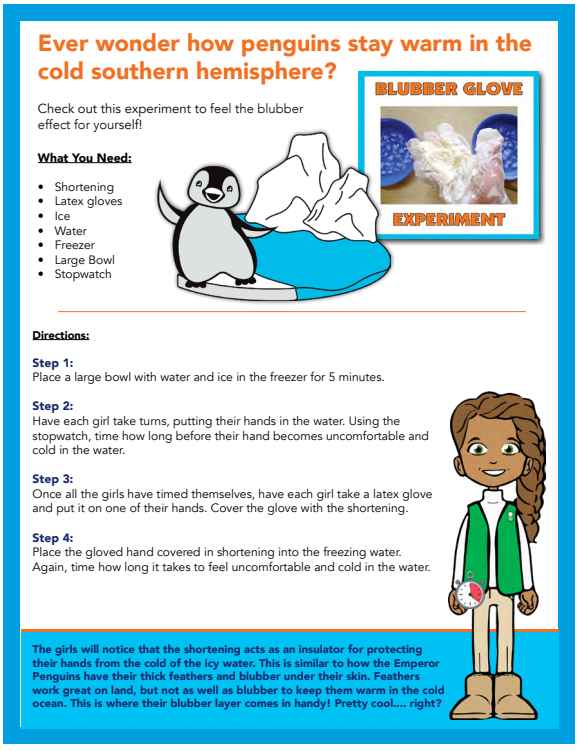
Supplies Needed:

- Blubber Gloves flyer
- Shortening
- Latex gloves
- Water
- Freezer
- Large bowl
- Stopwatch

Instructions:

Blubber is the fat that is found on the Emperor Penguin and many other sea mammals. It's an important part of their anatomy. It stores energy, insulates heat, and increases their buoyancy.

Using the Blubber Gloves flyer, follow this cool experiment to learn what penguin blubber may feel like. Check out the science behind how the Emperor Penguins stay warm in the harsh, cold, southern hemisphere!



Ever wonder how penguins stay warm in the cold southern hemisphere?

Check out this experiment to feel the blubber effect for yourself!

BLUBBER GLOVE EXPERIMENT

What You Need:

- Shortening
- Latex gloves
- Ice
- Water
- Freezer
- Large Bowl
- Stopwatch

Directions:

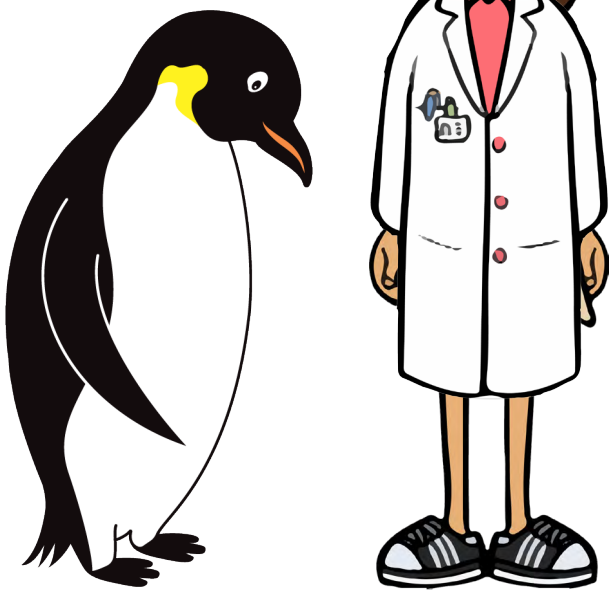
Step 1:
Place a large bowl with water and ice in the freezer for 5 minutes.

Step 2:
Have each girl take turns, putting their hands in the water. Using the stopwatch, time how long before their hand becomes uncomfortable and cold in the water.

Step 3:
Once all the girls have timed themselves, have each girl take a latex glove and put it on one of their hands. Cover the glove with the shortening.

Step 4:
Place the gloved hand covered in shortening into the freezing water. Again, time how long it takes to feel uncomfortable and cold in the water.

The girls will notice that the shortening acts as an insulator for protecting their hands from the cold of the icy water. This is similar to how the Emperor Penguins have their thick feathers and blubber under their skin. Feathers work great on land, but not as well as blubber to keep them warm in the cold ocean. This is where their blubber layer comes in handy! Pretty cool.... right?

