

Welcome and Thank You for participating in Girl Scouts of Northern Illinois' 2024 Fall Product Program!

Girl Scouts of Northern Illinois (GSNI) is looking forward to a great Fall Product Program season with delicious nut and chocolate products, wide variety of magazines and new products for your troop to promote, sell and receive proceeds. The GSNI Product Program Team leverages national programs from our vendors Ashdon Farms and M2 Media Group and customizes it for GSNI. Please use this manual and resources at www.girlscoutsni.org/fallproductprogram and [Rallyhood](#) as a guide for GSNI's 2024 Fall Product Program.

When you help your troop participate in the Fall Product Program, you are helping Girl Scouts gain independence and confidence, all while building social and practical life skills toward their future. Through the Fall Product Program Girl Scouts not only learn **Financial Literacy**, but through these **Five Skills** are progressively gaining an **Entrepreneurial Mindset**.



goal setting



decision-making



money management



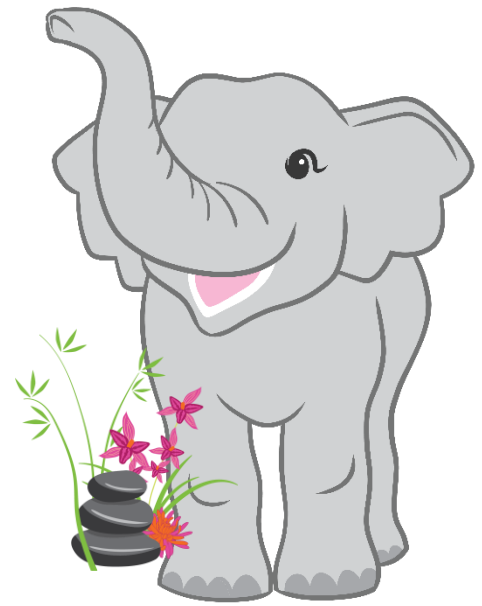
people skills



business ethics

Where to Find What You Need to Know!

Section	Page
Welcome and Thank You	1
Highlights and Benefits of Participation	1
Contacts and Resources	2
Financial Information	2
Girl Scout Selling Tools	2
Schedule	3
Products	4-5
M2OS (Program Management Software)	6
How Do Troops/Volunteers Get Started?	6
How Do Girl Scouts/Parents Get Started?	6
Volunteer Position Description—Troop Fall Product Chair	7
Troop Checklist	8-10
Troop Proceeds and Rewards	10
Service Unit Goal Rewards	10
Girl Scout Patches and Rewards	11
Troop Size Requirements relating to Product Program Participation	12
Troop Requirements for Participation in Additional Money Earning Activities	12



girl scouts
of northern illinois

Fall Product Program Highlights and Benefits of Participation

- **NEW Products**—More and new Girl Scout exclusive BarkBoxes will be available. Personalized stationery products & picture frames. In the Nut & Chocolate store, Vanilla Honey Roasted Pecans have been added as well as a new holiday tin and the third in a series of collectable Girl Scout tins.
- Earn base troop proceeds of 17% of total sales for valuable funds towards troop activities early in the membership year.
- Troop participation is a required element of the GSNI Honor Troop Program and required to conduct any additional money-earning activities (see page 12).
- Program revenue contributes to maintaining camps, programs, and properties that help your Girl Scouts succeed in the Girl Scout Leadership Experience. All proceeds stay local!

Contacts and Resources

cookies4you@girlscoutsni.org

847-214-9295 (during regular business hours)

Anna Jarrett, Director of Product Programs
Home Base—Oswego RC
ajarrett@girlscoutsni.org

Debbie Karner, Senior Product Program Manager
Home Base—South Elgin RC
dkarner@girlscoutsni.org

Michele Doonan, Product Program Manager
Home Base—Rockford RC
mdoonan@girlscoutsni.org

GSNI Customer Care (for membership, finance-related or general questions)
customercare@girlscoutsni.org OR 844-476-4463

M2OS Customer Service

For questions regarding M2OS, all online orders (magazine subscriptions, Tervis® tumblers, Girl Scout exclusive BarkBoxes, personalized products, and online Nut and Chocolate Store) and product concerns.

<https://support.gsnutsandmags.com> OR 800-372-8520

Volunteer and Girl Scout/Parent access to M2OS

M2OS (This is the ALL-IN-ONE program management system website for troops and Girl Scouts/parents).
www.gsnutsandmags.com/GSNI
or use QR code at right.



GSNI Resources

For all program resources including links to training videos to assist both troops and Girl Scouts/parents with M2OS.

- Rallyhood <https://rallyhood.com/157733>
- GSNI website www.girlscoutsni.org/fallproductprogram

Financial Information

Troops should contact GSNI's Finance Department for any concerns or problems regarding bank sweep, proceeds credits, or NSF (Non-Sufficient Fund) checks at 844-GSNI-4-ME (476-4463) or customercare@girlscoutsni.org.

