

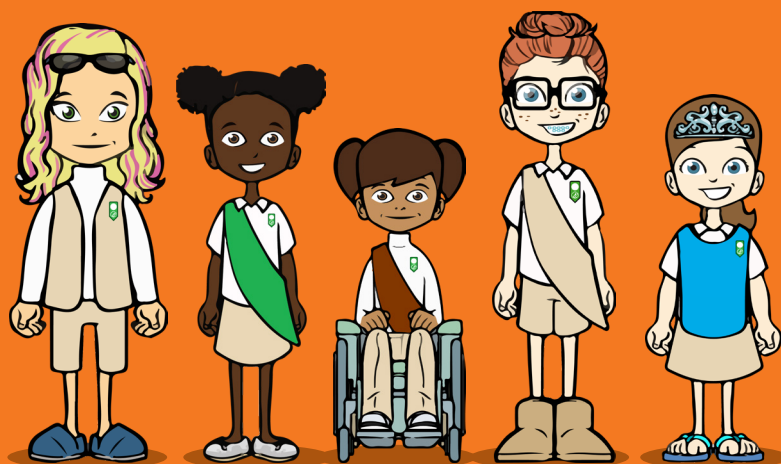


# Fall Product Program



# Troop Quick Guide

**This is your simplified guide to the Fall Product Program,** where you will find the information needed to get started. For more information, please scan the QR code to take you to the Fall Product Program page on our website. Throughout the season, additional resources will be added to that web page.



## To participate in the Fall Product Program, troops **MUST**:

- ☐ Have at least two fully appointed leaders registered with the troop.
- ☐ Have a bank account and current ACH information on file.
- ☐ Have each girl's caregiver sign the Product Program Parent Permission Form.
- ☐ Complete the electronic Troop Product Manager Agreement.
- ☐ Attend a live virtual or gsLearn training.



## Troop Leaders!

The position of Troop Product Manager is essential to your Girl Scout Troop's experience. As a Troop Leader, engage and invite a caregiver to help with the Product Program by inviting them to be a Troop Product Manager.  
*\*Must be a registered Girl Scout volunteer with a completed background check.*

girl scouts   
heart of michigan

Dear wonderful volunteers,

As you know, Girl Scouts is so much more than a fun extracurricular activity. Everything that we do is centered around providing girls with the opportunity to gain life-changing skills that propel them to a positive possible future. The Fall Product Program is no different! The most important aspect of this program is that girls develop **five critical business skills**:

- 1) **Goal Setting:** Girls learn to set goals and create a plan to achieve them.
- 2) **Decision Making:** Girls learn to make decisions on their own and as a team.
- 3) **Money Management:** Girls learn how to create a budget and handle money.
- 4) **People Skills:** Girls find their voice and build confidence through customer interactions.
- 5) **Business Ethics:** Girls learn to act ethically, both in business and in life.

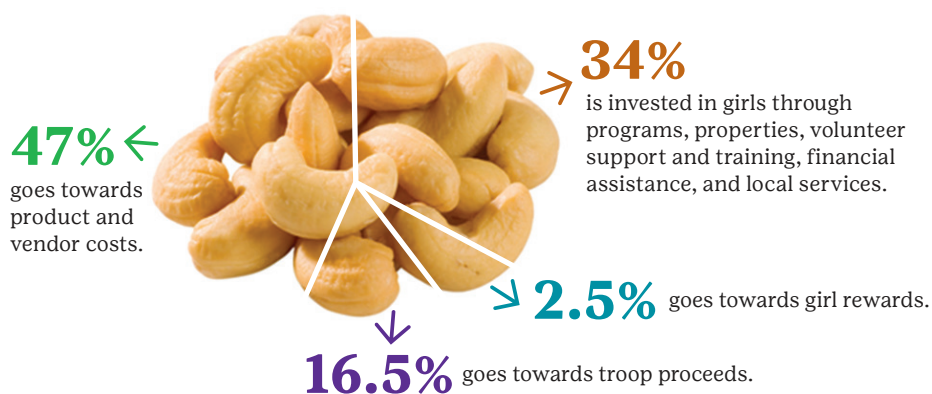
While the logistics behind facilitating this program for girls are important, there is nothing more important or impactful than the skills that girls gain from participating in Product Programs. Better yet, girls fund their own Girl Scout experiences through the Product Programs. Last year, each Troop on average earned about \$200 in the Fall Product Program. This equates to critical start up funds to kick off the Girl Scout year.

