





2025 FALL PRODUCT PROGRAM TRAINING

Zoom Housekeeping

Handouts

 Slide deck and recording will be available on the website next week. We will send out a link to all participants by Friday.

Close Captioning

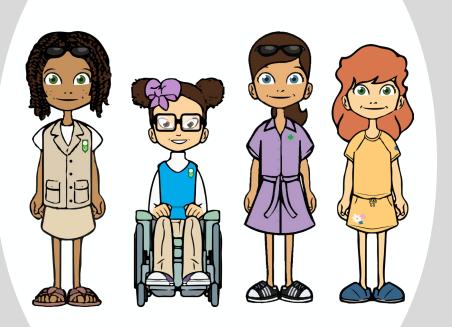
 Caption setting and transcripts can be assessed in Zoom under the "Show Captions"

Chat

 Chat feature will only be available for host, co-host and panelists to communicate with one another and to share resources and links with attendees.

Q&A

 Questions & Answer (Q&A) feature allows attendees to ask questions during the meeting, and for the host, co-hosts, and panelists to answer their questions.



5 SKILLS ACQUIRED THROUGH GIRL SCOUT LEADERSHIP EXPERIENCE

Goal Setting
Money Management
People Skills
Decision Making
Business Ethics

Plus: Girl Scout Programs, Camp, Troop Activities & Giving Back

YOUR IMPACT ON THE GIRL SCOUT'S EXPERIENCE



The Program itself is a learning experience



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



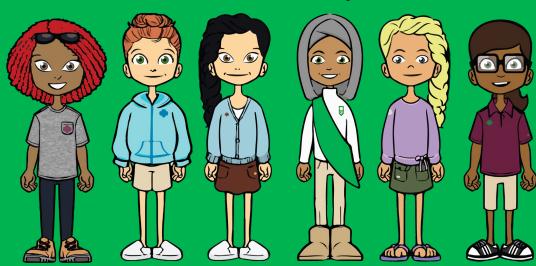
Troops use money earned to give back to their community



The program helps fund the entire Girl Scout Experience

THE GIRL SCOUT'S PERSONALIZED EXPERIENCE

What's their "why"?



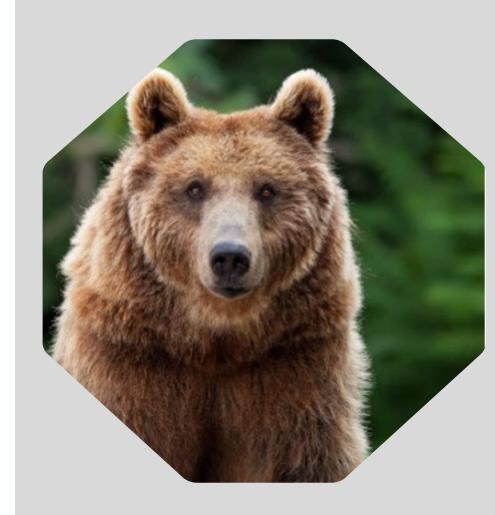
GRIZZLY BEAR

Live in forests, mountains, and near rivers where they catch salmon

Very strong swimmers and can cross large rivers

Grizzly cubs remain with their mothers for 2-3 years to learn survival skills

Before hibernation, grizzlies eat up to 20,000 calories a day.

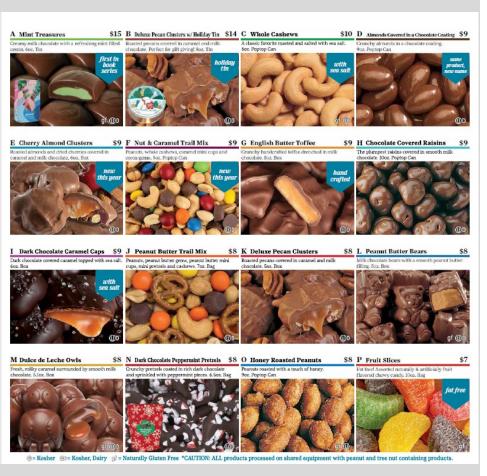




TROOP PROCEEDS

15% of Total Sales
(with rewards)
OR
20% of Total Sales*
(without rewards)

*Option available for Junior, Cadette, Senior and Ambassador Level Troops



DELICIOUS NUTS & CHOCOLATES

Council's Top Selling Items

#1 – Pecan Clusters
#2 – English Butter Toffee
#3 – Peanut Butter Bears
#4 – Chocolate Covered Almonds
#5 – Chocolate Covered Raisins

NEW PRODUCTS



Cherry Almond Clusters
(order card, online girl delivered or direct ship)
Roasted almonds and dried cherries covered in caramel and milk chocolate.

Nut & Caramel Mix
(order card, online girl delivered
or direct ship)
Peanuts, whole cashews,
caramel mini cups and cocoa
gems.



ASHDON FARMS TINS

Perfect for Gifts and Treats!



Girl Scout Make New Friends Tin

(order card, online girl delivered or direct ship)
Milk Chocolate Mint Treasures

Polar Bear Holiday Tin

(order card, online girl delivered or direct ship)
Deluxe Pecan Clusters



CARE TO SHARE

Customer makes purchase to support military, community-based organizations and essential workers.

