

**Your Name**

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

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

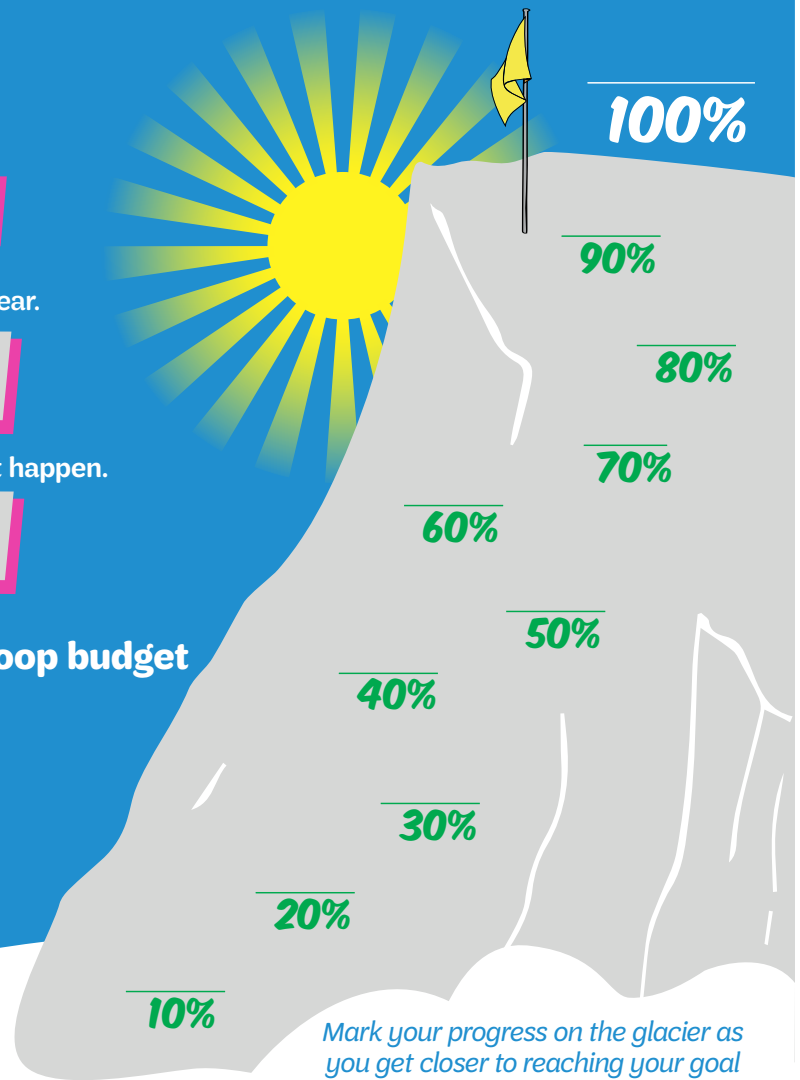
**Set a fall product goal based on your troop budget**

**My troop goal**

\$

**My individual goal**

\$



## 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.



# WORKING TOWARDS A GOAL

Life Skills/ Art

## BADGE COMPONENTS

Overview

Explore...

- Step 1
- Step 2
- Step 3
- Step 4

## PA EDUCATION STANDARDS

The content of all Girl Scout national proficiency Badges and Journeys have been correlated by grade level to national and state learning objectives.

Visit

<https://girlscouts.org/en/adults/educators/curriculum-standards.html> for more information about how badges support the standards.

## MATERIALS

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- SMART Goal Worksheet
- Pencil
- Glue
- Scissors
- Dark Blue, Light Blue, and White Construction Paper
- Dark Marker
- Things to color with
- Magazines
- Stickers
- Inspiration quotes and images

## PROGRAM DESCRIPTION

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This week is all about setting up SMART Goals that are achievable and rewarding! We will be exploring the important steps of success and how to create inspiration and vision for when we seem to lose sight of a goal that seems impossible.

## PA STATE STANDARDS

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AL.3 2.A, AL.3 2.C, AL.4 2.A, AL. 4 2.B, AL.4 2.C, 9.1 V K.B

## Welcome (5 minutes)

- Welcome
  - Introduce staff and any guests
  - Overview of meeting/journey
  - Before we begin our activities, we will review our rules
  - Share screen with program rules (optional)
    - **Have fun! It is a rule you have to do it**
    - **Use nice word on screen and in chat to others and yourself**
    - **Stay muted until we call on you**
    - **Use chat for questions and answers, no spamming**
    - **Learn and try something new**
  - If you cannot follow these rules, you will be placed in the “waiting room” for a couple minutes. This will help you take some time to focus before coming back into the program.
  - What to send the girls in the chat if they are not using it correctly.
    - *Copy/Paste: Girls, a reminder, please only use chat to either answer questions we ask, or ask a question about the program. Thank you!*
  - **Girl Scout Promise**
    - **Ask if we have a girl who would like to lead the Promise**
  - Now we are ready to begin!

## Introduction: Goal setting (10-15 minutes)

Setting goals gives you long-term vision and short-term motivation. It helps us stay focused and get more knowledge and skills. They help us make the most of our lives. We are starting a new school year, a new Girl Scout year, it is the end of summer and the start of something new, which is a perfect time to think about goals for the upcoming year.

Has anyone here made goals before? Did you reach them? How did that make you feel? Goals come in many forms, they can be academic, social, or even personal character building goals. We are going to practice choosing, setting, and reflecting on our goals. This is a skill that everyone needs to practice not just adults.

A goal is an outcome, something that will make a difference in the end, it needs to be challenging, but not too hard so you can achieve it, but not too simple that you don't grow in the process.

Why is making goals important? By setting goals, measuring and celebrating reaching goals we are able to see what we have done and what we are capable of. Seeing our results give us the confidence and assurance that we need to reach higher goals.

### SMART Goals

Setting goals can be a difficult job, we usually are pretty vague about the goals, “I want to read harder books.” That is a good goal but how do you reach it?

1. Specific: What exactly do you want to accomplish?
  - a. I want to read a chapter book on my own.
2. Measurable: How will you know when you meet your goal?
  - a. I will have read the book.