Between this booklet and the tools found on our website and Rallyhood, you will have the information needed to have a successful 2025-2026 Fall Product Program. Throughout this guide, you will find QR codes that will take you to additional resources on our website.

Ready to smash some goals this year? The fun awaits! 😊

Yours in Girl Scouting,  
The Product Team

### How the snacks stack



All Fall Product Program proceeds stay in Girl Scouts Heart of Michigan to support Girl Scouting in your area, including financial assistance, program events, trainings, and the maintenance and enhancement of GSHOM camps and properties.



#### Troop Proceeds

Base proceeds	16%
Troop opts out (Juniors & older)	18%
After Rewards Season - 11/15	18%

#### Juliette\* Proceeds

Per \$25 sold = \$3.50 credit

*\*Juliette Girl Scouts are individual Girl Scouts that do not have a troop affiliation.*

# Glossary

We've compiled a glossary of common Fall Product Program acronyms and terminology. Use the QR code to check it out!



## Important Dates to Remember

### September

- ☐ **9/16** - Volunteer access begins
- ☐ **9/25** - Open Office Hours 6:00-6:30 PM
- ☐ **9/29** - Online store opens and paper order cards start
- ☐ **9/25** - Girl launch email sent

### October

- ☐ **10/15** - Office Hours 6:00-6:30
- ☐ **10/19** - Paper order ends and paper orders entered into M2
- ☐ **10/20 - 10/21** - Troops verify/enter IO into M2

### November

- ☐ **11/7** - Initial order ACH
- ☐ **11/12 - 11/14** - Delivery to troops
- ☐ **11/14** - Delivery to customers
- ☐ **11/13** - Office Hours 6:00-6:30 PM
- ☐ **11/14** - Nut Huts product available
- ☐ **11/16** - Direct ship ends
- ☐ **11/18** - Rewards due for troops
- ☐ **11/19** - Rewards due for SU

### December

- ☐ **12/12** - Additional order ACH



## 2025 Products

**Care To Share (Hometown Heroes): Assorted variety\***  
\$7

**Mint Treasures in Girl Scout Tin**  
\$12



**Deluxe Pecan Clusters in Holiday Tin**  
\$12



**Honey Roasted Mixed Nuts**  
\$12



**Whole Cashews with Sea Salt**  
\$9



**Deluxe Pecan Clusters**  
\$9



**English Butter Toffee**  
\$9



**Dark Chocolate Caramel Caps w/ Sea Salt**  
\$9



**Chocolate Covered Raisins**  
\$8



**Peanut Butter Trail Mix**  
\$8



**Cherry Almond Cluster**  
\$9



**Nut & Caramel Trail Mix**  
\$9



**Dark Chocolate Mint Penguins**  
\$8



**Dulce de Leche Owls**  
\$8



**Peanut Butter Bears**  
\$8



**Hot Cajun Crunch**  
\$8



**Fruit Slices**  
\$7



\*This year's Care to Share item will be an assorted variety. Girl Scouts will be invited beginning December 2nd to help distribute to their local Hometown Heroes.