Orders can be placed through order card, online girl delivered or direct ship channels

Products are distributed by council and are not delivered to troops/Girl Scouts

Troops earn proceeds and Girl Scouts earn a special patch and credit towards other rewards



ORDERING OPTIONS & PRODUCT LINES



Nuts & Chocolates

Magazines & More





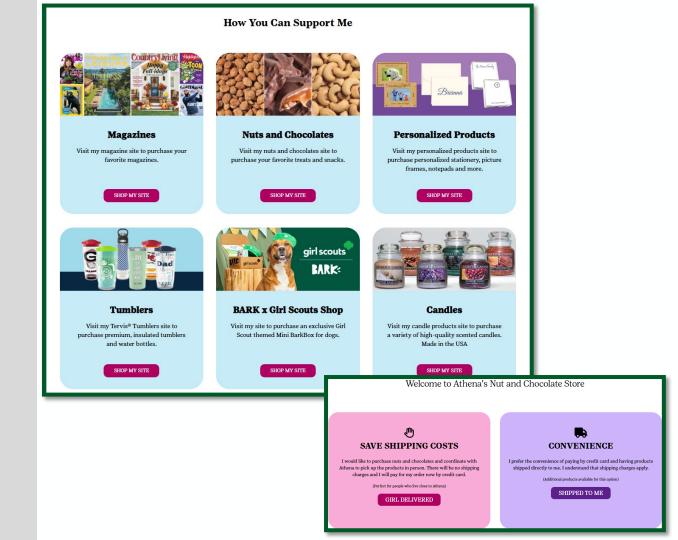




ONLINE SHOPPING SITES

Supporters select their desired product line

Nuts & Chocolates have two options:
Girl Delivered or
Direct Ship



WAYS TO VISIT STOREFRONTS

Supporters can visit other storefronts after checking out online





O View in Español

Thank you for helping Athena achieve the goal!

We've completed your order. Order #20825



Appear on Athena's store

Allow my first name and last initial to be used on Athena's top supporters listing. We will not display the purchase amounts.

We appreciate your help.

Thank you for your support. You will receive an email confirmation shortly.

If you purchased a magazine as a gift, you will receive instructions in your confirmation email telling you how to select a gift message to be sent to the recipient.

Athena completed her goal! Thank you!

Thank you for helping today's Girl Scouts make the world a better place.

Continue Your Support



SHOP MAGAZINES

SHOP TUMBLERS



SHOP NUTS & CHOCOLATES



SHOP BARKBOX PRODUCTS



SHOP PERSONALIZED PRODUCTS

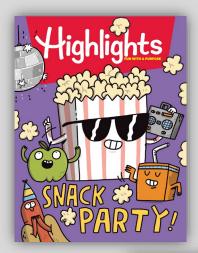


SHOP CANDLES

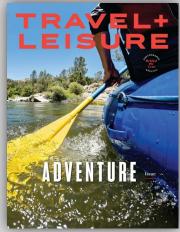
MAGAZINES

Top selling magazines offered

Easy renewal



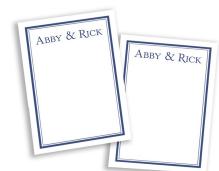




Tervis® Tumblers



Personalized Products











Candles

16oz Double Wick 80 hour burn time







Girl Scout themed BarkBox options

Choose from five different boxes!







Happy







Good



Treats













of greater chicago and northwest indiana

· 2025 · Fall Product Program











HOW TO GET STARTED

Online to purchase nuts & chocolates, magazines, Tervis® Tumblers, personalized products, candles and BarkBox

In-person with nut order card



GIRL SCOUT'S PLATFORM SET-UP

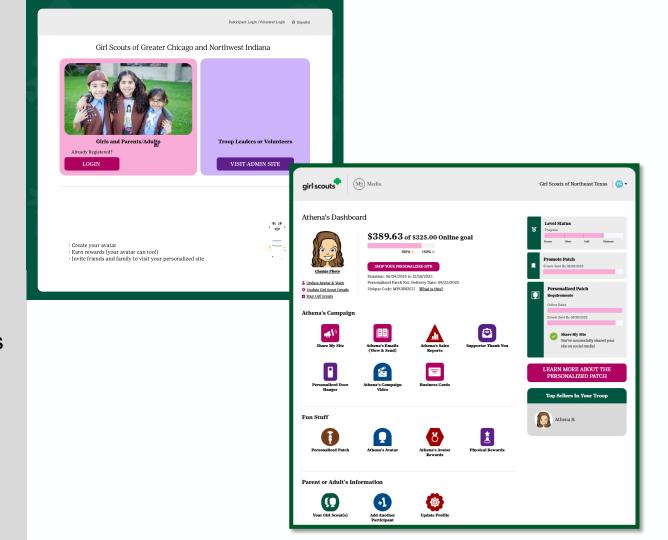
Preferred Email Address

Confirm Membership

Highlight Girl Scout Goals

Build an Avatar

Include Video



GIRL SCOUT'S PERSONALIZED EXPERIENCE

Design an Avatar







Girl Scouts of Northeast Texas | RG +

↑ Update Athena's Avatar

Build Your Avatar

Create an avatar that reflects your personality! Creating an avatar will let you earn virtual rewards as you complete the activities and let you into your avatar's room to see your rewards. Get started and earn your first reward!

