

2025 FALL PRODUCT PROGRAM

TROOP GUIDE

Revised 9-11-25



BRAVE.
FIERCE.
FUN!



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We strongly encourage you to review this Troop Guide and become familiar with your role as the Fall Troop Volunteer. Know your responsibilities ahead of time so that you can ask questions and get answers that keep you on schedule.

Contact your Community Coordinator or the Council's product program team if you need any assistance.

You make this program possible and meaningful. THANK YOU!

We look forward to a BRAVE, FIERCE & FUN 2025!

GSJS Product Program Team

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M2 Customer Care Support Line

1-800-372-8520

support.gsnutsandmags.com

**M2's customer care team offers tech support, and
volunteer, participant, and customer inquiries**

WHAT IS THE FALL PRODUCT PROGRAM?

Your Girl Scouts will launch their first business during the Fall Product Program. The program is an integral part of a Girl Scout's journey towards leadership allowing girls to learn skills such as - goal setting, decision making, money management, people skills, and business ethics. Girls also learn skills in financial literacy, entrepreneurship, and e-commerce.

This is a friends and family program, and a fun and easy way to earn startup funds for your troop activities and experiences while providing opportunities for troops to give back to the community. Girls can earn exciting rewards! All proceeds stay local to benefit our troops and council.

It's easy to participate! Girls choose how they want to participate - in-person with the nut order card; online using the M2 digital platform or a combination of both.

****It is important to note that troops must participate in both GSJS Fall Product and Cookie Programs to apply for additional money earning activities and travel scholarships.***

HOW THE PROGRAM WORKS

This financial literacy program allows girls to be entrepreneurs by offering family and friends the opportunity to buy delicious nuts, chocolates, magazines and more.

GIRL PARTICIPATION OPTIONS:

- **In-person** by taking orders using the nut order card. Girls collect money from customers when they deliver.
- **Online** by inviting friends and family to place an order through the girl's online store(s). All online orders are pre-paid by the customer at the time of ordering.

NUTS AND CHOCOLATES - Customers have two delivery options.

- **Girl Delivery** - Items are pre-paid online by customer and the girl delivers in November. Items are the same as on the order card. No shipping charges.
- **Shipped** - Items are prepaid and sent directly to customer right away. Additional items available online through shipping option. Shipping charges apply.

MAGAZINES - sold online only, prepaid, available in paper and digital subscriptions.

M2 MORE - BARK BOX, TERVIS TUMBLERS, PERSONALIZED ITEMS & CANDLES - sold online only, prepaid, and shipped direct to customers. Various shipping charges apply.

WHAT'S NEW FOR 2025?

CAREGIVER PERMISSION FORMS:

The product program permission forms, which cover both the fall 2025 and cookie 2026 seasons can only be signed online. Completion is easy. Be sure that your parents include the leader's email when submitting the form so that the leader receives an electronic copy. Please keep this copy until the end of the Girl Scout year.

<https://gsfun.org/Prodsalepermission>

PLEASE NOTE -Troop volunteers are responsible for ensuring that a permission form is on file with the troop before girls can participate in the fall program (electronic copy).

FINANCES: REVISED TROOP PROCEEDS STRUCTURE

Troops will now receive a percentage of the total retail sales of all items. See page 8 for full details.

GIRL REWARDS: REVISED REWARDS STRUCTURE

Magazines and more: girl rewards will be calculated by the total \$ amount sold. This includes magazines, tumblers, personalized stationery, bark box & candles.

Nuts and Candies: rewards will still be calculated by the # of items sold

SPECIAL FALL INCENTIVES – full details on page 15

Top Seller events: Cadettes and older will have a choice of the main event or a party designed just for older girls.

Volunteer Reward: meet certain requirements in the fall sale and the troop leaders will receive a choice of rewards chosen just for them.

NEW NUTS AND CHOCOLATES – available in person and online

Sweet & Smoky Almonds

Holiday Mix

NEW ONLINE-ONLY PRODUCTS

GS Mini & Full BarkBoxes – 3 new boxes have been added to the line up of returning favorites; each contains a can of Berry Trios™ plus 3 GS themed dog toys.

Personalized Items – additional, lower cost items have been added; online only.

Girl Scout Tin filled with mint treasures will now be available direct-shipped only.

Scented Candles have been added online. Customers can select from 8 unique scents.



FALL TROOP TRAININGS

Training is essential to make participation in the program easier! Designed for new troop volunteers but returning volunteers wanting a refresher are welcome. Sessions cover the program basics, resources and M2 platform.

- | | |
|------------------------------|----------------------------|
| ♣ Wed. Sept. 17 - 7 pm | ♣ Wed. Sept. 24 - 10:30 am |
| ♣ Thurs. Sept. 18 - 10:30 am | ♣ Thurs. Sept. 25 - 7 pm |
| ♣ Tues. Sept. 23 - 7 pm | ♣ Tues. Sept. 30 - 7 pm |

Troop Volunteers should [register here](#) or the [GSJS activities calendar](#).