3. Attainable: Three steps I will take to accomplish this goal?
  - a. Pick a book out
  - b. Read a page every day.
  - c. Write words I don't know down to look up
4. Relevant: This goal is important to me because...?
  - a. I want to read more stories
5. Timely: What is the deadline you set to meet your goal?
  - a. By next Christmas.

## Activity One: Shaping Your Goals (10 minutes)

**Materials:** Piece of paper, SMART Goal Worksheet, Pencil, things to color with

We all have very many different goals depending on what we are trying to accomplish. Some goals are really small- while some goals might take an entire life time to complete. We are all going to shape out a SMART goal that we would like to achieve- maybe something this school year, before we graduate high school, or perhaps a dream job. Be optimistic and excited to start and finish your goal that you set.

**Specific:** What is your Specific Goal?

**Measurable:** How can you check in and measure that it's going according to your plan?

**Attainable:** What steps will I need to take to get this Goal completed?

**Relevant:** This goal is most important to me because...: Am I going to need some help?

**Timely:** How long will this goal take? What is my deadline?

## Activity Two: Success-Berg (10-20 minutes)

**Materials:** Dark blue/Light Blue/White Construction Paper, Scissors, Tape, Glue, Marker or things to write with. Instructor- you are encouraged to cut the paper prior to the start of the program into light blue and dark blue paper into triangles and squares.



Just like an iceberg- almost all of the hard work that goes into making us successful at accomplishing our goal will go unseen. What are some of the things that people “don’t see” when we are achieving success? Do any of the words in the pictures remind you of a moment in your own experience working towards a specific goal? Maybe you had to miss a movie night with friends because you had a soccer tournament. Or maybe you think of all the homework you had to do before getting an A on the spelling test last week. While we set goals for

ourselves- it's important that we see the value of the discipline and time we use towards that success in our goal. Our hard work won't be understood or seen by other people most of the time- not always though, usually our supporters like parents, coaches and teachers see some of these moments- but not all. To remember and visualize all the pieces of our Goal's Success, we are going to create our own Success-bergs art.

First we are going to use our white construction paper as our canvas. Do the best you can to draw the shape of an iceberg (like the one in the photo) with only some of the top above the water and a large point bottom under the water. At this point, we can add our water line showing waves.

Participants are to cut a few long strips of the light blue and dark blue paper. Once into a few strips- not the whole sheet- always can add more. Next cut the strips into squares and triangles at random. Depending on the size of your iceberg is how much paper you will use. For the one featured in the photo- about a half of each color sheet was used. We are going to use glue or tape to make an iceberg collage. Once all the pieces of triangles and squares are added to the outline of your iceberg- we are going to cut off the excess white canvas so only the shape of our iceberg remains. On the top of our iceberg- we are going to write "SUCCESS" in big letters. If you would like- add two thin pieces of blue paper strips to show were the water line is if you are unable to see it now with the triangles.

Next, use your coloring tools to add words like "hard work, struggles, failures, dedication, practice" to the bottom of your iceberg that is under the water.

Think of the words that describe all the steps to success people don't see.

Persistence, dedication, hard work, struggles, discipline, failure, risk, practice, sacrifice.





## Activity Three: Vision Pages (20 minutes)

**Materials:** Construction Paper, Magazines, Quotes, Stickers, things to color with, scissors, glue.

A vision page is a way to document your goals, dreams and things that inspire you in a picture or poster. What goes on your vision page is entirely up to you. It should be positive and inspiring visual picture of what you want to do and get this year. Some people use a vision page or board to document their goals and intentions, for others it is a place to capture happy thoughts and images. It is important to have the visualization while you are working toward your goals. A vision page or board is a method to visualize those goals.

What you put on the vision page is up to you but remember you are using this to inspire and motivate you, you have free reign. BE CREATIVE. BE YOU. Getting started:

Gather all your art supplies, have a place for your garbage scraps if you are using magazines to cut out images. Think about what goals you had made using SMART, these are what you want to visually represent on your vision board. Cut out photos that you like even if you aren't 100% sure you will use them. It is better to have more than you need before you make the final selection.

Once you have all the pictures/words/stickers you want to use it is now time to fill up your page- you may decide that you need to use two. That is 100% totally cool. Make this your board, your vision. You are going to want to place them where you want them before actually gluing them down. You will want to make sure you like the placement before making it permanent. Once you have everything where you want it, start gluing. You can fill in the blank spaces with hand drawings or writing. Or keep looking for smaller pictures/stickers. Everyone's is going to look different, some will be really organized, some will be all words, and some will be completely full and look busy. They are all going to be great! You can always add to your board as you work toward the goal. Save memories here along the way as you venture to accomplish what you put your mind to!

After a few moments of creating we will take a few moments to let some friends share their vision pages before we clean up.

# Smart Goals

A trick to help you accomplish a goal is to write it down as a SMART Goal.

**A SMART Goal is: Specific, Measurable, Actionable, Relevant, and Time-Based.**

**S**  
SPECIFIC

My exact, specific  
goal is to...

**M**  
MEASURABLE

I will be able to tell I  
accomplished this  
goal because...

**A**  
ATTAINABLE

3 steps I will take to  
accomplish this goal  
are...

**R**  
RELEVANT

This goal is  
important to me  
because...

**T**  
TIMELY

I will accomplish  
this goal by...

# 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
- Sweetened 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 snowball to the baking sheet in the freezer.
4. Once all of your snowballs are decorated you can serve 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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1 gallon-sized bag  
Salt  
Winter gloves or mittens  
Sweetened coconut flakes (optional)  
Favorite ice cream toppings (optional)



## **Directions:**

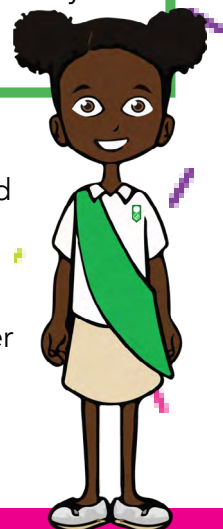
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# Meet the Mascot!