Check out the uniform and official apparel options that are available in council stores or online at girlscoutshop.com.



To see all choices for your avatar, use the arrows in the avatar software below.

	Face	
1	Skin Tone	•
1	Eyes	•
•	Eye Color	•
1	Face / Masks	٠
	Hair	
	Body	
	Clothing	

Add Your Avatar's Voice

O I do not want to record a voice (

Include your own personalized message by recording an audio file and uploading it to the web site. For help, including a sample script, consult the audio guide. ☐ UPLOAD AN AUDIO FILE ☐ Audio Received!

Preview how your avatar will sound on your own personalized Talking Avatar landing page!

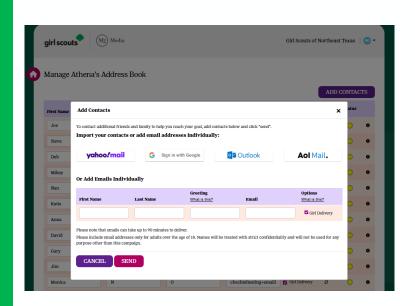
TOOLS TO RUN A BUSINESS

Send emails

Share My Site with social media and texting – NEW toolkit this year!

Printable business cards

Door hangers with QR codes







Printable Door Hangers

Just cut along the dotted lines and hang on the doorknob.

* For best results print on card stock paper and keep your browser font size at the