ONLINE SELF-TRAINING - Slides of the training will be available in late September on the GSJS website [Fall Product Program page](#) for those who miss the above sessions.

MARK YOUR CALENDAR!

September 19 - Email invitation is sent to troop volunteers to access the M2 system.

September 26 - Product Program begins. Girls can take in person orders and launch their online store.

October 3 - Troop bank information must be entered in M2.

October 20:

- In-person (paper order card) sales end.
- **Family deadline** for entering order card orders in M2.

October 22 by 11:59 PM -Troop deadline to add/edit order card items in M2.

October 23 at 11:59 PM - Online girl delivery option ends for customer.

November 10-14 - Product deliveries to communities.

November 16 at 11:59 PM:

- All online sales end (shipped nuts, mags & more).
- Last day for older-girl troops to opt out of rewards.

November 17 -Deadline for girls/troops to choose rewards, if needed.

December 5 deadlines:

- All girl monies are due to troop and must be deposited into troop bank account.
- Girl payments must be reflected in M2. Girls must be paid in full by this date in order to receive an invitation to the Top Seller Event.
- [Unpaid Funds Report](#) if needed, must be submitted to productsales@gsfun.org

December 12:

- ACH withdrawal for any balance due council.
- New troops without bank accounts must pay balance due directly to council (if applicable).

January 2026 - Rewards shipped to your community coordinator for distribution to troops.

Using M2 In Depth – Quick Easy Steps!

Troop Volunteers will receive a welcome email to access the M2 site on **September 19**. If you do not receive one, please visit www.gsnutsandmags.com/admin and click on forgot password. If you need further assistance, please contact your Community Coordinator or email productsales@gsfun.org

SET UP SYSTEM ACCESS TO M2 AND UPDATE CONTACT INFORMATION

- Troop volunteers should follow email instructions to create a password and access M2.
- You will be prompted to enter your contact information, watch a short training video, and then you will have access to your Troop Dashboard.
- Create your avatar then send access emails to all parents by activating the parent adult email campaign (PAEC).
- Enter **TROOP BANKING** information into M2 by **October 3, 2025**.
 - From Troop Dashboard – select **Banking & Payments** (under Financials & Reporting)
 - Click the + sign to the left of your Troop number, then select **Manage ACH**
 - Fill in troop's Bank Name, routing number, and account number and save. This information is found on your troop check, in your online banking portal or you can contact your bank.
 - **New troops or troops without bank accounts** -see special finance instructions on pg. 7.
- Parents receive welcome emails on **September 26** and can launch their online store and begin their paper order card selling that same day.
- Council will preload girl information into M2 for all registered girls. Any girl in your troop whose name does not appear should visit <http://www.gsnutsandmags.com/GSJS> and create her account with her parent. Council will verify her membership and launch her sale.

The diagram shows a check form with the following fields and labels:

- YOUR NAME**: 1234 Main Street, Anywhere, OH 00000
- DATE**: 12/3
- PAY TO THE ORDER OF**: \$
- DOLLARS**
- ROUTING NUMBER**: 044072324
- ACCOUNT NUMBER**: 000123456789
- CHECK NUMBER**: 123

ADD GIRL PAPER CARD ORDERS INTO M2

- Parents/girls can enter their own in-person paper orders into M2 through **October 20**.
- The leader must enter any paper orders not entered by parents into M2 by **October 22**. **Online girl-delivered items should not be re-entered**. To add girl orders from the troop dashboard:
 - Choose Paper Order Entry then click the pink pencil next to the girl's name
 - Enter her total nut/candy items by variety from her order card. **Click Update**.
- Order information is automatically updated when entered and saved, so there is no submit button. If order changes are needed after **October 22**, contact your Community Coordinator or council product sales team immediately for assistance.

REWARDS

- Rewards are automatically calculated. Parents/girls and leaders may view the rewards earned online in M2. If a girl has choices/size options to select, these selections should be finalized in M2 by **November 17 at 11:59 pm**.
- Be sure girls know that personalized patches will be sent to production as soon as it is earned. Girls should be comfortable with their choice of patch design before completing the registration process. It will be mailed to the address girls/caregivers provided during the setup process in about 10-12 weeks.

Finances For Troops Without Bank Accounts

New troops or troops without bank accounts should advise their community coordinator and email productsales@gsfun.org that they do not have a bank account set up.

In M2 enter “NO BANK ACCOUNT” in M2 under bank name and 000’s in the number fields and update. Follow steps on pg. 6.

Troops are responsible to pay any final balance owed to council by **12/12/25**.