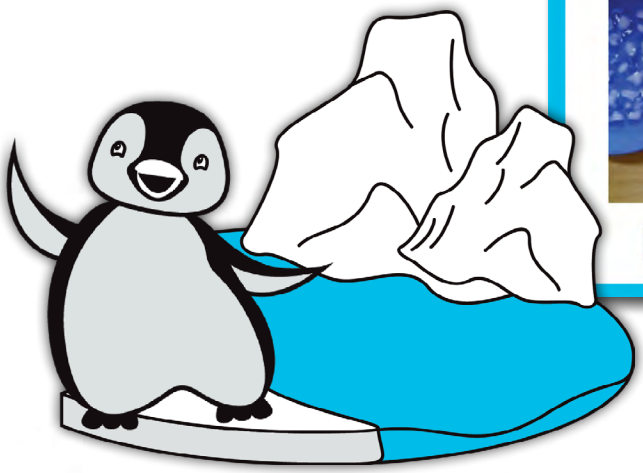


Ever wonder how penguins stay warm in the cold southern hemisphere?

Check out this experiment to feel the blubber effect for yourself!

What You Need:

- Shortening
- Latex gloves
- Ice
- Water
- Freezer
- Large Bowl
- Stopwatch



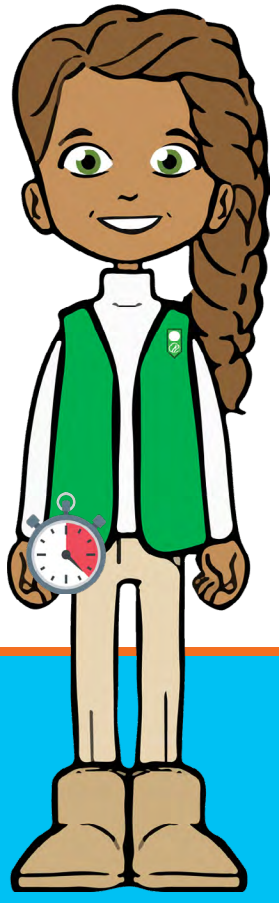
Directions:

Step 1:
Place a large bowl with water and ice in the freezer for 5 minutes.

Step 2:
Have each girl take turns, putting their hands in the water. Using the stopwatch, time how long before their hand becomes uncomfortable and cold in the water.

Step 3:
Once all the girls have timed themselves, have each girl take a latex glove and put it on one of their hands. Cover the glove with the shortening.

Step 4:
Place the gloved hand covered in shortening into the freezing water. Again, time how long it takes to feel uncomfortable and cold in the water.



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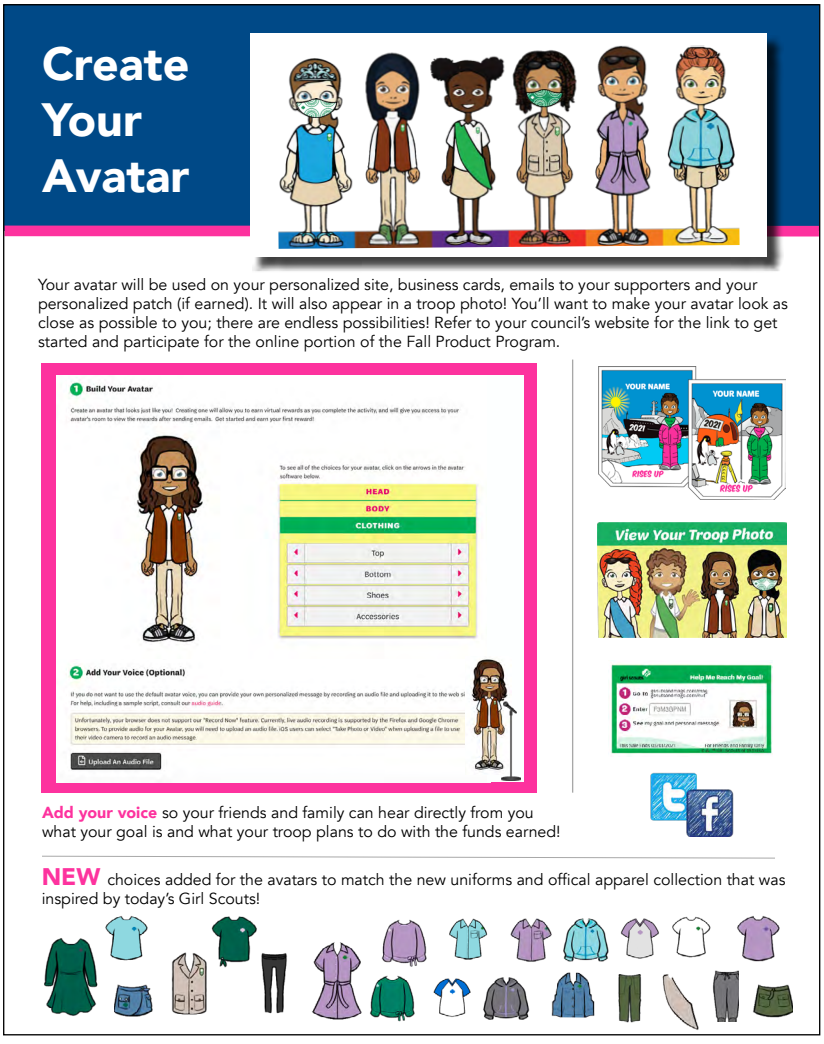
Create Your Avatar