## 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

# FAST FACTS:

**Scientific Name:** Aptenodytes forsteri

**Group Name:** Colony

**Species:** Approximately 17 - 19 penguin species

**Size:** 60 -90 lbs. and grow to 3 <sup>1</sup>/<sub>2</sub> - 4<sup>1</sup>/<sub>2</sub> feet tall as an adult

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

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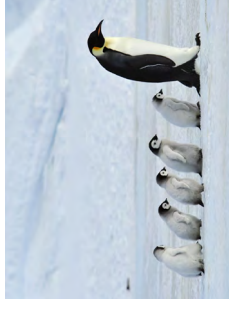
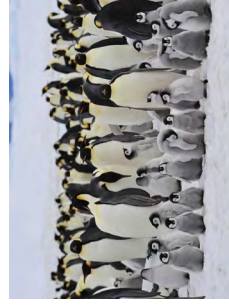
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# How to Draw an Emperor Penguin

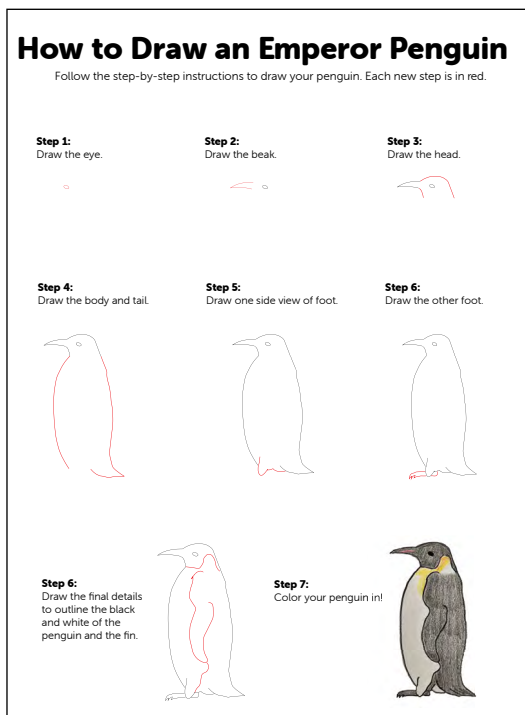
## Supplies Needed:

- 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.



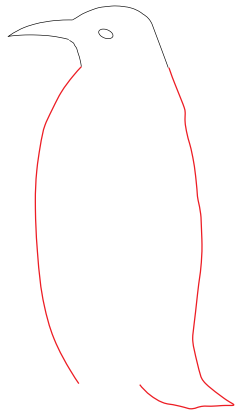
## Step 3:

Draw the head.



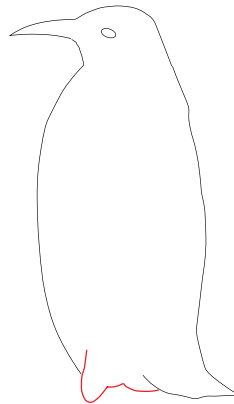
## Step 4:

Draw the body and tail.



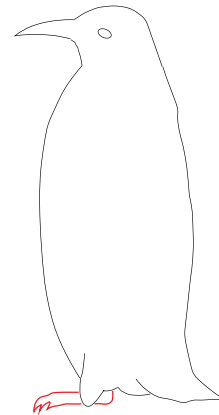
## Step 5:

Draw one side view of foot.



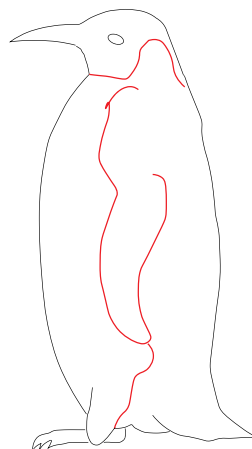
## Step 6:

Draw the other foot.



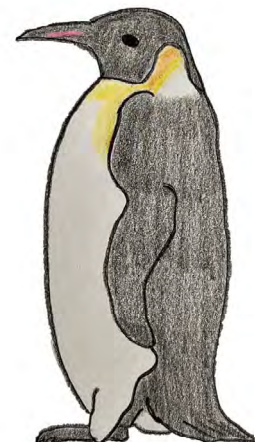
## Step 6:

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



## Step 7:

Color your penguin in!





# Color Patch Design Art Pages

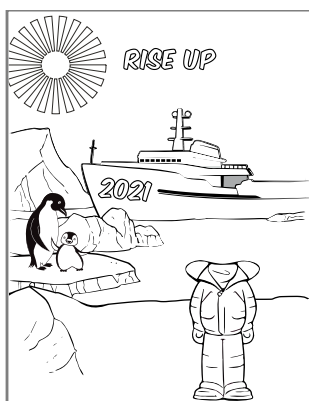
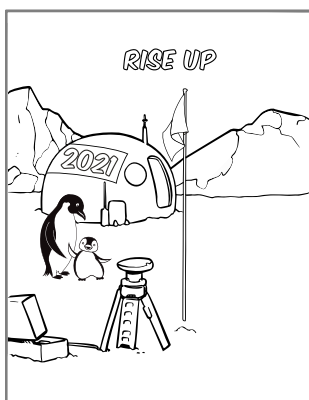
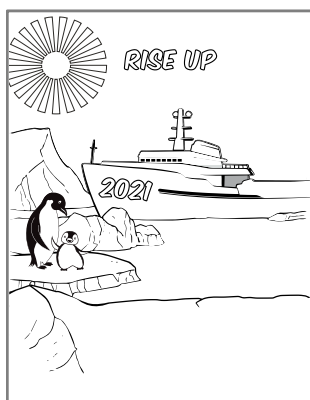
## Supplies Needed:

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

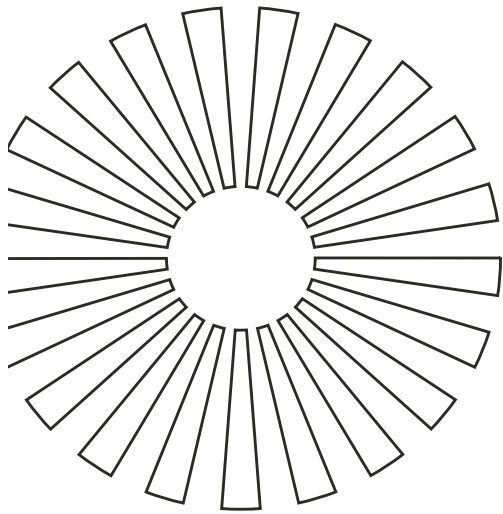
## Instructions:

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.