- **In-person** payments accepted at either council service center. Cash, checks, money order and cards.*
- **Mail** a check or money order to council - GSJS, Attn Jackie Garbe; 1405 Old Freehold Rd, Toms River, NJ 08753. Must include troop number and indicate fall product program for proper credit.
- **Phone** payments accepted with a debit/credit card.*

If a troop is due a refund, a check will be prepared and held by your Regional Engagement Manager to be used to open the troop’s bank account.

***All credit/debit card payments will incur a 3% convenience fee.**

Revised Troop Proceeds Structure

Proceeds will be calculated as a percentage of total sales of all items sold.

Base proceeds are automatically calculated by the M2 system. The PGA Bonus will be calculated outside of M2 and applied as a “payment” on the qualifying troop’s balance after the sale ends and before any final payment is due. Troops can view the total amount earned by selecting the **Troop Summary/Amount Due Report** link from their troop dashboards.

	TOTAL PROCEEDS	OLDER-GIRL OPT OUT**
BASE PROCEEDS – for all troops (includes nuts, candy and all M2 items)	10% of total sales	12% of total sales
PGA BONUS - Qualifying troops**reaching a PGA (registered girls) of \$400 will receive a 5% bonus	15% of total sales	17% of total sales

***Qualifying Troops** are defined as 2 Leaders with a minimum of 5 girls.

****Older girl troops** – Juniors, Cadettes, Seniors, and Ambassadors may unanimously elect to opt out of rewards to earn higher troop proceeds. This is a girl-led decision—not an adult choice. Girls still earn patches. Troop volunteer must select opt-out in M2. From the troop dashboard, select Reward Opt-Out under Rewards & Patches.

Money Matters

ACH withdrawals

GSJS will conduct an ACH withdrawal from the troop bank account for the amount due to council on December 12, 2025. If a troop is owed a refund, an ACH deposit will be made into the troop account in mid/late December. **All participating troops need to enter their bank information because this information does not carry over from year to year.** *See how to enter this information on pg. 6.*

Troops may be charged an overdraft fee if the ACH withdrawal is declined for insufficient funds.

Money Handling Procedures

- Parents/guardians must complete the online GSJS Product Permission and Responsibility form for every participating girl. Troops should keep the electronic confirmation email.
- Girls collect money for in-person paper order card sales at time of delivery. All online sales are prepaid by customer at time of order.
- Parents/guardians should not be asked to pay for product when picking it up from the troop. Exceptions may be considered if there is prior history of outstanding parent debt. In this case, contact product program department at productsales@gsfun.org.
- When parents pick up nuts/chocolates **they must always count and sign for product**; and when parent turns in payments to the troop, **they must always be given a receipt**.
- All money collected must be deposited into the troop bank account in a timely fashion so funds clear and are available in time for the ACH withdrawal.
- Unpaid parent funds paperwork must be submitted by email to the product program department by December 5, 2025, with supporting documentation. See Unpaid Funds Report on pages 26-27.
- Check the Troop Summary Report in M2 for the correct amount due council. The ACH withdrawal for the amount due council will be reduced for unpaid parent funds reported to GSJS.

Tips!

Money for all online orders shows as already paid to Council, and the ACH withdrawal will be adjusted for the troop to earn proceeds on these sales.

If the troop chooses to accept paper checks from customers or parents, checks should be made payable to the troop and deposited into the troop bank account. Be sure to have a phone number listed on the check. We recommend you only take checks from people you know and are comfortable contacting if there is a problem.

Care To Share (Gift of Caring)

The Care to Share Program is a great way for customers to give back to the community! Customers can purchase treats to benefit food pantries within Ocean and Monmouth counties, and organizations that serve the military and other charitable organizations within our community.

Donations cost \$8. Girls will receive credit towards nut/candy rewards and troops earn proceeds for each donation. Girls can also earn a donation patch for only 5 donation items.

Please keep in mind these items will not be delivered with the troop/girl orders but rather are retained at Council. Council will oversee distribution at the end of the program.

Community Information

My Community Product Sales Coordinator

Name: _____

Email: _____

Phone: _____

M2 Website: gsnutsandmags.com/gsj

Community Depot Info:

Location: _____

Depot Delivery date: _____

Depot pick-up time: _____

M2 Login: your email address

My M2 Password: _____

Resources & How-To Videos

Lots of fun resources are available to help make your fall program great and easy! Visit the [GSJS Fall Product Program page](#) for printable resources and join [Rallyhood](#) for timely posts and information from the Council.



Click the filmstrip to access short instructional videos to help you navigate the M2 site.