SHARE MY SITE TOOL KIT

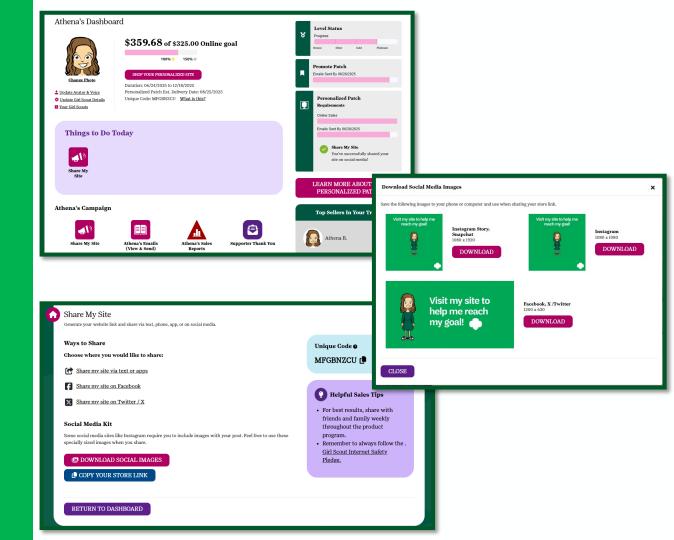
Many ways to Share

Download images for additional online marketing

Copy the storefront link to send

Share on Social Media

Text friends & family



PARTICIPANT'S DASHBOARD

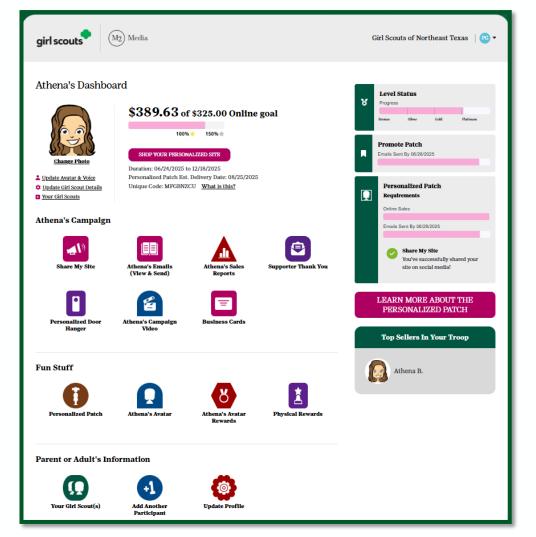
Supporter Thank You email

Girl Scout's avatar room with virtual rewards & troop photo

Manage nut card order entry

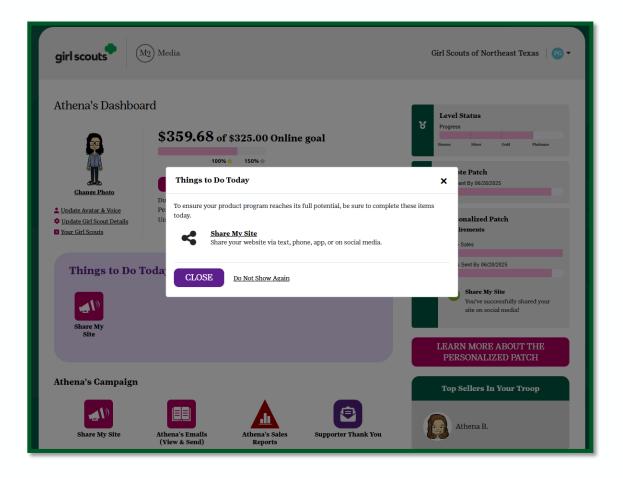
Select rewards

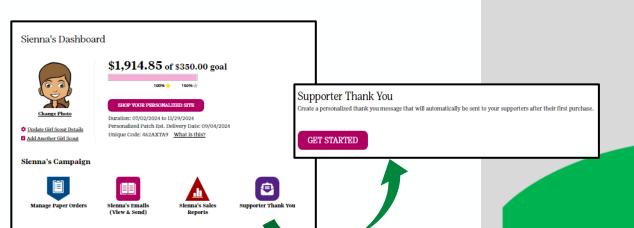
Sales reports

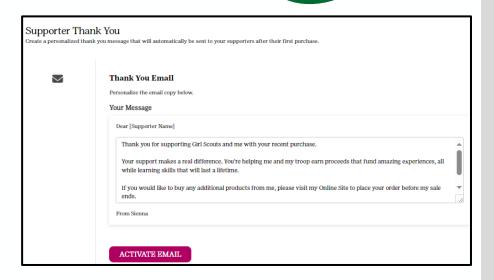


PARTICIPANT'S DASHBOARD (cont.)

Things to Do Today pop up & banner







SAY THANKS!

AVATAR ROOM UPGRADE!

Unlock new, cool room accessories when completing tasks



Fall Personalized Patch

Personalized Patch with Theme Backgrounds

- Create your avatar
- Send 20+ unique emails
- Sell \$350+ in total sales
- Use the "Share My Site" function in the M2 system to ask friend and family for support



2025-26 FALL & COOKIE CROSSOVER PATCH

Fall Criteria: Create your avatar & send 20+ unique emails

Use the "Share My Site" function in the M2 system during the Fall Product Program.

Sell 25+ total fall items during the 2025 Girl Scout Fall Product Program

AND

Cookie Program: Sell 175+ boxes of cookies during packages 2026 Cookie Program.





GIRL SCOUT REWARDS



REWARDS

Rewards are cumulative. Earn items as you reach your goals! Please make reward choices on your M2 website. Rewards are subject to change due to unforeseen circumstances. Similar items may be used as substitutions. Some items may vary in color.

Pick up products by:

Turn in money by: _

Orders due by: ___ ► Nut/Candy Items



15+ Nut/Candy Items Brave, Fierce, Fun! Patch



25+ Nut/Candy Items BFF Necklace



▶ Magazine and More Items

4+ Mags & More Items Bear Patch



7+ Mags & More Items Bear Charm & Charm Bracelet



Emails

20+ Emails Sent 2025 Patch

7+ Gift of Caring Donations Care to Share Patch

Donations

▶ Combined Sales



25+ Combined Items XXL Grizzly Plush Drawing Sell 25+ items and your name is automatically entered into a drawing for our HUGE Grizzly! (1 winner per council)



45+ Combined Units Super Seller Patch & Choice of: *Small Grizzly Plush OR Mini Scratch Notes



60+ Combined Units BFF T-shirt



*Denotes default item if no reward is selected.

75+ Combined Units Choice of: *Large Grizzly Plush OR Mini Canvas Travel Bag















150+ Combined Units Choice of: Ticketmaster Experience OR RockJam 61 Key Keyboard Piano Bundle OR *\$150 Nutty Bucks



110+ Combined Units 100+ Patch & Choice of:

Amazon Fire HD 8 tablet, 8" HD Display, 3GB memory, 32GB OR Movie Bundle (An exciting afternoon November 22, 2025 at the movie theatre in Rosemont! Girl Scout & Chaperone will enjoy a new and well-loved movie (Wicked for Good), food, and more,) OR *\$100 Nutty Bucks

IT'S BACK! -

Top 3 sellers will receive up to 4 free tickets to the 2026 Cookie Top Sellers will receive up to 4 free traces to the 2020 Cookle Rally, be recognized on the lee during the Cookle Rally, and more! Top Sellers are calculated by the number of items sold. (All products combined. Each magazine subscription counts as 1 item.)









200+ Combined Units Choice of: VJIANGER Digital Camera AND KODAK Step Printer Wireless Color Mobile Photo Printer Bundle OR *\$200 Nutty Bucks

Nutty Bucks

Courage Confidence Character

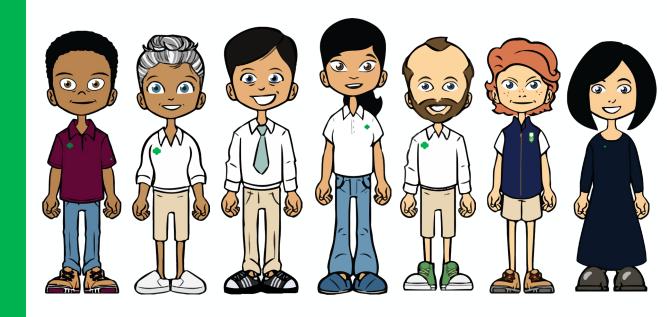
girl scouts

of greater chicago and northwest indiana

GIRLS CAN USE NUTTY BUCKS ONLINE

Use the Nutty Bucks voucher at our council shop, for camp, council led programs or membership registration

VOLUNTEER EXPERIENCE









Announcement

To manage the product program this year, please set up your account now. Your username will be the email address shown below. Use that information when you <u>create your password</u>.