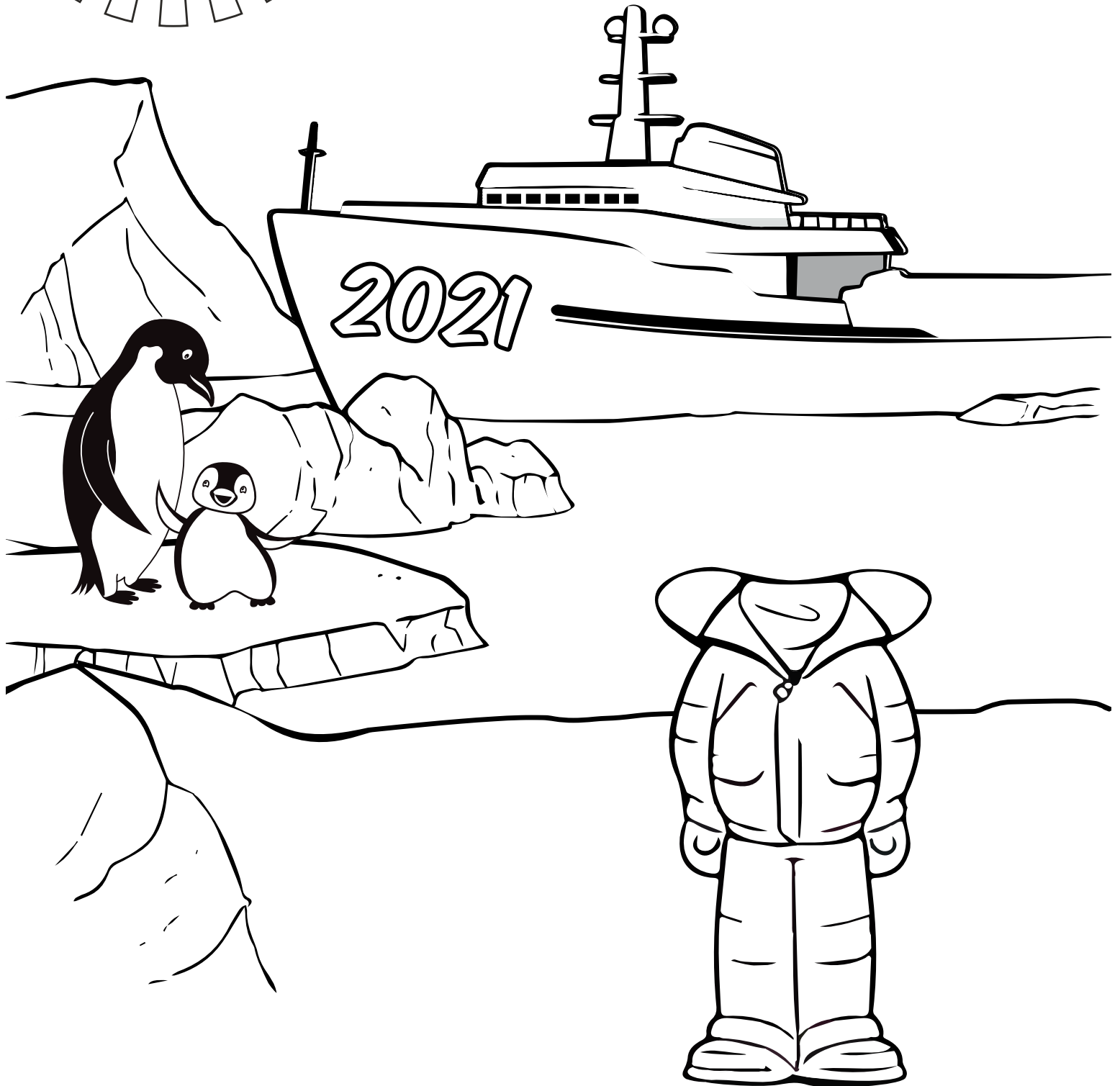
- \* Discuss the personalized patch and what it takes to earn it. Show the girls the background options that are offered for the patch. Take a vote to see how many girls want the Harbor View, how many want the Research Expedition? Are they going to choose to be in their Girl Scout uniform, Girl Scout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