FALL 2025 - COMMUNITY PRODUCT SALE COORDINATORS

COMMUNITY	COORDINATOR(S)	EMAIL	COMMENTS
COLONIAL REGION			
Colts Neck	Eleanor Glazewski	eleanor_glazewski@hotmail.com	
Freehold	Jennifer Lee	jennleigh1980@gmail.com	
Freehold	Nicole Countryman	nicoleleecountryman@outlook.com	
Howell	Vivian DiLella	vamdiamond@aol.com	
Manalapan	Valerie Mahon	vmahon@gsgfun.org	
Marlboro	Amy Birns	amylaquidara@optonline.net	
Millstone	Kerri Stewart	kerri_stewart@ymail.com	
Millstone	Jolene Briceno	Jolene_briceno@hotmail.com	
Millstone	Katie Amador	katieabennet@hotmail.com	
SANDY HOOK REGION			
Bayshore Towns	Tanya Perez	tanyamccully@optimum.net	
Eatontown/TF/RB	MaryAnne Linder	dramacritc@aol.com	
Holmdel	Susan Gordon	susanwgordon@yahoo.com	
Matawan	Cheryl Cortopassi	cherylann.cortopassi@gmail.com	
Matawan	Tiffany Stevenson	tiffanyjstevenson@hotmail.com	rewards only
Mid No/Atl Hlds	Margo OShea	gs238ah@gmail.com	
Middletown South	Kristin Lee	monet789@yahoo.com	
Rumson/FH	Liz Trapp	eftrapp@gmail.com	
Seaside/LSS	Jackie & CY	productsales@gsgfun.org	community lead
Seaside/LSS	Tara Denworth	tara.ann.g@hotmail.com	paperwork & rewards
SHORE PINES REGION			
Barnegat/Waretown	Melissa Melber	gsjstroop50261@yahoo.com	
BBOP	Stephanie O'Connor	soconnor0314@gmail.com	depot & paperwork
BBOP	Adrienne Merchant	adriennemerchant@hotmail.com	depot & paperwork
Lacey	Meghan Atkins	meghanm.atkins@gmail.com	
Manahawkin/LBI	Andrea Kankowski	andrea_0201@live.com	
Manchester	Susan Bond-Masterson	sbondmasterson@GSFun.org	
Toms River	Kaitlyn Martins & Maggie Ford	trcoordinatorsgsjs@gmail.com	
Tuckerton/LEH	Julie Barchetto	kronkies5@gmail.com	
Tuckerton/LEH	Natalie Peterka	nataliepeterka@gmail.com	
SUNSET SHORES REGION			
Brick	Regina Vassilatos	racermom57@gmail.com	
Brick	Regina Vassilatos	rvassilatos@ladacin.org	
Brick	Beth Mortenson	beth.mortenson322@outlook.com	rewards only
Jackson	Lisa Combs	lisacombs7@gmail.com	
Neptune/AP	Eddielyn Estrada	eddielynpta@gmail.com	
New Egypt	Kathleen Caines	creativekat79@gmail.com	
Ocean/WLB	MaryEllen Gibbon	gibbonoak@aol.com	
Point Pleasant	Michelle Coffey	meeroom16@gmail.com	
Shore	Gayle Dettlinger	gdettinger@GSFun.org	
Wall	Lori Gerber	Lorigerb@gmail.com	lead
Wall	Lisa Minkler	Lmbennett6@gmail.com	depot only
Wall	Patricia McCully	dolinip@gmail.com	rewards only

FALL TROOP CHECKLIST

PRE-SALE

1. Be registered for 2026 with approved volunteer role and current background check.
2. Check your troop's MYGS roster to ensure that all girls are registered for the 2026 membership year.
3. Access the M2 platform starting September 19. Watch for welcome email – click link to get set up.
 - ☐ Review M2's roster to be sure all registered girls are listed. Contact product program team at productsales@gsfun.org if any girl is missing.
 - ☐ Enter any missing parent emails and activate the PAEC (parent adult email campaign).
 - ☐ Enter troop banking account information in M2 by October 3, 2025. See instructions for using M2 system on pg. 6 of the troop guide.
 - ☐ **New troops/any troops without bank accounts** -see pg. 7 – finances for troops without bank accounts.
 - ☐ Don't forget to create your avatar!
4. Pick-up troop sales materials from Community Fall Product Sale Coordinator.
5. **Have a kickoff meeting with your girls and their families!**
How you present the program will have a big effect on the girl's enthusiasm and parent support.
 - ☐ Review the **Troop Kickoff Meeting Information Guide** at the end of this guide, to help you plan this meeting.
 - Introduce the fall program. Look over the products and the rewards the girls can earn. Review the 5 skills, troop/girl goals, and the ways they can participate. Share dates and deadlines.
 - Work with girls to set both individual and troop goals. Help them feel comfortable sharing their purpose and goals with friends and family.
 - **All parents must complete the [online permission form](#) if they wish to participate. Keep confirmation email.**
 - Distribute order cards and M2 flyers.
 - Juniors and older - have troop discussion on opting out of rewards. If they choose to opt out, update M2 system accordingly.
 - ☐ **TIP** -Have a computer available and help families/girls sign permission form, set up their avatar and online storefront. It takes less than 10 minutes to get started.