All troops need to have the parent/guardian of each Girl Scout complete the Product Program Permission/Financial Responsibility Form. This form is critical to have on file so GSNI can assist with pursuing parent debt if necessary.



Girl Scout Selling Tools

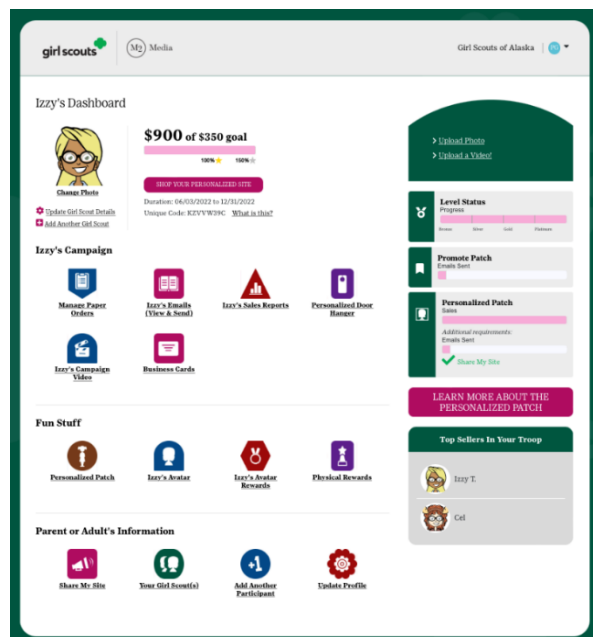
Looking professional is key to the success of any business! The following selling tools are available to Girl Scouts.

Personalized Business Cards and Door Hangers

- Business Cards and Door Hangers can be printed from a Girl Scout's M2OS Dashboard with the Girl Scouts storefront codes and links already added! These can be left at doors if neighbors and friends are not home when visiting.
- Girl Scouts can use the QR code created on the Door Hanger to send to potential customers.

Share My Site

- From a Girl Scout's M2OS Girl Scout Dashboard, use "Share My Site" via Text or social media.
- At least one type of Share My Site is required to earn both the Personalized M2 Avatar patch and the Fall & Cookie Crossover Personalized M2 Avatar patch.

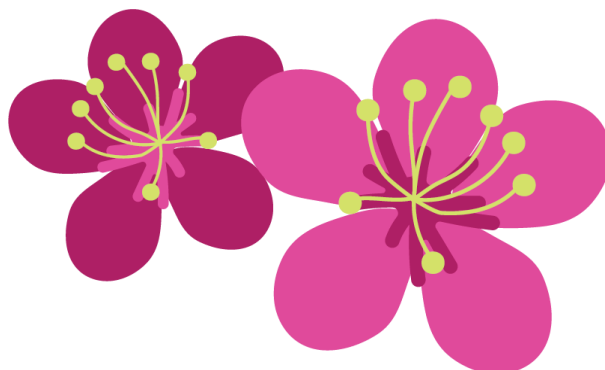


2024 Fall Product Program Schedule

Friday	Aug. 30	Troop Online Training available on gsLearn. Resources available at www.girlscoutsni.org/fallproductprogram and Rallyhood .
early	September	Distribution of troop materials by Service Unit Coordinator.
Tuesday	Sept. 10	Volunteers receive access email to M2OS.
Tuesday	Sept. 17	Girl Scout/parent receives access to M2OS when Troop Fall Product Chair queues Parent Adult Email Campaign (PAEC) email**.
Wednesday	Sept. 18	Fall Product Program Begins**.
Tuesday	Oct. 8	Council imports troop banking information into M2OS for existing troops with banking information on file.
Tuesday	Oct. 22	Virtual MicroTraining @ 12-1 p.m. OR 7-8 p.m. See GSNI website or Rallyhood for meeting links. TOPIC: End of Season Task Review
Saturday	Oct. 26	<ul style="list-style-type: none"> • Last Day to take paper order card orders. • Parent deadline to enter all “off-line” (paper order card) orders AND select Girl Scout reward choices (if applicable) in M2OS by 11:59 p.m.
Monday & Tuesday	Oct. 27 & 28	Troop Fall Product Chair may enter or edit order or reward entries in M2OS only on these dates.
Monday	Oct. 28	<ul style="list-style-type: none"> • Fall Product Program Ends for all orders. • Minimum Troop Size deadline. • Troop banking entry into M2OS deadline. • Troop Order/Reward entry deadline into M2OS by 11:59 p.m.
Monday	Nov. 4	Recommended deadline for depositing money into troop account.
Friday	Nov. 8	GSNI Automatic Bank Sweep to collect funds due to council.
Friday	Nov. 22	GSNI Automatic Credit/Deposit for troops owed troop proceeds from council due to exclusive or primarily having online orders.
Thursday-Saturday	Nov. 14-16	Service Unit Deliveries (date varies by service unit).
Friday	Nov. 13	NSF Check Notification Deadline.
early	December	Rewards shipped to Service Unit Fall Product Program Coordinator.

