

**2009 QSP/Nut  
Unsolved the Mystery Puzzle Piece**

| #1 Best Practices  | #2 Idea for increasing sales  |
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| The best thing we did was to stop saying “those girls can’t do it” and allow all girls the chance to participate.  | Ensure every girl has the opportunity to decide whether or not she would like to participate in the sale.   |
| As a service unit we encourage leaders to get a start on fundraising not only to help troops but council as well   | Encourage each leader to present the program to the girls and let them vote. Too often a leader just says no to program.  |
| Train and support the leaders helping them with questions  | Promote the QSP/candy program in a different way than just training. Show them possibilities.   |
| Mom & Me, Book & email party   | “Button” Ask me about GS QSP, candy and nut   |
| Learn, Teach and Help  | Push the online ordering, troop did not do before   |
| Address Booklet party. Fill out booklets together  | Be more enthusiastic and show benefits  |
| Encourage new leaders to do QSP magazines & coupon books   | Start more new troops. Sample activities from program at service unit meetings  |
| Every Troop participates   | Get new Troops involved   |
| Service unit is good at turning in on time and setting goals   | Increase participation for online orders and address to make more   |
| Showing how simple it is to get \$2 for one book, so all can do it   | Show how much money troops have made in the past.   |
| Participation  | More enthusiasm for this sale   |
| Don’t say buy/sell but say support/order   | 10% increase in sales from last year  |
|  | Access last year troop sales to help troop managers set goals for their troop and encourage them to reach that goal and exceed it   |
| Communicate and recognize updates on campaign via emails, mtgs, etc.   | Order or support versus Buy or Sell   |
| Hold QSP training during service unit meetings to expose ALL leaders to the program  |   |
| Have fun, be creative, be positive   |   |
| Get the information to the girl!   | Service Unit kickoff, Ice cream social or information kiosk, Girl led   |
|  | New troops starting late can fill out the booklet to earn some money and the girls also earn things   |
|  | Encourage parents and friends to renew magazines if they can not buy new.   |
| Have training at service unit meeting for convenience  | Stress Magazine reorder....not a new expense  |
|  | Utilize Dr offices, gyms, car dealers for QSP orders  |
|  | Use keywords “support” or “order” instead of “sell” or “buy”. Give reason girls are selling. Point out how easy online orders are & benefits of ordering mags. From us, not publishers. |
| Stress Receipts  | Recognize Top Sellers   |
| Ice Cream party for highest selling troop  |   |
| Troop(s) who earn \$200 in proceeds is recognized at SU meeting. An email is sent out to all troops announcing the troop who earned the \$200 in proceeds. |   |