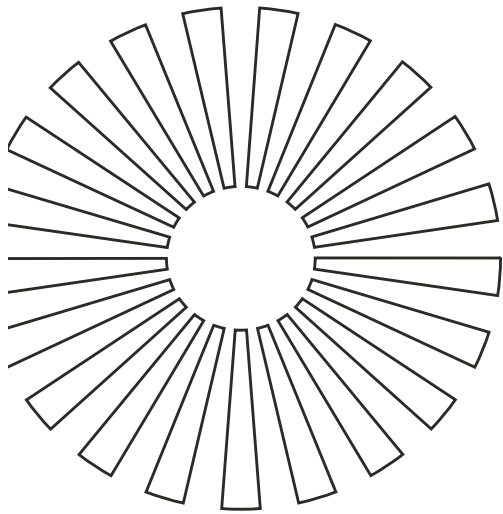




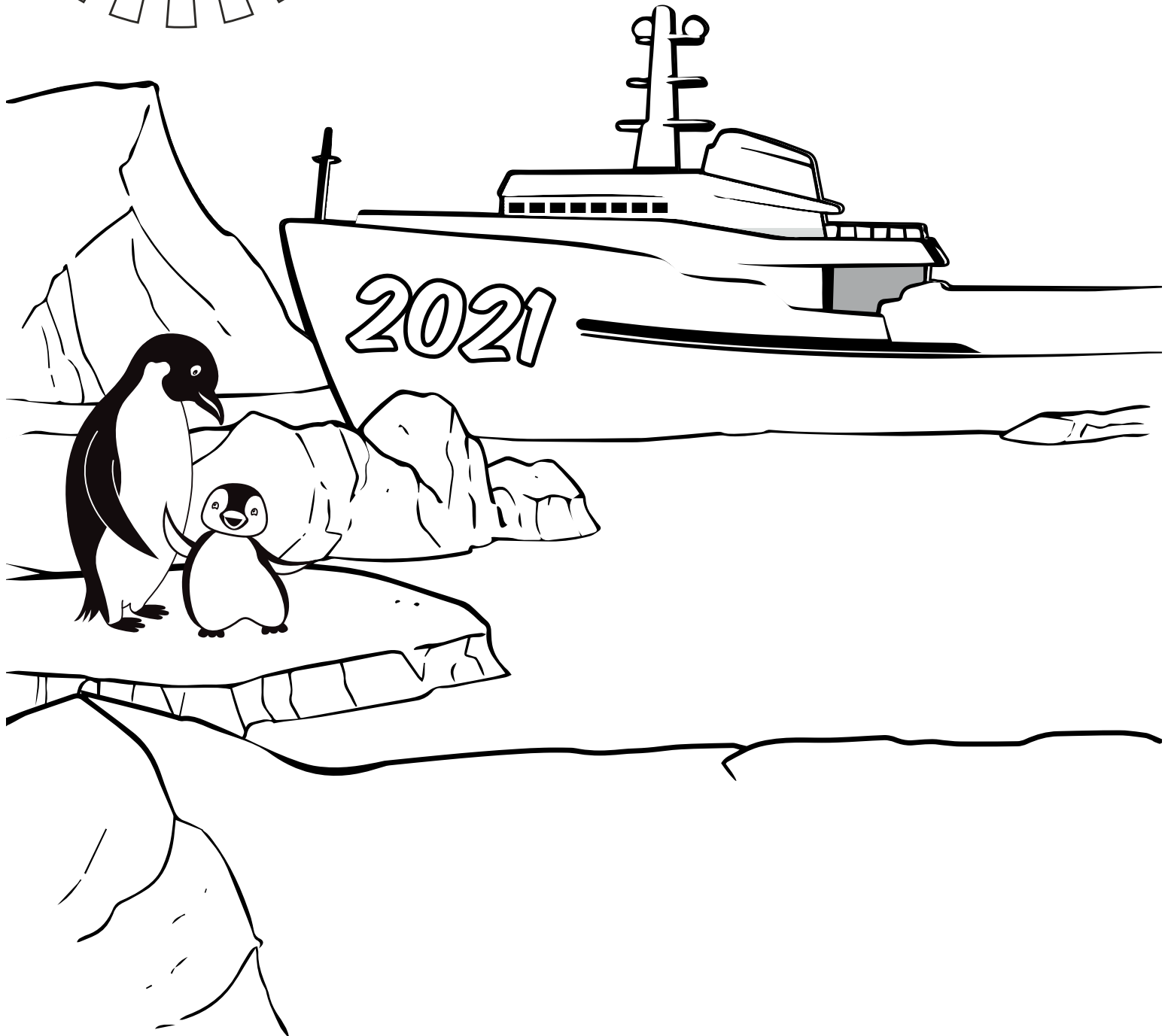


RISE UP

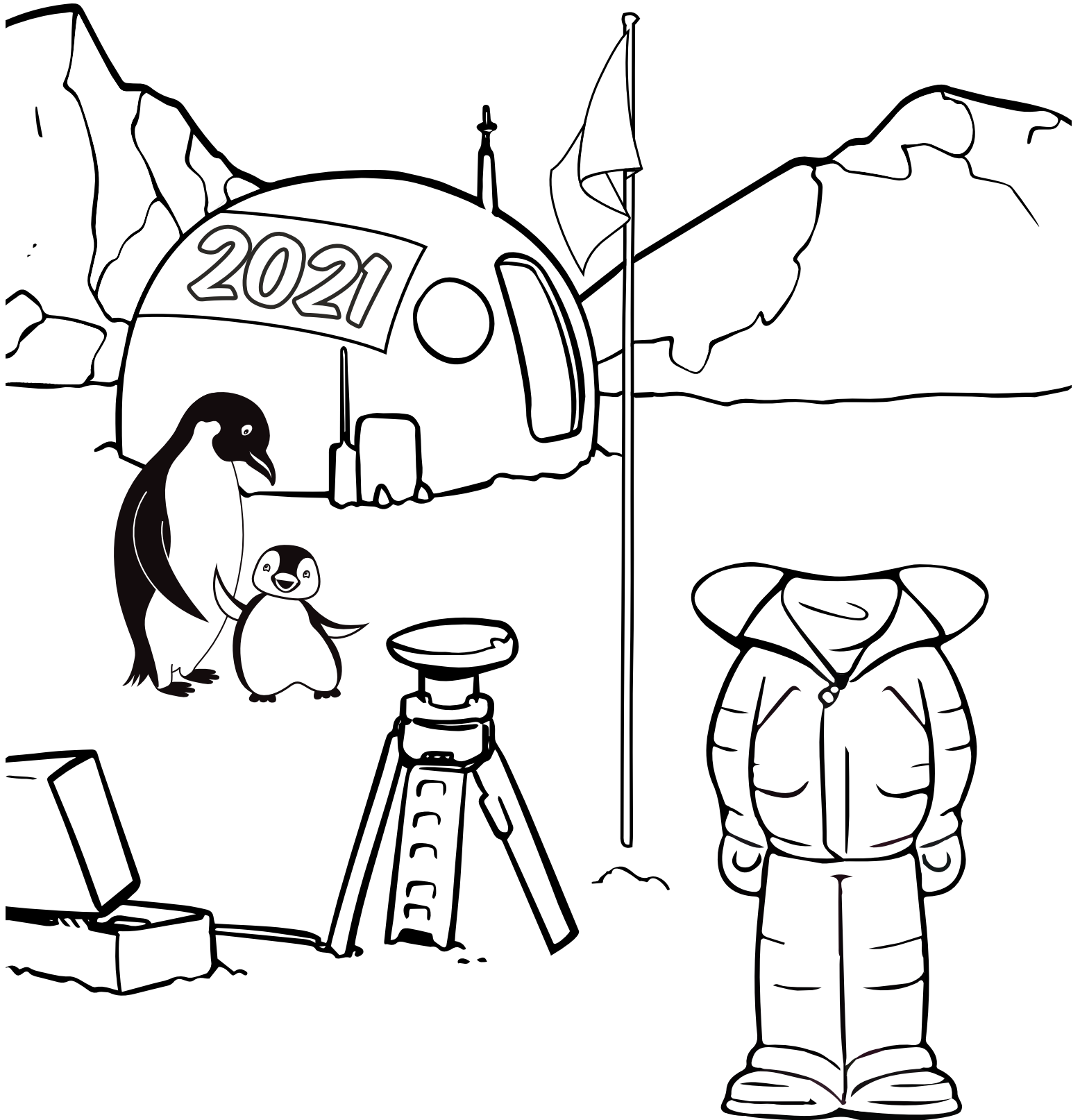




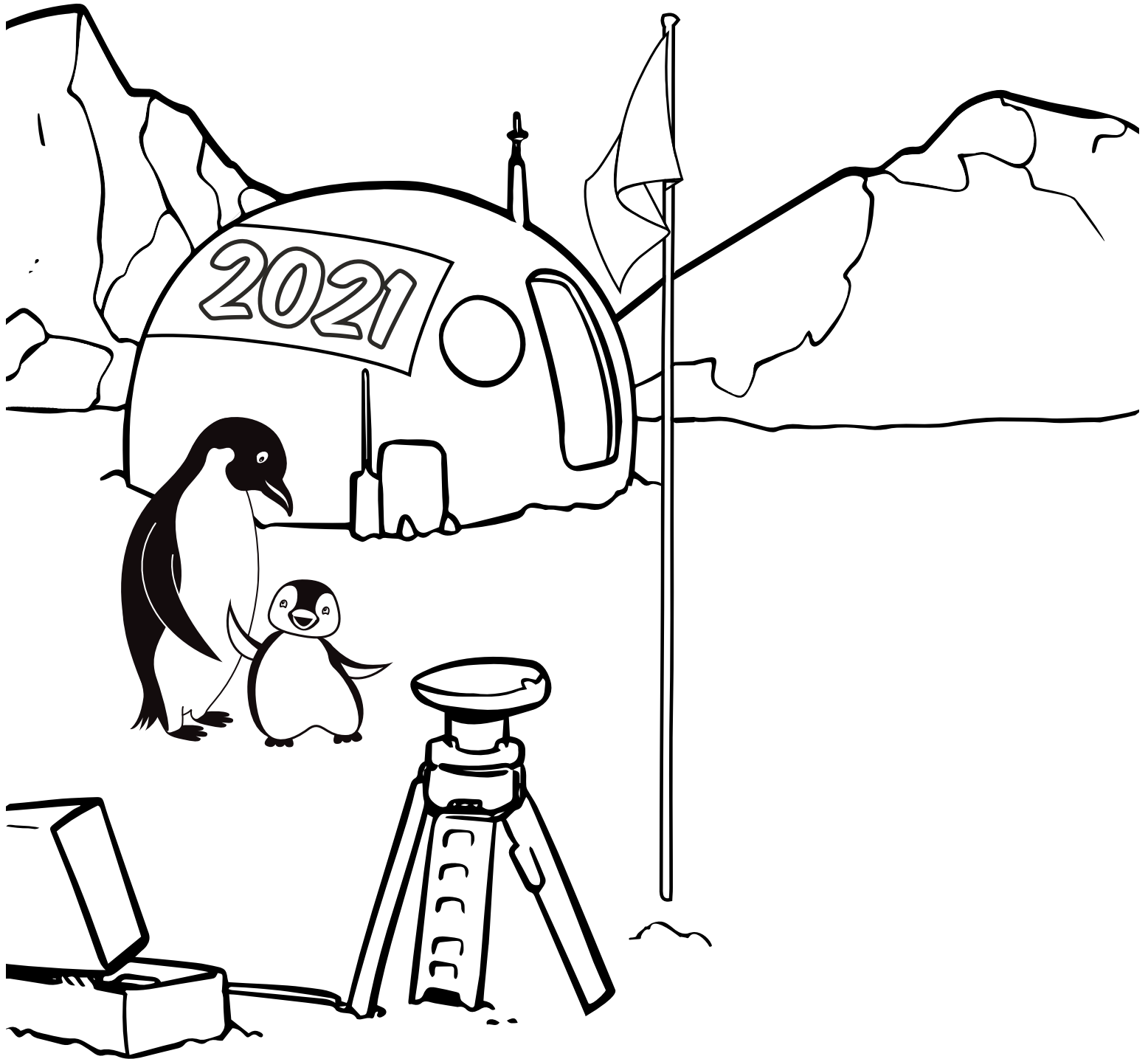
**RISE UP**



# RISE UP



# RISE UP



**MONEY MANAGEMENT**

**GOAL SETTING**

**PEOPLE SKILLS**

**BUSINESS ETHICS**

**DECISION MAKING**



## **5 SKILLS to enhance your FALL FUNDRAISER PROGRAM**

### **GOAL SETTING**

- Decide on a goal
- Write it down
- Tell someone so they can help you reach your goal
- Break down your goal into smaller goals
- Plan your first step
- Don't give up
- CELEBRATE; even if you don't reach your initial goal, take pride in what you accomplished

# Decision Making

- Girls learn to make decisions on their own and as a team.
- During the program, there will be many decisions to make that will guide you toward reaching your goal. To start, you 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 will you take to maximize your results after that?
- 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, check on your sales progress frequently. Sales reports are available on your M2 dashboard girls.
- Ask your Troop Manager for updates on your troop goal
- Make sure you do not collect payment for in-person orders from customers until you are delivering the product
- Submit all payment to the Troop Manager as soon as possible



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- Throughout the program, check on your sales progress frequently. Sales reports are available on your M2 dashboard girls.
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# Business Ethics

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

As you prepare to ask friends and family to support their efforts in the Fall Fundraiser Program, contact their potential customers respectfully and in a timely manner.

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. Make sure to say thank you to those who are supporting you. Customers need to know that they are appreciated when they make a purchase that benefits the girl and her troop. Be prepared by completing each of these tasks:

- Practice what you will say to customers as you ask for their support
- Create thank you notes or personalized emails to share with those you contact, even if they do not make a purchase from you

## People Skills

**Girls find their voice and build confidence through customer interactions.**

There are so many ways to communicate with friends and family about the Fall Product Program: social media, phone calls, emails, text messages, and in person. Think about what products each potential customer might like that you could recommend to them. Find her voice as you build confidence every time you talks to someone new about the program. Use the form below as a guide to keep track of your customer engagements.