** Available to Girl Scouts with the following completed:

- Girl Scout is a registered Girl Scout member for the 2024-2025 MY (membership year).
- Troop Fall Product Chair(s) have completed the Mandatory Fall Product Program Troop Online Training in gsLearn.
- Troop is Product Ready. This is defined as the troop has two registered Troop Leaders with current background checks completed and all required trainings (in addition to Fall Product Troop Training) are completed/current. The troop also has a current bank account, and the ACH Agreement has been submitted to GSNI.
- Troop has met the Troop Minimum Size Requirement (page 12).
- Troop Fall Product Chair(s) have trained and distributed information to Girl Scouts/parents in the troop.



Products

Ashdon Farms Nuts and Chocolates

The GSNI Nut/Chocolate Paper Order Card will have 15 items available in a range of prices. All items listed on the order card will also be available to order online for Girl Delivery. The cost of online orders for Girl Delivery is the same as ordering on the paper order card!

- Girl Scout Memory Tin (third in series) with Mint Treasures - \$13
- Garden Friends Holiday Tin with Deluxe Pecan Clusters - \$12
- NEW Garden Friends Holiday Tin with Chocolate Covered Pretzels - \$12
- NEW Vanilla Honey Roasted Pecans (Can) - \$9
- Chocolate Covered Almonds (Can) - \$9
- English Butter Toffee (Box) - \$9
- Whole Cashews with Sea Salt (Can) - \$9
- Peanut Butter Bears (Box) - \$9
- Deluxe Pecan Clusters (Box) - \$9
- Dark Chocolate Caramel Caps with Sea Salt (Box) - \$9
- Dark Chocolate Mint Penguins (Box) - \$9
- Dark Chocolate Peppermint Pretzels (Bag) - \$9
- Peanut Butter Trail Mix (Bag) - \$8
- Cheddar Caramel Crunch (Bag) - \$8
- Fruit Slices (Can) - \$7
- Care to Share (donation) - \$7



Online Nut and Chocolate Store for direct shipping orders

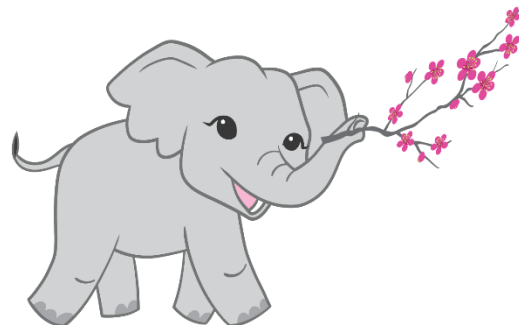
Using the Online Nut and Chocolate Store, customers will now be able to order, pay for, and receive direct shipments of nuts and chocolates! (Shipping and handling fees will be charged to the customer.) Girl Scouts and troops will receive credit for these sales, the same as all online sales. In addition to the 15 items listed above, customers will also be able to order the COMPLETE line of Girl Scout products including online exclusive products from Ashdon Farms. These include:

Girl Scout Additional Products

- Honey Roasted Mixed Nuts (Jar) - \$13
- Cranberry Nut Mix (Can) - \$8
- Butter Toasted Peanuts (Can) - \$9
- Dulce de Leche Owls (Box) - \$9
- Chocolate Covered Raisins (Can) - \$9
- Dill Pickle Peanuts (Can) - \$8
- Hot Cajun Crunch (Can) - \$8
- Thai Chili Mix (Can) - \$8
- Sweet & Salty Mix - \$8
- Honey Roasted Peanuts (Can) - \$8

Girl Scout Online Exclusive Products

- Caramel Apples (Box) - \$9
- Gourmet Caramel Corn with Almonds and Pecans (20 oz.) - \$24
- Gourmet Nut Blend (15 oz.) - \$25
- 2022 & 2023 Girl Scout Memory Tins w/Mint Treasures - \$13 each



EMBRACE POSSIBILITY

Additional Online ONLY Products

- **Magazine subscriptions**

- Includes a wide range of magazine subscriptions for up to 90% off newsstand prices!
- Subscriptions are delivered directly to customers.



- **Tervis® Tumblers**

- Tervis® offers premium insulated tumblers, ranging from top sellers to favorite MLB®, NFL® and collegiate sports teams and more.
- All items will be shipped direct to customers. Shipping costs will be \$7.99 per tumbler for 1 tumbler, \$13.98 for 2 tumblers, \$19.97 for 3 tumblers and an additional \$1.00 for each additional tumbler on the same order going to the same address.