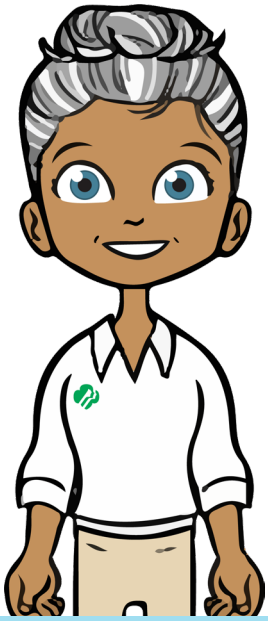
Supplies Needed:

- Computer, smartphone or tablet
- Link for your council's Fall Product Program

Instructions: This can be done virtually or in person, but does require an electronic device and internet connection to complete.

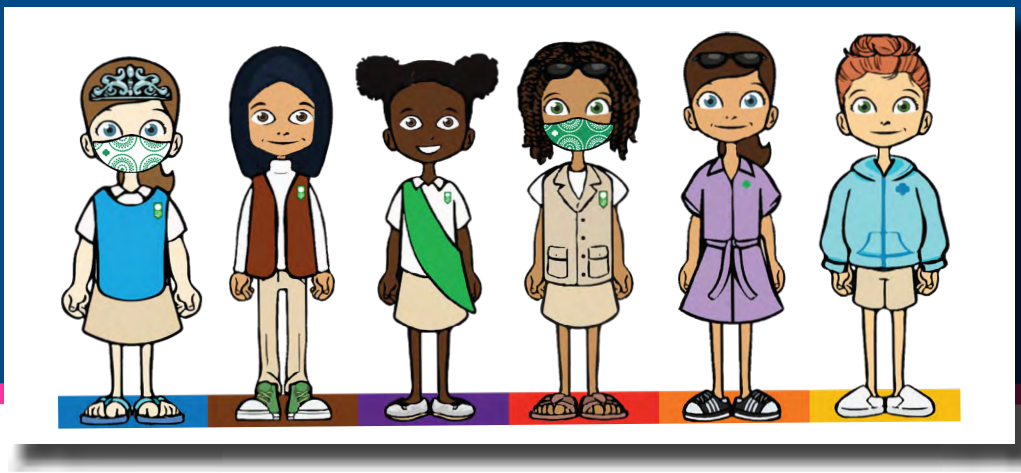
With their parent or guardian, have the girls who are participating in the online portion of the Fall Product Program register. Have them follow the step by step prompts to getting online. Tell the girls to check out their troop photo to see all the avatars of the girls who are participating in the online portion of the program.



