



GIRL/PARENT DISCUSSION GUIDE

QUICK & EASY TOPICS TO SUPERCHARGE YOUR MEETING



WHAT IS TREATS & KEEPS Give a brief description of the program; items being sold, ways to sell and how much the troop can earn

- **SHOW IT LIVE!** If possible show them the video of girls participating in the program. Find the video here: <https://goo.gl/5cpdKW>

BENEFITS Talk about things girls will be able to:

- **LEARN**—Give them practical examples of how the 5 skills apply to everyday life.
- **EARN**—Tell them about the reward options for the entire troop and individual participants.
- **DO & EXPERIENCE**—Give them examples of fun things they can do as a troop and the impact they can have in their community using their proceeds.

GOALS Guide a discussion about goal setting.

- **SET A TROOP GOAL** Help the group brainstorm about the types of things they want to do and the experiences they want to have this Girl Scout year. Start a vision board and sketch out what it would take for the troop to reach this goal.
- **MAKE THE PLAN AND WRITE IT DOWN** Every successful troop has a plan—your troop should too! Putting your plan in writing is the first step to making sure you achieve it...42% more likely according to studies. Let each girl give input to help determine what the troop's goal should be, and have each of them write it down along with their personal goal.
- **TRACK YOUR PROGRESS EACH WEEK**

MONEY Set guidelines to let girls/parents know your expectation of how product will be distributed and how money will be collected.

- **COLLECT MONEY FROM GIRLS/PARENTS AT EACH TROOP MEETING** After distributing products to girls/parents, make a habit of collecting money at each meeting. Collecting money early and often will minimize issues of lost or stolen funds.
- **ISSUE RECEIPTS** Keep accurate records of what is being paid to the troop by providing receipts each time money exchanges hands. Keep track of each girl's remaining balance due. Remember—All chocolate/nut money for in-person orders are collected from customers at the time of delivery. No money should be collected for products paid for online—these funds have already been credited to the troop in M2.
- **DEPOSIT MONEY INTO YOUR TROOP ACCOUNT ON TIME** The balance due at the end of the program is the responsibility of the entire troop. Each girl/parent participating holds financial responsibility to do their part to clear the troop's overall balance due. A troop's unpaid balance will prohibit the entire troop from participating in future Product Programs.

DEADLINES Provide your troop with program dates to establish an easy to follow timeline.

- **DEVELOP YOUR TROOP'S CALENDAR** Use the important program dates provided to you in the Troop Quick Start Guide as your template. Determine what dates you'll need final orders/reward choices, payments and even the date you'd like to distribute products/rewards to make additions and adjustments to your calendar as needed.
- **SET A REMINDER SCHEDULE** Build in reminder messages (text messages, emails, handouts, phone calls, etc.) to prompt girls/parents to take action for upcoming important dates.