- **Girl Scout exclusive BarkBox**



- Mini BarkBox includes a custom Pose & Play Beret dog toy and one canister of Berry Trios™ dog treats - \$19.99
- NEW Mini BarkBox includes a custom S'mores Stick dog toy and one canister of Berry Trios™ dog treats - \$22.99
- NEW Full BarkBox includes custom S'mores Stick dog toy, Pup Patches toys and one canister of Berry Trios™ dog treats - \$27.99
- Boxes are shipped directly to customers. Shipping cost for a single box will be \$5. Shipping to the same address for 2+ boxes will be \$10.



- **NEW Personalized Products**

- Items will include personalized stationery, note pads, and picture frames.
- Pricing ranges from \$21-\$61.
- All items will be shipped directly to customers. Shipping costs will be \$14.99 for the first item and \$4 for each additional item purchased on the same order and going to the same address.



M2OS is the ALL-IN-ONE Fall Product Program software system.

- One system for order management of both online and offline (paper order card) orders. Same software for Girl Scouts and troops.
- From M2OS, Troop Fall Product Chairs can monitor Girl Scout activity, manage orders and rewards, create a M2 Avatar, send email messages to all Girl Scouts/parents in the troop, post messages for Girl Scouts/parents to view on their dashboard, and more!



How Do Troops/Volunteers Get Started?

Volunteers with a 2024-2025 Girl Scout membership and registered with the role of Troop Fall Product Chair or Troop Leader as of August 28, whose troops have met the minimum troop size requirement and are Product Ready (see page 3) will receive a launch email on Tuesday, September 10. If a volunteer does not receive or cannot find the launch email and all troop and volunteer requirements are met, go to www.gsnutsandmags.com/admin, enter email and click “Forgot Password”. As volunteers/troops continue to register and meet requirements, launch emails will be sent as additional Girl Scouts/troops are uploaded into M2OS.

- The launch email will prompt the volunteer to create a password to access the M2OS volunteer account.
- Next, volunteers will be prompted to complete account information, watch a short system training video, enter a mailing address (in the event an M2 Avatar patch is earned), and create an M2 Avatar.
- Volunteers should also queue launch emails to Girl Scouts using *Parent Adult Email Campaign email* under *Campaign Setup* on the troop dashboard in M2OS. By queuing this email, Girl Scouts in the troop will receive their launch email one day early on Tuesday, September 17. It is also a requirement to receive the volunteer customized M2 Avatar patch.
- Please note: the Troop Fall Product Chair will not be able to receive the troop’s program supplies from the Service Unit Fall Product Program Coordinator until 2024 Fall Product Program Mandatory Online Troop Training has been completed in gsLearn.

How Do Girl Scouts/Parents Get Started?

For Girl Scouts, M2OS is not just a platform for taking online orders. **We HIGHLY RECOMMEND all participating Girl Scouts login with their parent and set up their M2OS account.** From M2OS, each Girl Scout can create a personalized M2 Avatar! Girl Scouts/parents can also manage the sale by entering paper order card (offline) orders, choosing rewards, viewing sales stats, finding program dates/information and activities, as well as sending customized emails and Share My Site (text and social media links) to invite friends and family to support the Girl Scout’s program goals.

Launch emails queued by the Troop Fall Product Chair will be sent **one day early** to parents of all registered Girl Scouts in the troop on Tuesday, September 17. Otherwise, parents of registered Girl Scouts will be sent a launch email on Wednesday, September 18. Girl Scouts must have been registered by Wednesday, August 28, to receive these initial launch emails. If registered later, launch emails will be sent weekly as additional Girl Scouts are uploaded into M2OS. If a launch email is not received/found, parents can go to www.gsnutsandmags.com/gsni, use the QR code below, OR go to www.girlscoutsni.org/fallproductprogram or Rallyhood and click on the link to get started.

- Volunteers with a Girl Scout must initially login to the M2OS admin site and Girl Scout site separately, but once this is completed volunteers will be able to toggle between the two sites to access everything for the troop and their own Girl Scout(s).
- Parents should assist their Girl Scout with the setup of the page.
 - Enter a goal and what Girl Scouting means.
 - Create a personalized M2 Avatar and record a message from the M2 Avatar.
 - Personalize the campaign.
 - Promote the campaign by sending emails from M2OS and Share My Site.
 - Prepare to earn the personalized patch by entering the Girl Scouts name (or nickname or initials), choose the background and provide a mailing address.
 - Visit the Avatar Room to earn virtual rewards.
- The Girl Scout’s dashboard serves as campaign headquarters! Parents can also reference the Family Newsletter and go to Rallyhood or www.girlscoutsni.org/fallproductprogram for more information, training videos and resources.