Once you log in, create your avatar, and check or enter the email addresses for the Girl Scouts/parents in your troop. They will receive an email with instructions on how to participate.

Username:

Once you have created your password, you can access the site using this link or go to gsnutsandmags.com/admin.

The program will run from 06/24/2025 to 12/28/2025. Please encourage all Girl Scouts to participate. It's fun and also a great learning experience. If you have any questions, contact us online or call 1-800-372-8520. Thank you for all that you do for Girl Scouts.

Thank you, Girl Scouts of Northeast Texas



TROOP VOLUNTEER ACCESS

Email invitation to login

Troop training video

Queue Parent/Adult Email Campaign

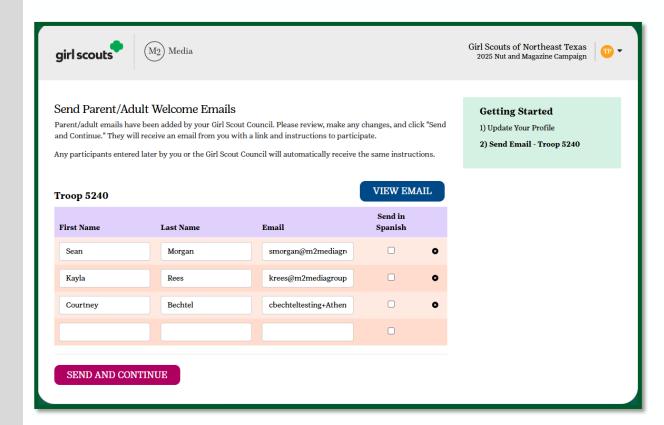
Volunteer avatar

PARENT/ADULT EMAIL CAMPAIGN

Email addresses uploaded by council

Edit or enter missing parent/adult emails

Email with instructions on how to participate



TROOP DASHBOARD

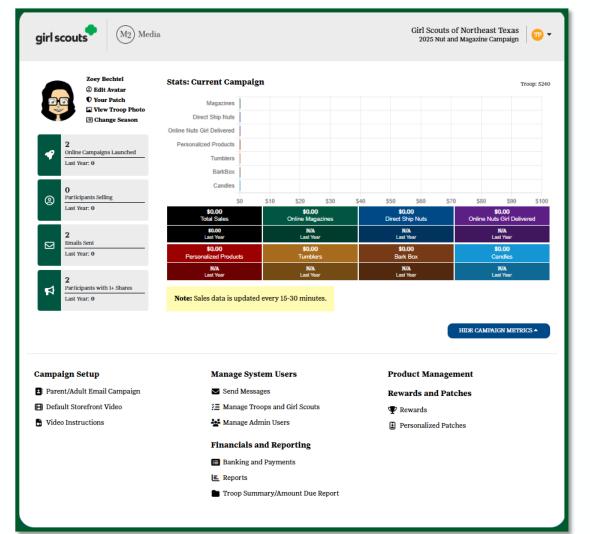
Messaging

Manage nut card order entry

Select rewards

Sales reports

Banking and payments



TROOPS REWARDS

Create your avatar

Send the Parent Adult Email Campaign

Reach \$1,900 in total troop sales by the end of the program!





SERVICE UNIT DASHBOARD

Messaging

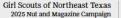
Manage nut card order entry

Sales reports

Banking and payments









Service Unit: 456



O Your Patch Change Role

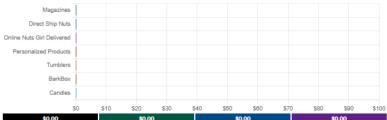












\$0.00	\$0.00	\$0.00	\$0.00 Online Nuts Girl Delivered
Total Sales	Online Magazines	Direct Ship Nuts	
\$0.00	N/A	N/A	N/A
Last Year	Last Year	Last Year	Last Year
\$0.00 Personalized Products	\$0.00	\$0.00	\$0.00
	Tumblers	Bark Box	Candles
N/A	N/A	N/A	N/A
Last Year	Last Year	Last Year	Last Year

Note: Sales data is updated every 15-30 minutes.

HIDE CAMPAIGN METRICS A

Manage System Users

- Send Messages
- ₹ Manage Troops & Girl Scouts
- Manage Admin Users

Financials and Reporting

- Banking & Payments
- I≡ Reports
- Troop Summary / Amount Due Report

Product Management

Rewards & Patches

Personalized Patches

SERVICE UNIT REWARDS

Create your avatar

Have at least \$1 in total service unit sales





FAQs

How do I reset my password?

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

When will a participant receive their Personalized Patch?

What if a participant didn't find their name as they log into the platform?

When can I expect my online girl delivery items?

Troop Incentive

It's Back! Troops that achieve 80% membership renewal* by September 15, 2025 AND sell over \$1,000 in the 2025 Fall Product program will earn an additional 5 cents for each package sold during our 2026 cookie program.