DURING SALE

Girls can take in-person order cards sales and can set up online storefront starting September 26, 2025.

- ☐ Assist girls/parents with logging into M2 system as needed.
- ☐ Communicate regularly with girls and their caregivers.
- ☐ Remind parents to enter in-person order card sales by **October 20**.
- ☐ Troop should ensure accuracy of all girl paper card orders entered by caregivers and/or enter paper order cards by **October 22**.
- ☐ Coordinators will announce product delivery date and pick-up location for your town. Select a pickup time in M2 when calendar becomes available.
- ☐ Older girl troops opting out of rewards must indicate this in M2 by **November 16**.
- ☐ Verify all girl rewards have been chosen in M2 system if choices are needed. Deadline is **November 17**.

DELIVERY & POST SALE

- ☐ Delivery day for your community; please be available on your assigned day or send a parent to pick up the troop order.
- ☐ Print 2 copies of Girl Scout product delivery tickets with financials. It will contain the amount the family owes to the troop, if any.
- ☐ Sort girl orders – **parents must count product and sign delivery ticket for all products received**. Keep this receipt.
- ☐ **December 5 deadlines:**
 - All girl monies are due to troop and must be deposited into troop bank account.
 - Girl payments must be reflected in M2. Girls must be paid in full by this date in order to receive an invitation to the Top Seller Event.
 - Submit unpaid funds report for any an unpaid balance, if applicable.
 - Check M2 troop summary for your balance due to council (or refund expected due to troop).
- ☐ Verify with parents that all girl delivery orders were delivered to customers.
- ☐ Review Troop Sales Summary – know balance owed or refund due to troop.
- ☐ **December 12 deadline:**
 - Be sure funds are available in troop bank account for ACH withdrawal.
 - Troops without bank accounts must pay balance due to council directly.
- ☐ Download and print/save the Troop Products & Financials report. Save a copy for completing troop's year-end financial report.
- ☐ **January 2026**
 - Count and confirm all rewards when received. Troop reward delivery tickets are available in M2 to help you sort. Report errors immediately.
 - Review troop's bank statement that the correct ACH withdrawal or deposit was processed in December. **Report errors immediately.**

Celebrate your troop's hard work!

2025 REWARDS

Theme Patches

2025 Patch

Brave. Fierce.
Fun! Patch
20+ Emails



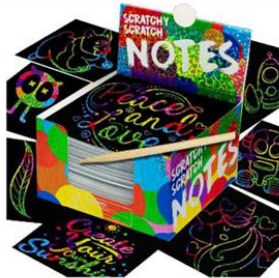
Grizzly Patch
\$40+ Mags&



Care to Share
Patch 5+ Gift
of Caring
Items

Magazines & More

Mini Scratch Notes
\$80+ Mags & More Sales



Mini Camp LED Light



Large Grizzly Plush
\$200+ Mags & More Sales



Nuts/Candy

BFF Necklaces



Super Seller Patch
& Small Grizzly Plush
55+ Nut Items



&



Brave. Fierce. Fun! Bundle*



* Journal, Theme Stickers,
Pom Pom Keychain & Glitter Pen



100+ Patch & Mini Karaoke Machine



&



Your choice of:
Mini Canvas Travel Bag & Moon Lamp
or \$50 Council Gift Card



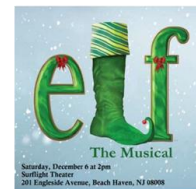
&



OR

girl scouts
of the jersey shore

Your choice of:
Elf - The Musical Tickets*
OR \$100 Council Gift Card
Sell 225+ Nut Items



OR

girl scouts
of the jersey shore

PATCHES

Girls and troop volunteers can earn one-of-a-kind personalized patches. Here's how!



Choose from two scenes!



Cookie Crossover Patch:

- Create your avatar in fall
- Send 20+ emails and use the “Share My Site” function in fall
- Sell 200+ packages during the 2026 cookie program

Girls:

- Create your avatar
- Send 20+ emails
- Use the “Share My Site” function in M2
- Sell \$375 in total fall sales

Troop Volunteers:

- Create your avatar
- Activate the PAEC (parent adult email campaign)
- Troop reaches \$1500 in total sales

The GSJS Grizzly Bear patch will be given to all girls who send 20+ emails through M2 in the first 10 days.



List of eligible girls will be ready 10/6/25.
Ask your coordinator who has patches ready for immediate distribution.!

SPECIAL FALL INCENTIVES

COUNCIL DRAWING



Girls who sell 50+ nut/candy items by the end of the sale will be entered into a drawing for the giant 38" Grizzly Bear! (1 winner will be chosen.)