Volunteer Position Description—Troop Fall Product Chair

The title Troop Fall Product Chair also represents the volunteer title of Troop Leader serving this role.

Term: A one-year term that is renewable upon successful completion of a year-end review.

Summary: The Troop Fall Product Chair organizes and oversees the Fall Product Program to include Girl Scout-led decisions.

Reports to: Service Unit Fall Product Program Coordinator and Troop Leader(s)

Support: Service Unit Team, Girl Scouts of Northern Illinois Product Program Team

Benefits: Strengthen Leadership Skills, Increase Management Skills, Enhance Business Skills

Responsibilities:

- Promote participation of Girl Scouts in the Fall Product Program. Encourage understanding of benefits of program participation, including practical life skills, financial literacy, and entrepreneurial mindset.
- Complete required trainings for each program season annually.
- Plan, organize and implement Fall Product Program for troop. Complete requirements by deadlines.
- Communicate program details, procedures, and deadlines to Girl Scouts and parents/care givers in troop.
- Keep accurate product inventory and financial records. Utilize receipts when distributing or collecting product or money.
- Understand financial transactions in M2OS online systems. Collect cash and checks from Girl Scouts for in-person transactions and deposit in troop account in preparation for payment to council through ACH sweep.
- Manage the troop's funds in accordance with all policies and procedures of GSUSA and GSNI. Provide receipts and financial records to Troop Leader(s) at the end of the program.
- Pick up the delivery of nut and chocolate product from volunteer Service Unit Fall Product Program Coordinator. Sort and distribute to the Girl Scouts in your troop; parent signature required. Remind Girl Scouts to distribute to customers in a timely manner.
- Pick up rewards from the Service Unit Fall Product Program Coordinator. Sort and distribute to Girl Scouts earning in the troop.
- Attend service unit volunteer meetings regularly and ensure troop representation.



Qualifications:

- **Personal Integrity:** Demonstrate dependability, honesty, and credibility.
- **Adaptability:** Adjust, modify own behavior, and remain flexible and tolerant in response to changing situations and environments, unexpected obstacles, or diverse people expressing different perspectives, needs or demands.
- **Oral/Written Communication:** Express ideas and facts clearly and accurately.
- **Fostering Diversity:** Understand, respect, and embrace differences.
- **Computer Skills:** Access to e-mail and the Internet.

Additional Requirements:

- Must be at least 18 years of age.
- Be guided in all actions by the Girl Scout Mission, Promise and Law.
- Experience in education and/or adult education is a plus.
- Must be a registered member of Girl Scouts of the USA (GSUSA) and have a Girl Scouts of Northern Illinois (GSNI) background check on file.
- Must have knowledge of Girl Scouting, including Safety Activity Checkpoints and council policies.
- Remain informed about and comply with current policies, procedures, and guidelines of GSNI and GSUSA.

Must complete required training(s) as assigned and provided by GSNI and GSUSA.