New troops can also qualify for the extra 5 cents by selling over \$1,000 in Fall Product.

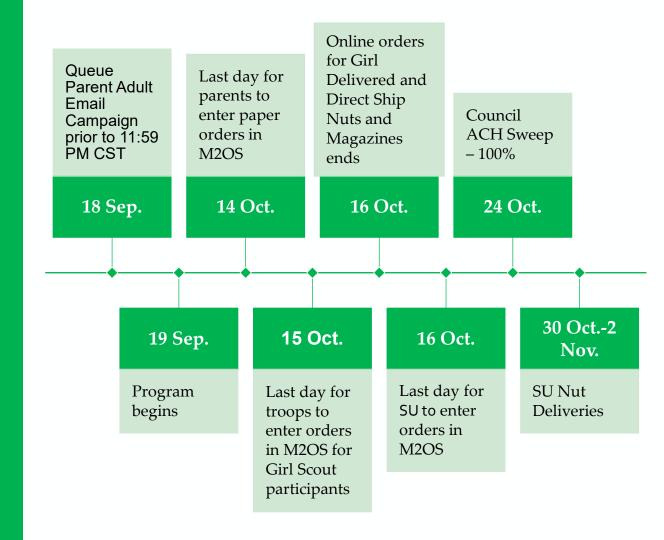
Note: New troops are defined as those that started after November 1, 2024.

(Last year, during the fall product FY 25, our council distributed an additional \$53,816.45 to troops that exceeded \$1,000 in fall product sales and met their 80% renewal goal!)

*renewal period from April - September 15



IMPORTANT DATES



Role of Service Unit Fall Product Manager

Setting the Foundation for Success



- Conduct Troop Leader/Fall Product Manager Training
- Share the service unit goal with troop leaders and discuss strategies to reach/exceed it
- Plan what the service unit will do when the goal is reached

Materials Management

- Receive printed materials (shipped from M2)
- Distribute printed materials to troops
- Bring extras of printed materials to service unit meetings

Program Promotion

- Attend service unit meetings and champion the program
- Talk about the program at service unit meetings



Role of Service Unit Fall Product Manager

Guiding Troops Through the Program

Ongoing Support

- Check in with troops (especially new troops or those with new Troop Fall Product Managers)
- Provide guidance and enthusiasm throughout the program
- Monitor progress toward service unit goals

Order Management

- Make sure troop orders are submitted on time (products and rewards)
- Track participation and sales progress
- Offer additional support to struggling troops



Role of Service Unit Fall Product Manager

Delivering Success



Product & Reward Distribution

- Receive large deliveries of product
- Sort product by troop
- Schedule troop pick-ups
- Receive large deliveries of rewards
- Sort rewards by troop
- Schedule reward pick-ups

Celebration Planning

- Plan to celebrate whether the service unit met/exceeded/did not reach the goal
- Recognize troop achievements and participation
- Evaluate program success and lessons learned

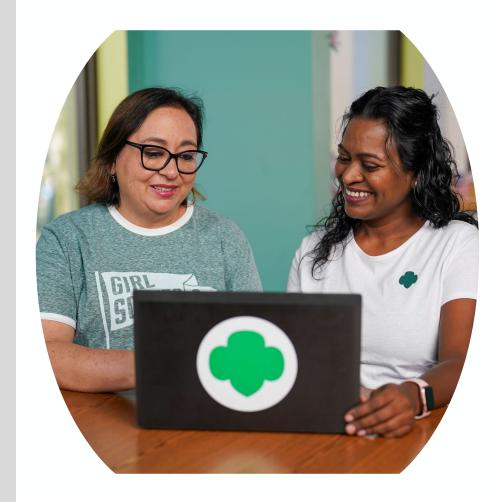
Smart tip: Recruit volunteers early! Product sorting and distribution are perfect tasks for sharing the workload in larger Service Units.

DID YOU KNOW?

Service Units who reach

100% of the 2025 Fall Product
Goal
AND
105% of the 2026 Cookie
Program Goal

Your service unit will receive \$.35 per case of cookies sold.





TROOP PROCEEDS

15% of Total Sales
(with rewards)

OR
20% of Total Sales*
(without rewards)

*Option available for Junior, Cadette, Senior and Ambassador Level Troops

Fall Product Program Troop Leader Training Agenda

Welcome & Program Overview

- Program timeline and key dates
- Goals and expectations for troops
- Review the program including new products, various ways to participate, etc.

Troop Leader Responsibilities

- Family meeting requirements
- Material distribution checklist
- M2 platform management
- Progress monitoring and support

Money Management & Safety

- **Critical:** Payment before product distribution
- Money handling procedures
- Accountability expectations
- Bad debt management



Fall Product Program Troop Leader Training Agenda

Product & Reward Distribution

- Service unit delivery schedule
- Sorting and pick-up coordination
- Timely product and reward distribution importance

Support & Resources

- Available training materials
- SUM/SUFM contact information
- Troubleshooting common issues

Q&A & Next Steps

- Address troop leader questions
- Confirm understanding of expectations
- Schedule family meeting deadlines



Council ACH Sweep October 24 (100% Balance Due)

Troop ACH Form

(Council will roll over banking information from last year.)