TROOP VOLUNTEER REWARD

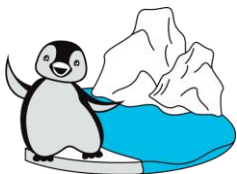
Troops* who reach **80% Participation**** in the Fall Sale can choose a **cookie sign** and **money bag** for the troop* or **two \$10 GSJS gift cards** for the troop leaders.



*Troops are defined as 2 Leaders with a minimum of 5 girls
**Participation is defined as earning one of the three theme patches.

TOP SELLER CELEBRATIONS!

For girls reaching \$1,100 in sales



Black & White Gala with a live penguin guest!

Dress in your most elegant black-and-white attire and step into an evening of sparkle, recognition, and penguin-themed delight!

This exclusive, invitation only event will feature fancy finger foods, a dance floor, photo booth and the night will end with a fun, educational experience where girls will meet a real live penguin and learn all about these incredible creatures from expert handlers. Friday, January 9, 2026



Black & White Milkshake Maker Party

NEW OPTION! Cadettes and older can may choose between the B&W Gala **OR** come to the Brownstone Pancake Factory Black & White Milkshake Maker Party. The ice cream may be Vanilla and Chocolate, but the toppings are full of color! Date TBD

NEW INVITATION POLICY - Girls who have a balance due to the troop in M2 will not be invited to this event. The deadline for troops to credit girl payments (if applicable) so she can be invited will be **Dec. 5, 2025**.

APPENDIX

Fall Kick-Off Meeting Guide (9 pgs.)

Wrist Bands

**Revised Unpaid Funds Policy
And Report Form**

FAQ's



**And don't forget we have tons more printable
resources to make your sale great. Find them in the
GSJS Fall Product Page and in Rallyhood!**

TROOP KICK-OFF MEETING GUIDE

Help set your girls up for success by having a kickoff meeting with your girls and their families!

Remember! How you present the program will have a big effect on the girl's enthusiasm and parent support.



BRAVE.
FIERCE. FUN!

TROOP MEETING - SAMPLE AGENDA

This is just a sample agenda, which we hope provides inspiration on how to kick off the Fall Product Program with your troop.

- ❑ First, plan with your girls! We are girl-led. Work with the girls to create troop and individual **GOALS**.
 - What experiences or activities would the girls like to fund from the program? How to they want to spend their proceeds? Make a troop “bucket list.”
 - What reward does each girl hope to earn? Have her write it down on her goal chart. Help them feel comfortable sharing their purpose and goals with family and friends.
- ❑ Show the girls all the products as well as the rewards they can earn. Have them start their goal chart, learn about the Grizzly Bear.
- ❑ Start a business-related badge or do some activities from the fall activities booklet.
- ❑ Juniors and older - have a troop discussion about the pros and cons of opting out of rewards. Take a secret vote so no one feels pressured to conform. Opting out is a **unanimous girl decision**. If they choose to opt out, update the M2 system.

TIP: Starting September 26, have a computer available at troop meetings and help families and girls complete the permission form, set up their avatar and online storefront. It takes less than 10 minutes to get started.

2025 Fall Product Program: Building Financial Literacy

Unleash your **BRAVE**, **FIERCE**, and **FUN** side when you earn these badges!



Daisy
(K-1)



Brownies
(2-3)



Junior
(4-5)



Cadette
(6-8)



Senior
(9-10)



Ambassador
(11-12)

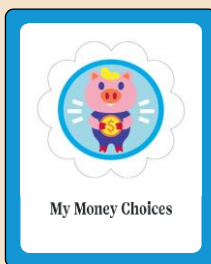
Benefits of Participating:

- Girls learn and practice the Five Skills: people skills, money management, business ethics, goal setting, and decision making, as they earn funds for their troop and exciting rewards.
- The Fall Product Program is an excellent way to earn start up funds for your troop to use during the Girl Scout year to fund your activities and projects.

See all the Financial Literacy Badges in the Volunteer Tool Kit



Money Explorer



My Money Choices



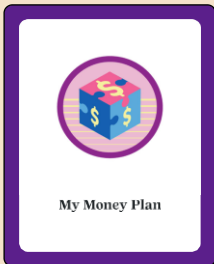
Budget Builder



My Own Budget



Budget Maker



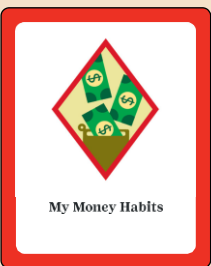
My Money Plan



Budget Manager



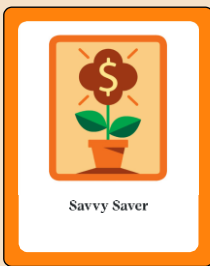
My Dream Budget



My Money Habits



My Financial Power



Savvy Saver



My Financial Independence



My Financial Planner

* Check with your council for more information on how to earn Financial Literacy badges.