Troop Fall Product Chair Checklist

Program Start Tasks

	All Girl Scouts participating in the Fall Product Program must be registered members of Girl Scouts of the USA (GSUSA) for the 2024-2025 membership year (MY25).
	Register as a member of Girl Scouts of the USA (GSUSA) with volunteer role of Troop Fall Product Chair with the troop and have a current Girl Scouts of Northern Illinois (GSNI) background check on file.
	Complete the Mandatory Online Troop Training through gsLearn. This online training must be completed to receive the troop's program materials. Available on gsLearn starting August 30.
	<p>Login to M2OS from the launch email sent Tuesday, September 10 (page 6).</p> <ul style="list-style-type: none"> ○ Test login and password. If unable to access the troop dashboard, contact your Service Unit Fall Product Program Coordinator or council for assistance. Your troop will not be loaded into M2OS if it is not Product Ready (page 3) and met minimum size requirements (page 12). ○ Queue the <i>Parent Adult Email Campaign</i> BEFORE Tuesday, September 17, to give Girl Scout's the opportunity to start one day early. This is also a requirement for volunteers to receive their own personalized M2 Avatar patch. ○ Confirm all Girl Scouts are listed by going to Manage Troops & Girl Scouts under Manage System Users on troop dashboard in M2OS. <ul style="list-style-type: none"> ▪ If not listed, confirm if registered. If listed without an ID, the Girl Scout may not be registered. ▪ For general membership questions, contact customercare@girlscoutsni.org or call 844-GSNI-4-ME (476-4463). ○ New troops enter troop bank account and bank routing numbers by deadline. Existing troops review banking information for accuracy after uploaded on Tuesday, October 8. Go to Manage ACH on Banking & Payments under Financials & Reporting on M2OS troop dashboard.
	Prepare materials for distribution to Girl Scouts.
	Review this Troop Manual along with resources and activities posted at www.girlscoutsni.org/fallproductprogram and Rallyhood to use at the troop planning meeting.
	<p>At a troop meeting, discuss the following with Girl Scouts and Parents.</p> <ul style="list-style-type: none"> ○ Discuss what participants will be learning and the benefits of participation including 5 essential life skills, entrepreneurial mindset, troop proceeds, individual rewards, and council support. ○ Set troop goals together and discuss how participants may want to set their own goals. ○ Discuss products and selling options. <ul style="list-style-type: none"> ▪ Nuts and chocolates, donation/Care to Share—paper order card and online. ▪ Magazines, Tervis® Tumblers, Girl Scout exclusive BarkBoxes and personalized stationery products and picture frames—Online only. ○ Discuss Girl Scout/parent procedures. <ul style="list-style-type: none"> ▪ Accepting Payment. <ul style="list-style-type: none"> • All in-person orders require payment to be received at the time of the order in the form or cash or checks payable to the troop (i.e., Girl Scout Troop 5555). • Online orders, including Girl Delivery, are paid at the time of the order with a credit/debit card. ▪ Entering Orders and Choosing Rewards <ul style="list-style-type: none"> • Parents/Girl Scouts can enter their paper order card totals (off-line orders) themselves into M2OS. • Girl Scouts must select choices for any rewards after earned by deadline. ○ Distribute materials to each registered Girl Scout in the troop. <ul style="list-style-type: none"> ▪ Have parent(s) sign the Product Program Permission/Financial Responsibility Form. Keep on file through 2025 Cookie Program. This form is critical to have on file, so GSNI can assist with pursuing parent debt, if necessary. ▪ Family Newsletter, Nut/Chocolate Order Card, Money Envelope, M2 Online flyer
	Participate as a troop in any additional activities related to the Fall Product Program.

Program End Tasks

	<p>Girl Scout/parent enters paper order card orders into M2OS. OR turns in paper order card into Troop Fall Product Chair to be entered into M2OS.</p> <ul style="list-style-type: none"> ○ If Girl Scout/parent entering orders, Troop Fall Product Chair may still want to receive a copy of the order card to confirm orders entered correctly.
	Collect money for all in-person orders. Issue a receipt using the receipt booklet.
	Girl Scouts/parents enter reward choices in M2OS where applicable.
	Login to M2OS
	Go to Manage Troops & Girl Scouts under Manage System Users on the M2OS troop dashboard and confirm all participating Girl Scout members are listed. Troop Fall Product Chairs will not be able to add Girl Scouts to M2OS. This can only be done at the council level.
	<p>Go to Paper Order Entry under Product Management on the M2OS troop dashboard and enter/verify order information in M2OS. Troop volunteers will only be able to enter or edit orders on their designated dates—Sunday & Monday, October 27 and 28.</p> <ul style="list-style-type: none"> ○ Orders should not be entered without receipt of payment. ○ Enter/verify items ordered from paper order card. DO NOT enter Girl Delivery Online orders. ○ Save after entering/editing each Girl Scout.
	<p>Go to Rewards under Rewards & Patches on the M2OS troop dashboard and select/verify Girl Scout rewards in M2OS.</p> <ul style="list-style-type: none"> ○ If a Cadette, Senior, or Ambassador Girl Scout troop chooses to opt-out of rewards, this selection MUST be completed on Reward Opt-Out under Rewards & Patches on the M2OS troop dashboard PRIOR to reward entry deadline. Once this is selected it cannot be reversed. If a change is needed, contact the council. ○ Verify that the rewards auto-populated correctly. ○ Select/verify reward choices where applicable. Troop volunteers will only be able to enter or edit rewards on their designated dates—Sunday & Monday, October 27 and 28. ○ Save as entering/editing each Girl Scout.
	If not already done, new troops must enter troop checking account and bank routing numbers into M2OS by deadline. Returning troops confirm council imported banking information is correct. If not, make corrections and provide your Membership Engagement Specialist with updated information.
	<p>Recommend depositing all checks/cash into troop account by Monday, November 4, 2024.</p> <ul style="list-style-type: none"> ○ If notification from the bank is received regarding NSF (Non-Sufficient Funds) checks, contact GSNI Finance Department immediately. Girl Scouts/parents should contact the customer(s) for new payment, but if faced with difficulty collecting payment, GSNI's Finance Department may be able to assist if notified by the deadline of Friday, December 13, 2024.