[illegible]

# 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!

**What You Need:**

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

**Directions:**

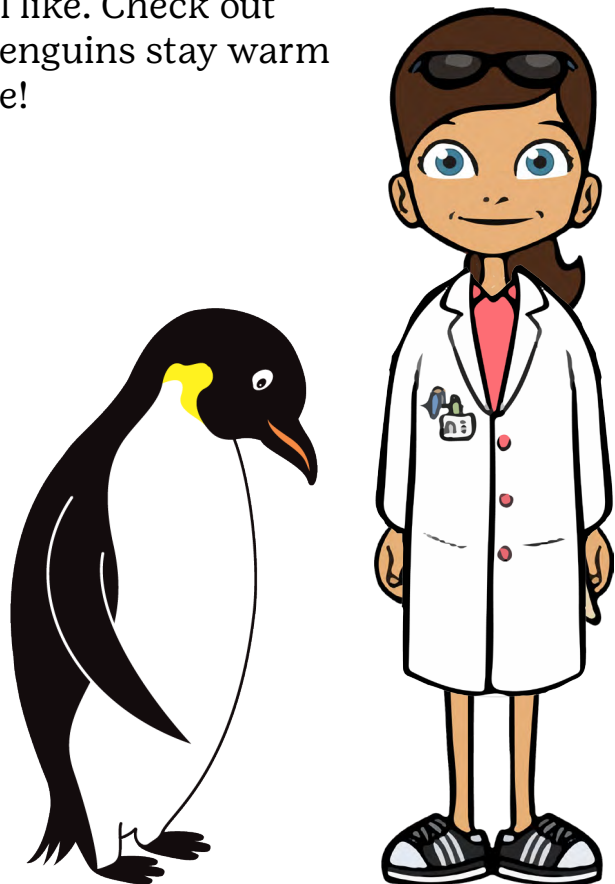
**Step 1:**  
Place a large bowl with water and ice in the freezer for 5 minutes.

**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?

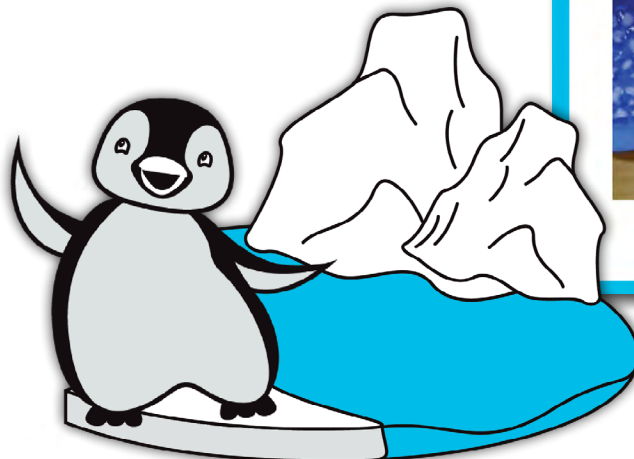
A cartoon illustration of a penguin on the left and a girl with brown hair in a braid, wearing a green vest over a white shirt and tan pants, on the right. The penguin is looking towards the girl.

# 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



## BLUBBER GLOVE



## EXPERIMENT

## 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.

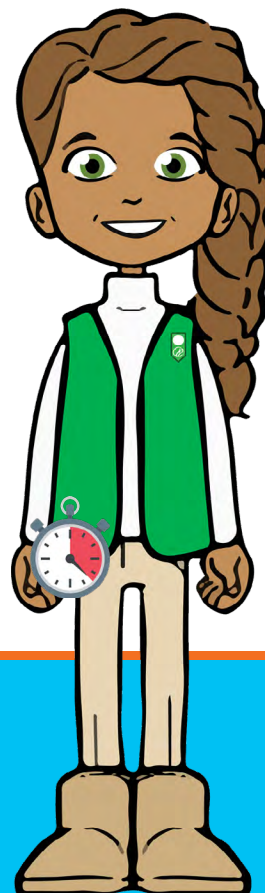
### Step 3:

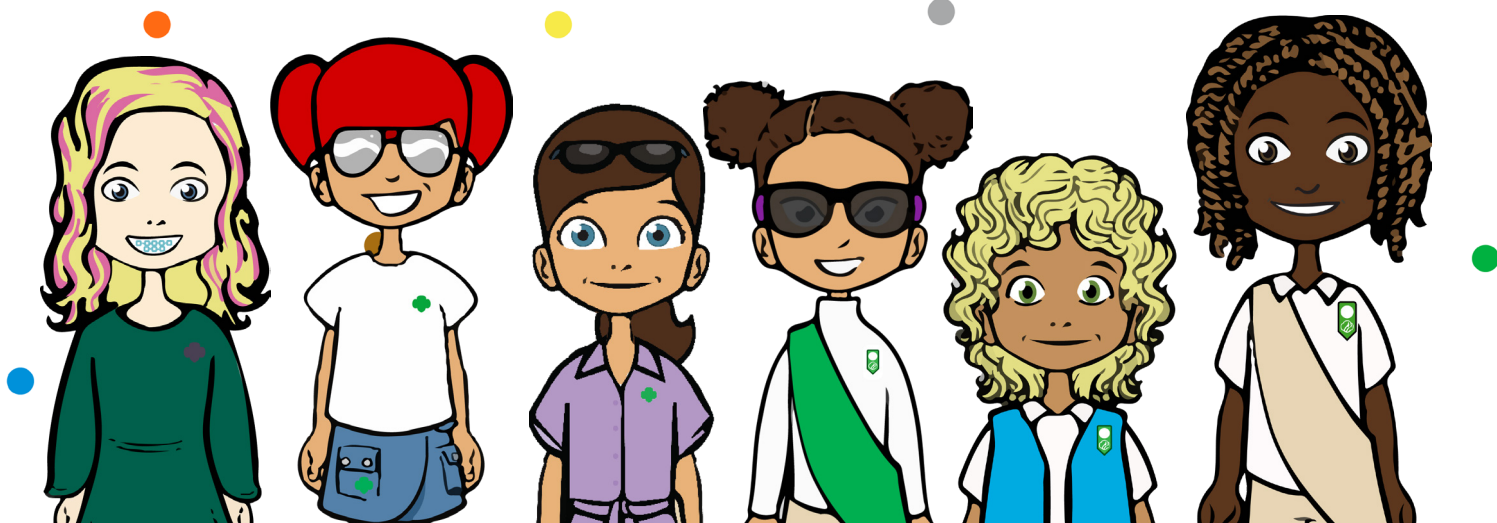
Once all the girls have timed themselves, have each girl take a latex glove and put it on one of their hands. Cover the glove with the shortening.