Questions? Contact us at support.gsnuitsandmags.com or 1-800-372-8520

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FAMILY MEETING - SAMPLE AGENDA

(should take 15-20 mins)

- ☐ Parents can arrive towards the end of the troop meeting. Introduce the fall program to the parents.
- ☐ Share **WHY** the program benefits the girls, the troop, the community and the council. A sample agenda outline is on the next page to assist you in briefly introducing the program to families and covering the important topics. Family meeting should only last 15-20 minutes.
- ☐ Briefly go over the program benefits for the girls.
- ☐ Share the troop goals that the girls created. Share the troop's "bucket list!" of activities. Have the girls share their personal goals with parents.
- ☐ Review the ways they can participate:
 - **In-person:** door-to-door/asking friends/family using the order card. Go over the products on the card and the girl's rewards on the back.
 - **Online:** instructions to set up online store fronts are on the flyer that is part of your sales materials. Let your parents know it takes about 10 minutes to set up their site (along with their girls). **Social media reminder:** girl links may be shared on personal social media only, no public facing pages. The Fall Program is a simple friends and family event.
- ☐ Review important dates and deadlines.
- ☐ **All parents must complete online permission form if they wish to participate. Keep these emails.**
- ☐ Distribute the order cards, the M2 parent/girl information flyer and the program updates flyer. Share or give parents the following pages.
- ☐ **Before they leave, remind them that order taking doesn't start until September 26.**



The GSJS Fall Product Program is a fun and easy way for girls to kick start their year

Girls will build their business savvy and learn about philanthropy while helping their troop earn startup funds.

5 Skills acquired through the girl scout leadership experience:

Goal Setting
Money Management
People Skills
Decision Making
Business Ethics

Girls also learn skills in financial literacy, entrepreneurship, and e-commerce.

The Fall Product Program is a family & friends event.

WHY PARTICIPATE?

How does this program benefit the girls?



The Program itself is a learning experience



Troops use money earned from the program to participate in fun adventures like travel and camp



Troops use money earned to give back to their community



The program helps fund the entire Girl Scout Experience – camps, girl programs and volunteer support. 100% of the proceeds stay local.

Volunteers and girls told us

WHY

**it's important for girls to be
encouraged to participate in
Fall Product Program**





**Budgeting & Money
Management**



**Self Esteem/
Confidence**



Responsibility



**Email
Marketing**



Empowerment



**Overcome
Rejection**



Customer Service



Goal Setting



**...and the girls also
participate for the
REWARDS/ Activities/ Trips/
Experiences/ FUN!**



Technology



**Stepping out of
comfort zone**



Accountability

Important Dates

Product Program Begins	09/26/2025
In-person order taking ends. Last day for parents to enter paper orders in M2	10/20/2025
Troop Deadline to enter or edit paper order card items	10/22/2025
Online girl delivery orders end.	10/23/2025
Product arrives during this week:	11/10 –11/14/25
Last day for online orders	11/16/2025
Last day for girls to enter reward choices	11/17/2025
Deadline to turn in money to troop; should be turned in sooner	12/5/25
Rewards Arrive:	January 2026

Parent/Caregiver Permission Form

Parent/Caregiver must complete online permission form before the girls can participate in the program.

Click or scan! <https://gsfun.org/Prodsalepermission>



Wrist Bands

Print the wrist bands below, attach a copy of your Girl Scout's QR code and she can have access to her online store on-the-go!



Paste
Storefront
QR Code

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Paste
Storefront
QR Code

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Unpaid Funds Policy – Fall 2025

It is the policy of Girl Scouts of the Jersey Shore to work with all Communities, troops, and parents to remediate outstanding balances due to the troop and/or council. To that end, anticipation of delinquent payment and communication to the Product Programs department at GSJS before the Automatic Clearing House (ACH) pull from the troop is required.

The following are guidelines set to remediate outstanding balances due:

Procedures for Unpaid Funds from a Parent:

1. Troop Leader/Community Product Sales Manager and or TPSM must notify the council of unpaid funds via email to productsales@gsfun.org no later than seven (7) business days before the ACH pull.* The **Unpaid Funds Report form** and a **copy of the signed product delivery ticket** are required as support documentation, as well as list of attempts that the troop made to communicate with parent on unpaid funds. The council cannot pursue the parent without the proper signed documentation.
2. The council will adjust the troop amount owed, to reflect the unpaid parent's portion.
3. Once notified, the council will contact the parent within 10 business days to start collection.
4. If a troop is successful collecting a girl's balance after the ACH withdrawal is submitted, contact GSJS Product Program Department to arrange another ACH withdrawal **OR** submit payment right away in the form of cash, check, money order or debit/credit card. All card payments will be subject to a 3% convenience fee.

In addition, their daughter may not be able to participate in Product Programs in the future, until the unpaid fund is paid in full, and they will be marked as ineligible and unable to participate as a volunteer in any capacity.

