



# 2011-2012 Product Sales Calendar



July 2011

Confirm area PSC's.

Preview the BE A READER, and the Ashdon Farms Candy/Nut Sales, via S'More News and E-Newsletters and the GSRI website.



August

Hold New Service Unit PSC trainings

August 18

Fall Product Sale Training and Cookie Sale planning for Service Unit at area Kick-offs.

September

Service Unit PSC conducts Troop Product Sale Chair training (separately or at Leader Meeting).

September 12 – October 28

Troop Product Sale chair distributes materials to girls, and they sell through October 28<sup>th</sup>.

October 28 – October 29

Orders are turned in to troop Product Sale chairs at troop meetings this week.

October 30

Troop orders forwarded to Service Unit PSC.

November 2 & 3

**ALL orders turned-in to Council and incentives ordered.**

November 19

Cookie Sale Kick-Off Breakfast/Mid Year Conference.

November 16-18

Candy & Nuts delivered

November 27 – December 17

Trainings begin for Service Unit, Troop Cookie Managers & their Troop Leaders.

December 12

Service Unit orders Must be entered into Snap for Early Direct Sale troops

December – January 2, 2012

Girl training in troops

January 2

Order taking begins, and local kick-off rallies are held

January 8

**Council-Wide Cookie Kick-Off Providence Bruins Game, Dunkin Donuts Center**

January 13

Cookie deliveries begin for Early Direct Sale Troops

January 27

**1<sup>st</sup> Partial Payment Due to Council from Early Direct Sales**

January 25– January 27

Turn in order cards to troop Cookie Managers.

January 28-29

Turn in troop orders to Service Unit PSC

February 01, 2012

**All orders Must be entered into Snap and paperwork turned-in to Council Office**

February 10, 2012

**2<sup>nd</sup> Partial Payment Due to Council from Early Direct Sale Troops**

February 23-24

**Final Payments Due to Council from Early Sale Troops**

February 17 - February 25

Delivery week - Central Drops

March 9

Partial payment due to Council from all order taking troops

March 03

Direct Sales, Booth Sales, Rolling Sales begin on this date, through March 25<sup>th</sup>

March 28

**Final Payment and Incentive Report DEADLINE**

March 30

Service Unit final report due. Catch Up and Leftovers Booth Sales run through April 1<sup>st</sup>.

May 16

Cookie Sale Evaluation Dinner.