Delivery of Product

	Pick up all nut and chocolate items, ordered via order cards or Girl Delivery online orders, from volunteer Service Unit Fall Product Program Coordinator on the designated date (varies by service unit).
	Make two copies of each Girl Scout's order (print from M2OS or use bubble sheets or receipt booklet) so the second can be used as a receipt to give to the Girl Scout/parent when the order is picked up.
	Sort items by each Girl Scout's total orders.
	DO NOT distribute product to Girl Scout if membership/registration has not been completed or payment for product has not been received.
	<p>Arrange a time when the Girl Scouts and parents can pick up their orders. Complete the following before their departure.</p> <ul style="list-style-type: none"> ○ Count the order with the Girl Scout and the parent to verify it is correct. ○ Have parent sign both copies of the receipt and give them one copy. ○ Return the original nut/chocolate order card to the Girl Scout if it was collected. ○ Advise Girl Scouts to deliver the items to their customers as soon as possible.

Delivery of Rewards

	Pick up the Girl Scout rewards from the volunteer Service Unit Fall Product Program Coordinator on the designated date (varies by service unit).
	Sort/bundle the reward items by Girl Scout. Use M2OS to verify what items each Girl Scout earned. <ul style="list-style-type: none"> ○ NOTE: Cashew Cash e-codes will be emailed directly to the email address associated with the parent/primary caregiver listed with the Girl Scout's membership. Personalized M2 Avatar patch will be shipped directly to the Girl Scout after it is earned from M2 Media Group vendor. Personalized patch may take up to 8-12 weeks to receive. Girl Scouts can look on their dashboard to see a tentative shipping date.
	DO NOT distribute rewards to Girl Scout if membership/registration has not been completed or payment for product has not been received.
	Distribute rewards to Girl Scouts at a troop meeting. <ul style="list-style-type: none"> ○ Celebrate accomplishments! ○ Congratulate Girl Scouts! ○ Create excitement about how the troop is going to use the troop proceeds!

Finalize Program

	Keep a copy of the Product Program Permission/Financial Responsibility Form. This is valid for one year, so another form does not need to be completed for participation in the Girl Scout Cookie Program.
	Share all financial records you have gathered with the Troop Leader.



Troop Proceeds and Rewards

- Troops receive a minimum of 17% in proceeds from the total sales of nuts & chocolates, magazines, Tervis® tumblers, Girl Scout exclusive BarkBoxes, and personalized products.
 - Some troops may receive a credit in proceeds (where council owes the troop money instead of needing to do a bank sweep) due to online orders. This credit will be deposited directly into the troop account or if this amount is under \$20, the troop will be issued a GSNI e-code.
 - **NEW** Troops that sell a total of \$2500 during Fall Product Program and a 200+ cookie package PGA (Per Girl Scout Average of Girl Scouts selling) during the 2025 Cookie Program, will receive an additional \$.05 per package of cookies in troop proceeds.
- Troop Fall Product Chair(s) can create their own M2 Avatar and receive their own personalized patch with TOTAL troop sales of \$2,000+ **AND** queue launch emails to Girl Scouts using *Parent Adult Email Campaign (PAEC)* under *Campaign Setup* on the troop dashboard in M2OS.
- Girl Scout Reward “Opt-Out” Option (Cadettes, Seniors, Ambassadors)—Troops receive a base of 19% in proceeds from total sales of nuts & chocolates, magazines, Tervis® tumblers, Girl Scout exclusive BarkBoxes, and personalized products. Girl Scouts will receive patches only, with no additional rewards.



Service Unit Goal Rewards

Each service unit that meets its Fall Product Program goal will receive bonus funds of 1% of the service unit's total sales. Ask your Service Unit Fall Product Program Coordinator for additional details on the service unit's goal.

Girl Patches and Rewards

Care to Share/Donation



For customers not interested in purchasing any of the products offered but still want to support their Girl Scout, donation opportunities are available!

- Customers may make a \$7 donation for nuts to be sent to military troops. All Girl Scouts who receive at least four (4) nut donations will earn the *Care to Share* patch. This donation purchase is the **ONLY** way to earn the Care to Share patch.
- These donations may be purchased from the online girl delivery Nut and Chocolate Store or on the paper order card. *Please note, purchasing the \$20 donation on the online magazine store does NOT apply toward earning the Care to Share patch.*

Patches

- *Embrace Possibility* – Sell fifteen (15) or more nut/chocolate items in-person or online.
- *Elephant* – Sell three (3) magazine orders, Tervis® tumblers, Girl Scout exclusive BarkBoxes and/or personalized products.
- *2024* – Send 18+ emails using M2OS platform.



- *Personalized M2 Avatar patch* – Create avatar, send 18+ emails and Share My Site using M2OS platform AND sell \$375+ in TOTAL sales. If earned, this patch will be mailed directly to the Girl Scout from M2 Media Group vendor. Two different designs to choose from!

Crossover Personalized M2 Avatar patch – Create avatar, send 18+ emails and Share My Site using M2OS platform during the 2024 Fall Product Program AND send 18+ unique emails through Digital Cookie and sell 225+ packages of cookies during the 2025 Cookie Program. If earned, this patch will be mailed directly to the Girl Scout from M2 Media Group vendor after the 2025 Cookie Program ends. **NOTE:** Personalized patches take 8-12 weeks in production time.