ACH Adjustment Form

(For troops who cannot meet its financial obligation on the scheduled sweep date.)

Individual Collection Form

(Submit this form to report girls who are not paid in full. **Troops should NEVER pay for a Girl Scout's delinquency.)**

When do troops receive proceeds if the troop has only online orders or if the troop is owed funds?

Approximately the 2nd week of December.

Fall Product Training Real Sales. Real Money.

Money Management

- Collect money due from order card orders
- Count with someone, sign receipts, make regular deposits
- Troop leaders are held accountable for all funds owed to council - Remember: Proceeds belongs to the Girl Scouts in the troop.

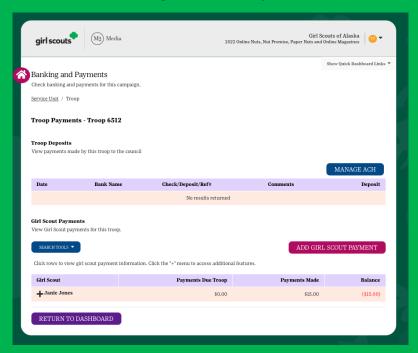
Critical Rule: NO Product Without Payment "Collect first, deliver second"

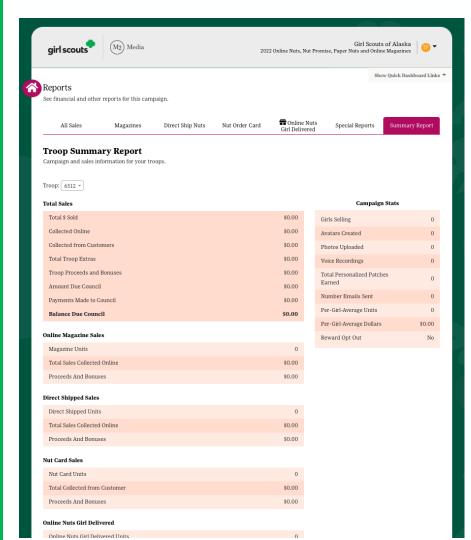
- Never distribute until fully paid
- If the Troop has bad debt from a parent, keep track of contact points. Email is great for this.

BALANCING FINANCES

Sales reports

Banking and payments







DELIVERY OF NUTS/CHOCOLATES

Delivered to Service Unit October 30 – November 2

Troop pick-up & Girls Deliver to Customers
October 30 – November 10

DELIVERY OF PRODUCT

October 30 - November 2



Step One:

Complete your <u>Service Unit Delivery Station Form</u> by September 30.

Step Two:

- The council will confirm your delivery date and time by October 25.
- Coordinate volunteers to assist with the delivery.

Step Three:

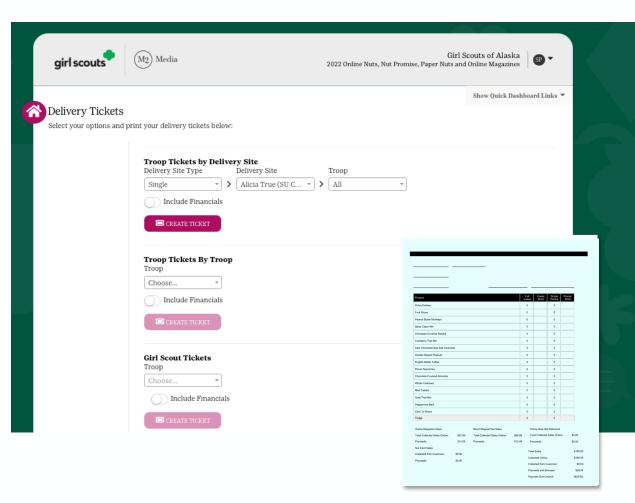
- Communicate the confirmed delivery date and pick-up details with the troops.
- Separate by variety: 16 different items!
- Ensure all product items are distributed to the troops.
- Remember to count, count, and count again to ensure accuracy.

DELIVERY TICKETS

Print delivery tickets by Service Unit or troop

Available for easier picking and packing

Option to include financials



REMINDER



Receipts, Receipts!

Receipt every time money or product changes hands.

Count everything you receive before you sign off.

For the Service Unit, it will be the delivery agent.

Load vehicles after your entire order is signed off.