Payments will be accepted via bank check, money order, or by paying over the phone via credit/debit card.

****If troop notifies council AFTER the ACH pull and funds have been pulled from troop account: Troop may be held responsible for collecting payment from the parent/guardian to reimburse the troop funds.***

Procedures for Unpaid Funds from a Troop:

1. Council will notify troops via email within five business days of any ACH issues after the December 12, 2025, ACH pull for the Fall Program.
2. Troops will be required to pay the council directly for their amount due by December 19, 2025. This can be done in several ways:
 - a. Notify council to resubmit a second ACH withdrawal attempt.
 - b. Provide the council with a bank check or money order by mail or in person.
 - c. Make a payment by credit/debit card either in person or over the phone. All card payments will be subject to a 3% convenience fee.
3. If full payment is not made by December 19, 2025, the council will start collection process.

In addition, their daughter may not be able to participate in Product Programs in the future, until the unpaid fund is paid in full, and they will be marked as ineligible and unable to participate as a volunteer in any capacity.



UNPAID FUNDS REPORT

Must be submitted to productsales@GSFun.org
no later than December 5, 2025

Troop # _____ Community Name/Number _____

Troop Product Manager/Leader Name _____ Phone # _____

Email _____

Unpaid Funds Information

Responsible Party: ☐ Parent/Guardian

Internal Use Only:

SF Case # _____

Parent/Guardian _____

Girl Name: _____

Address: _____ City: _____ Zip: _____

Home # _____ Cell # _____ Work #: _____

Original Amount Due \$ _____ Payments Made to Date \$ _____ Current Due \$ _____

The following supporting documentation must be attached to request a payment adjustment:

- Signed Parent/Guardian Permission slip (only if paper form was used)
- Signed delivery ticket that parent picked up nuts/chocolates

Troop Product Manager/Leader Signature: _____ Date _____

FALL PROGRAM 2025

Please provide communication notes below and any other background information on back

First Contact Attempt Date _____ Time _____ Contact Type: _____
(phone, email, social media etc.)

Conversation Details/Notes: (please provide screenshots if available)

Second Contact Attempt Date _____ Time _____ Contact Type: _____
(phone, email, social media etc.)

Conversation Details/Notes: (please provide screenshots if available)

FAQs

Q - I am attempting to register my Girl Scout and get a "Campaign is Currently Unavailable" message."

Girls cannot begin online account registration until the start date of the sale, which is September 26, 2025.

Q - My Girl Scout can't find her name (or her troop) as she logs into the platform?

Not a problem! Any girl who does not know her troop number or see her name, can add herself to the system. After she sets up her account, there will be a brief delay while the council confirms her GSUSA membership. Once that task is complete, council will launch her site, and her customers will then have access to make purchases to support her.

Q - I didn't receive an email or can't find the email to get started. What do I do?

Visit www.gsnutsandmags.com/gsjgs and Create an Account to get started. She can add herself to the system, even if she does not find her troop number or see her name. After she sets up her account, there will be a brief delay while the council confirms her GSUSA membership. Once that task is complete, council will launch her site, and her customers will then have access to make purchases to support her.

Q - I have a daughter participating and I am also a volunteer. Can I use the same email address for my Volunteer and Girl accounts?

Yes! You will receive two separate registration emails -one as a volunteer and the other as a parent. You can use the same email/password combo to set up both roles. On returning visits, after logging in, you can toggle back and forth between parent and troop volunteer.

Q - How do I reset my password?

From the login page - click the Forget Your Password link.

Q - Customer wants to pay for their in-person order by check. To whom should the check be made payable?

GSJS Girl Scout Troop XXXXX

Q - My Girl Scout received an online girl-delivered order that we are unable to deliver. How do I remove it?

The parent/guardian (or customer) will need to contact M2 Customer Service at 1-800-372-8520 to have the order cancelled and removed from the system. This cancellation MUST be completed before the end of parent paper order entry (October 20, 2025).

Q - When can a supporter expect a direct ship nut order placed online?

The supporter will receive a confirmation email of the order and then another email when the order ships with tracking details.

Q - A customer received a damaged item in their order. What can we do?

The customer should contact M2 Customer Service at 1-800-372-8520 to have the item replaced.

Q - My girl received/entered orders that put her over the next reward threshold, but the system is not showing that she earned the reward.

The system can take 1-2 hours to update.

Q - How can my Girl Scout verify which rewards she qualifies for?

On your dashboard, you will see the "Physical Rewards" icon. When you click that icon, you will see a list of the rewards that are available to earn. If there is a banner through a reward, this means that you have earned the reward.

Q - When can she expect to receive her personalized patch?

Personalized patches are sent to production automatically once the criteria are met. They usually take 10-12 weeks for production and delivery. Be sure her avatar is complete, and shipping information has been entered in M2.



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