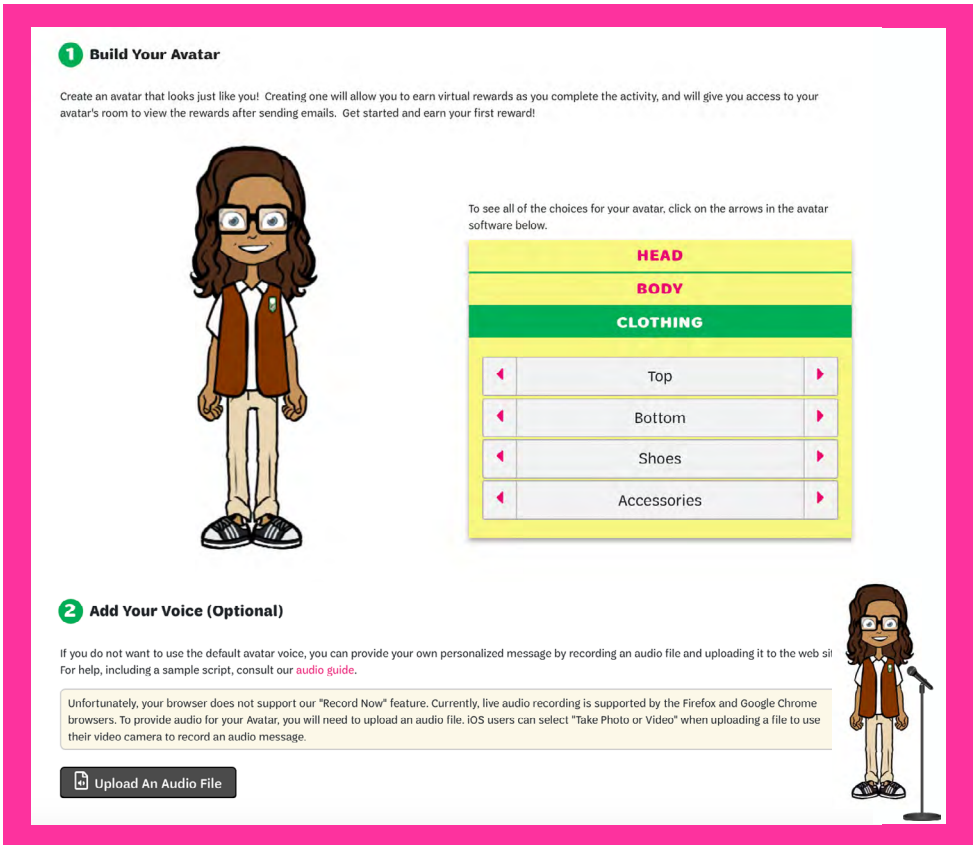


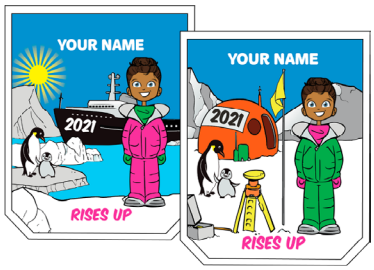
Make sure to refer to your council's website to see how you get started with the online portion of the Fall Product Program.

Create Your Avatar



Your avatar will be used on your personalized site, business cards, emails to your supporters and your personalized patch (if earned). It will also appear in a troop photo! You'll want to make your avatar look as close as possible to you; there are endless possibilities! Refer to your council's website for the link to get started and participate for the online portion of the Fall Product Program.





Add your voice so your friends and family can hear directly from you what your goal is and what your troop plans to do with the funds earned!

NEW choices added for the avatars to match the new uniforms and offical apparel collection that was inspired by today's Girl Scouts!

Snowball Ice Cream

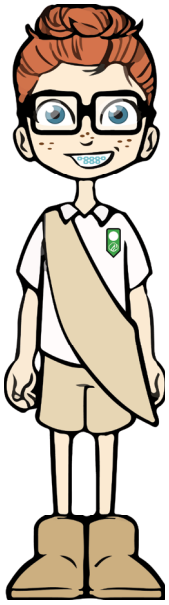
Supplies Needed:

- Snowball Ice Cream flyer
- 1/4 cup of half and half
- 1/4 cup of milk
- 1 tablespoon of sugar
- 1 teaspoon of vanilla
- 1 sandwich bag
- 1 gallon-sized bag
- Salt
- Gloves
- Sweetened coconut flakes (optional)
- Favorite ice cream toppings (optional)

Instructions:

Refer to the Snowball Ice Cream flyer for step-by-step instructions on how to make your own ice cream. Be sure to talk amongst the troop about how it works!

Plan a date with the girls to have a DIY snowball ice cream party to celebrate the end of the program.



SNOWBALL ICE CREAM

A Delicious DIY Activity

What you need:
1/4 cup of half and half
1/4 cup of milk
1 tablespoon of sugar
1 teaspoon of vanilla
1 sandwich bag
1 gallon-sized bag
Salt
Winter gloves or mittens
Sweetend coconut flakes *(optional)*
Favorite ice cream toppings *(optional)*

Directions:
1. Put the first four ingredients in a sandwich bag
2. Close the sandwich bag securely
3. Put ice in your gallon-sized bag (approximately 3 cups worth)
4. Put salt in your gallon-sized bag (approximately 3 tablespoons or more)
5. Place sandwich bag in a gallon-sized bag
6. Put on your gloves
7. Shake and/or massage the bags for 5-7 minutes.
8. Enjoy!

Optional to make a "snowball":
1. Line a baking sheet with parchment and put the baking sheet in the freezer. Scoop the ice cream you just made into a ball and place on the baking sheet in the freezer. Be careful not to touch the ice cream to the salty water or bags.
2. Freeze until it becomes solid.
3. Place the coconut in a bowl. One at a time, roll the ice cream balls in the coconut. Gently press the coconut into the ice cream. Return the snoball to the baking sheet in the freezer.
4. Once all of your snowballs are decorated you can servce immediately. If desired, serve with your favorite ice cream toppings!

How Does It Work?
Shaking the bag mixes the ingredients and also keeps them moving around next to the cold ice water. Regular ice is not cold enough to freeze the ice cream ingredients. When salt is added to the bag with the ice, the salt causes the ice to melt and the freezing point of the water is lowered enough to make the cream mixture freeze. Make sure to keep shaking the bag gently so it all freezes evenly. You should be able to see the change as it happens. After just a few minutes… Voila! You'll have created your own delicious homemade ice cream!

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A Delicious DIY Activity

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