### 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?





# GSHPA Fall Fundraiser BINGO

Attend a Fall Fundraiser Rally (virtual or in-person)

Hand out your M2 business card to a friend or family member

Share how you plan to use Fall Fundraiser proceeds with a customer

Add emails of friends and family to your contact list in M2

Set a Fall Fundraiser goal

Send out emails to friends and family through M2

Let your customers know when to expect their girl delivery orders

Sell an in-person nut/candy item

Select your reward preferences

Leave a door hanger on a trusted neighbor's door

Upload a photo of yourself to M2

Use the Share My Site feature to share your site via text or on social media



Collect a Care to Share donation

Earn an avatar award in M2 site

Create your M2 Avatar

Enter your in-person orders to the M2 site or to your troop

Count payment for in-person orders and turn in balance due to the troop

Deliver all your in-person and girl delivery orders to customers ASAP

Sell an online nut/candy item

Log into your M2 account starting September 23rd

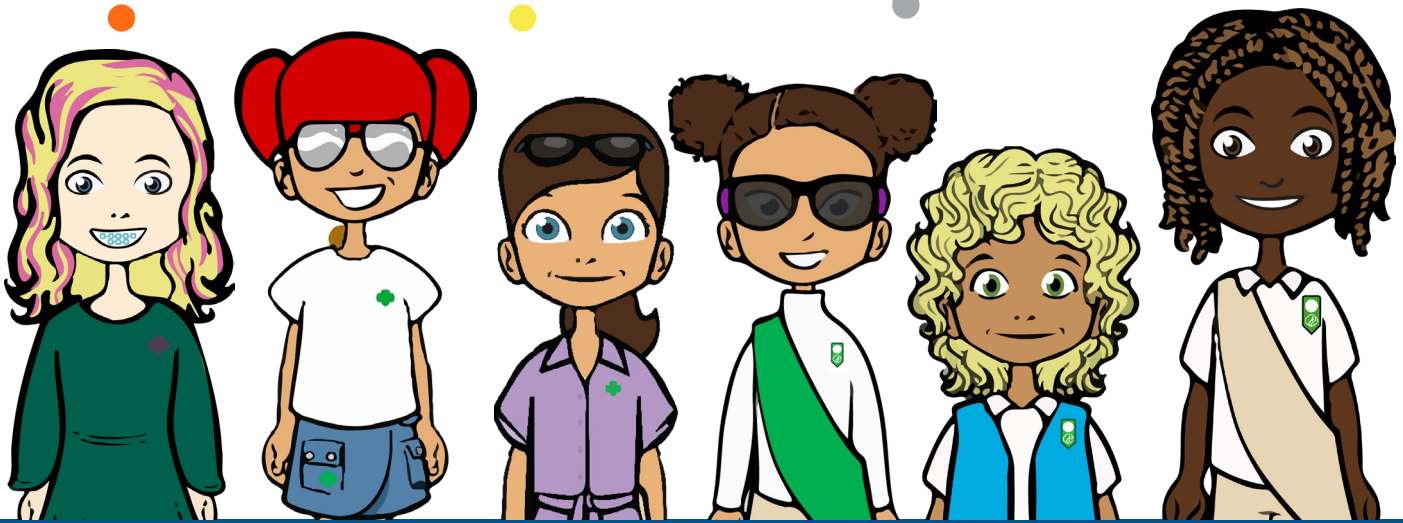
Sell a magazine through your online storefront

Upload a customized video to M2

Design your personalized patch

Turn in Family Agreement form to your troop





# GSHPA Fall Fundraiser BINGO

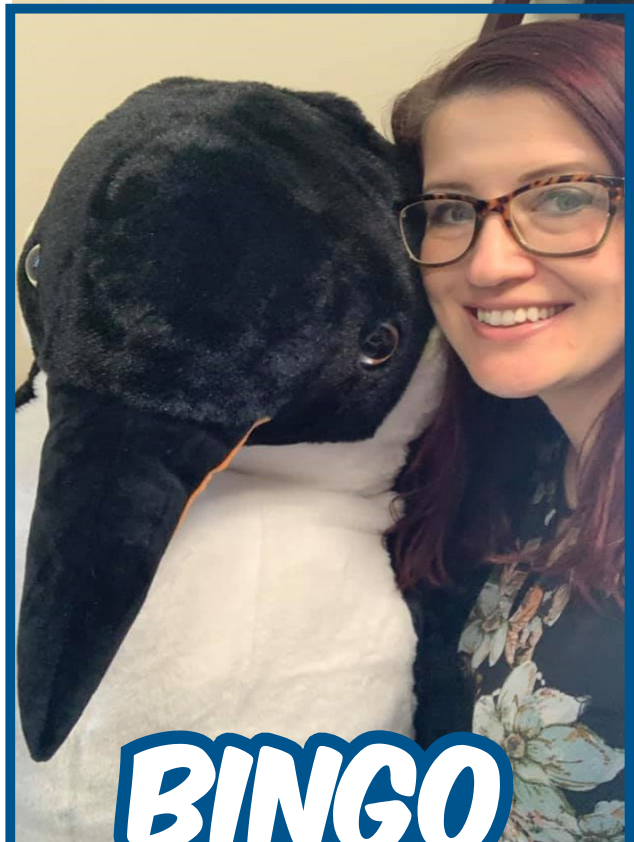
## Bingo Rules

1. Mark squares as you complete each activity
2. Once you have a bingo, submit your card to GSHPA



*Click here or scan the QR code to  
submit your form*

- Deadline to submit is **December 10th**
- One lucky winner will be selected and notified the week of **December 13th**
- Submit a **FULL CARD BINGO** to double your chances of winning!
- Email [productprogram@gshpa.org](mailto:productprogram@gshpa.org) with questions



## BINGO PRIZE!

Winner of the Bingo Card  
competition will win our jumbo  
mascot

**PEARL THE PENGUIN!**