DELIVERY OF REWARDS

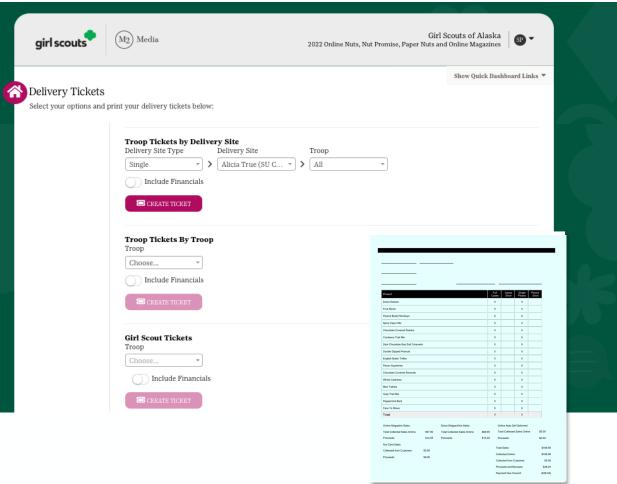
December 2025

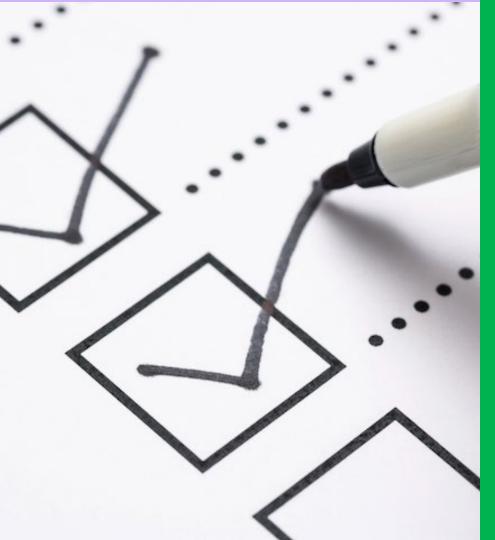


DELIVERY TICKETS

Print reward delivery tickets by troop or participant

Available for easier picking and packing





What's Next?

Get Started

- ✓ **Login to M2OS** and watch training video
- ✓ Create your avatar make it fun!
- ✓ Get familiar with the platform

Connect with Parents (by Sept 19)

- ✓ Send Parent Adult Email Campaign to participants
- ✓ Girl Scouts setup their own campaign on M2OS, so troop leaders don't need to.
- ✓ One click = maximum reach

Emphasize the simplicity of online girl delivered items

- Share My Site with social media and texting
- ✓ Money collected automatically online
- ✓ Items auto-added to girls' accounts
- ✓ Girls simply deliver that's it!

Have FUN and celebrate your success!

Participation in the Fall Product Program is a family decision.

RESOURCES



TONS OF GREAT RESOURCES AVAILABLE:

Program Resources:

- Service Unit Fall Product Guide
- Troop Fall Product Manager Guide
- Council Website gsfallproduct.com
- Instructional Videos
- Activity Guide
- Open Mic Night Sessions
- Fireside Chats

Girl Scout Materials:

- Family newsletters
- Girl permission/internet responsibility forms
- Informational flyers
- Order cards
- Receipt books
- Money envelopes

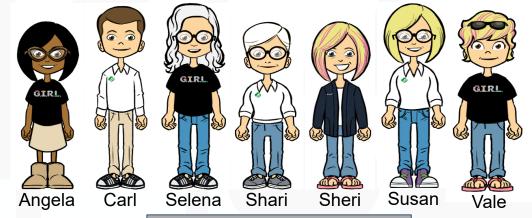
Need additional materials? Contact the Product Program Team for support.



If you need to speak/email with someone:

Product Program Staff productprogram @girlscoutsgcnwi.org 855.456.8347 ext. 6722

Product Squad Team Member



GCNWI Product Program Team



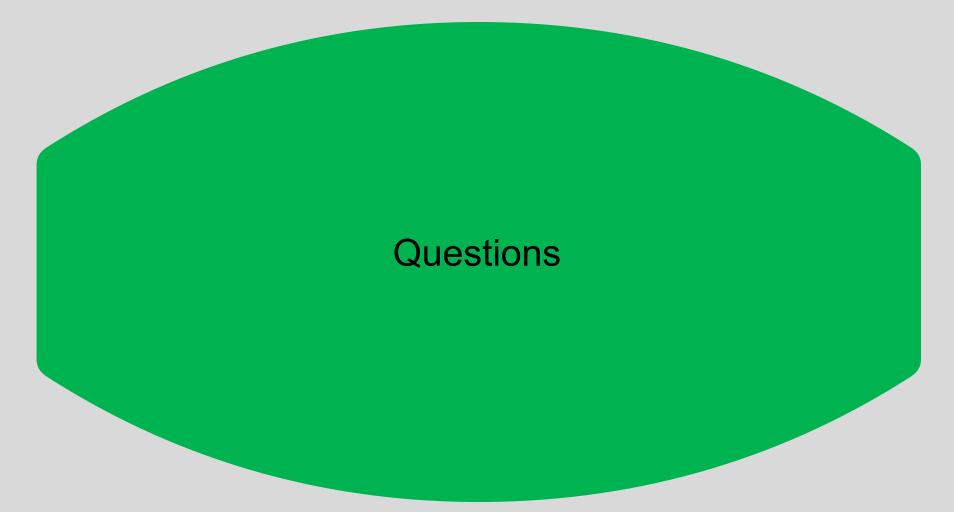
Product Squad

FALL PRODUCT PROGRAM CUSTOMER CARE

M2'S Customer Care team is cross-trained to handle tech support, volunteer/participant and customer inquiries

100% customer satisfaction guarantee





THANK YOU!

For your continued support of Girl Scouting and the Fall Product Program.

We look forward to a successful 2025 Program!