- *2024-2025 Fall & Girl Scout Cookie*



Rewards

- All rewards are pictured on the order card.
- Rewards will be earned for total dollar sales at the following levels and are cumulative.
 - \$150 – LED Scrunchie
 - \$250 – Embrace Possibility Heart Necklace and Goal Getter Patch
 - \$350 – Small Elephant Plush
 - \$400 – Elephant Charm AND Charm Bracelet
 - \$450 – **CHOICE** of Tassel Keychain OR \$10 Cashew Cash
 - \$550 – Nail Polish Kit
 - \$650 – Large Elephant Plush
 - \$800 – Embrace Possibility T-shirt
 - \$1,000 – Coloring Pillowcase
 - \$1,500 – **CHOICE** of Portable Outdoor Mat and Wristlet OR \$50 Cashew Cash
 - \$3000 – **CHOICE** of JBL PartyBox On-The-Go Portable Party Speaker OR Build-A-Bear Party^
- Cashew Cash works similar to Cookie Dough. All Cashew Cash earned during the 2024 Fall Product Program will expire April 1, 2026. Cashew Cash e-codes will be emailed directly to the email address associated with the parent/primary caregiver listed with the Girl Scout’s membership.



The Top 10 Fall Product Program Entrepreneurs will be invited with a chaperone to a Broadway production of **Frozen** at Paramount Theater in Aurora, IL for a 1:00 p.m. show on Sunday, November 17, 2024 (date and time are tentative).





Troop Size Requirement

To ensure GSNI abides by IRS guidelines revolving around product sales, these troop size guidelines as they pertain to product program troop proceeds (fall product and cookies), have been created. It is important we comply with IRS guidelines so as not to endanger the not-for-profit status of GSNI, GSUSA and Girl Scout councils nationwide. This policy has been in effect since September 2016.

- Girl Scout Daisy, Brownie, and Junior Troops: Minimum size is 5 Girl Scouts (from multiple families) and 2 unrelated leaders, one of which is female.
- Girl Scouts Cadette, Senior, and Ambassador Troops: Minimum size is 3 Girl Scouts (from multiple families) and 2 unrelated leaders, one of which is female.
- Girl Scouts in troops that have not met these minimums will be treated as Juliettes for the purposes of troop proceeds.
- The minimum must be met by Monday, October 28, 2024, for the 2024 Fall Product Program.

What DOES this mean?

- If your troop does not meet the minimum size as outlined above, your troop will automatically be treated as a group of Juliettes and no troop proceeds will be awarded. Individual Girl Scout rewards will not be affected.
- During sweeps, your troop account will be swept for the entire cost of product sold. Proceeds are NOT kept by the troop. Participating Girl Scouts will earn S'more Dough in place of troop proceeds.
- Notes on S'more Dough:
 - S'more Dough distribution, uses and restrictions are similar to Cookie Dough.
 - The amount of S'more Dough a participant earns is based on ranges of product sold.
 - For more information on S'more Dough ranges and Juliette participation, contact your SU Cookie Coordinator or the GSNI Product Program Team.

What DOESN'T this mean?

It does NOT mean your troop will no longer be a troop. Your troop remains intact and would be included in the Opportunity Catalog for additional members to join.



Requirements for Additional Money Earning Activities

Troops must submit a money-earning application. For the application to be considered:

- Troops are encouraged to participate in GSNI product programs as their primary money-earning activities. The troop must participate at the minimum levels listed below in both the Fall Product and Cookie Programs to apply for any additional money-earning activities.
 - Fall Product Program: Troops must have at least 25% of registered members participate and achieve \$250 total troop sales.
 - Cookie Program: Troops must have at least 50% of registered members participate and achieve at least 240 packages total troop sales.
- Juliettes must also submit a money-earning application, be in good financial standing with council, have permission from parent/guardian and participate in both the Fall Product and Cookie Programs at the minimum levels listed below.
 - Fall Product Program: Juliettes must participate and have minimum sales of \$25.
 - Cookie Program: Juliettes must participate and have minimum sales of 24 packages.
- Girl Scouts in troops interested in additional money-earning activities as part of earning their Bronze or Silver Awards, must follow all the troop guidelines listed above for approval. A Girl Scout earning a Gold Award, must follow and meet the guidelines of a Juliette to receive approval for an additional money-earning activity. This difference is because Bronze and Silver Awards are earned as a troop or small group within the troop. Gold Awards are earned as an individual.
- To preserve the integrity of the Fall Product and Cookie Programs, troops must avoid holding money-earning activities targeted to the public between September 15-October 31 and December 15-March 31.