# Girl Rewards

## Exclusive Rewards

### Fall Personalized Patch

- Create Your Avatar
- Send 25+ emails
- Use the Share My Site function in the M2 System
- Sell \$350 in total Online Sales



### Earn the Cross Over Patch!

- Create your Avatar
- Send 25+ emails
- Use the "Share My Site" function
- Sell 225+ packages of cookies during the 2026 Cookie Season



**5 Magazines:** Bear Patch

**25 Emails:** 2025 Patch

**5 Donations:** Care To Share Patch

**12 Nut & Candy Items:** Brave Fierce Fun Patch

**25 Nut & Candy Items:** Super Seller Patch

**10 Magazines:** Super Seller Mag



## Rewards

**\$150:** Stickers

**\$225:** Flower Hair Clip or \$4 Cashew Cash

**\$325:** BFF Necklace or \$5 Cashew Cash

**\$425:** Small Plush or \$6 Cashew Cash

**\$550:** Mini Scratch Notes or \$6 Cashew Cash

**\$675:** Large Plush or \$7 Cashew Cash

**\$800:** T-Shirt or \$8 Cashew Cash

**\$1,000:** Jewelry Box and Charm or \$10 Cashew Cash

**\$1,250:** Cirque Afrique at Wharton Center, January 23 or \$20 Cashew Cash

**\$1,500:** Karaoke Machine or \$20 Cashew Cash



Scan here to see more



## What is opting out and how can I do so?

Junior through Ambassador troops can choose to opt out of girl rewards/cashew cash and earn an additional 2% of total sales in troop proceeds. The Troop per girl selling average (PGSA) must be at or above \$50 per Girl Scout. Girls must decide, unanimously, to participate in opting out of rewards. Parents and guardians must be notified of the troop decision. Patches will still be awarded to troops participating in the opt-out program.

When setting up the troop M2 site, check the box that says "opt-out" on the Troop settings tab. Please note that if the troop is not at the \$50 PGSA by the time the initial order is due, they will be opted back into individual rewards and cashew cash will be selected. This will impact the amount owed to Girl Scouts Heart of Michigan.





# Finances

## 2025-2026 Product Program Automated Clearing House (ACH) Payments Troop Instructions

### ACH Sweep Dates

Schedule	Sweep Payment Date	Deadline for changes
Initial Order	11/7/2025	11/1/2025
Additional Sales	12/12/2025	12/5/2025


### ACH




### NSF Check Form




## Money Collection

 **All checks should be made payable to Girl Scouts Heart of Michigan (GSHOM).** In the case the check bounces, GSHOM can help recover the funds. If the check is made out to an individual, GSHOM is not able to help.


 **Cash or check should be collected at the time the customer places the order,** or it cannot be included on the initial order.

 **Collect money from girls often.** Count all money turned in to you, with the parent present. Use a receipt book to record payments. Give parents a copy and retain a copy.

 **Deposit funds regularly into the troop bank account.**

 **Distribute product promptly to the girls.** Initial orders should be completely delivered to customers within three weeks. When parents pick up their product, the Troop Product Manager and parent must sign a receipt for the number of products taken and verify that it matches what was ordered.

### NSF Checks

 If a customer's check fails to clear the troop account, complete an NSF Check form (available at [www.gshom.org](http://www.gshom.org)) and Girl Scouts Heart of Michigan will reimburse you for the check and fees. We are not able to help recover funds if the check is made out to an individual person.



**BRAVE.  
FIERCE. FUN!**

# Pro tips for girls to crush their goals!



## Take orders in person

- Girls can sell door to door, at guardian's place of work, or to friends and family, as examples.
- Collect money at time of placing order.
- Leaders should collect money from girls at meetings. Use the receipt booklets when exchanging money and product.
- Once the product arrives, deliver to customer as soon as possible with a thank you and a smile.



## Online Store

- Girls launch their online store with the help of their guardian.
- Send out emails or text messages to friends and family.
- Customers purchase and pay online. Customers have the choice of girl delivered or to be shipped directly to them.
- Girls can send thank you emails to customers.
- No need to collect any money from customers.



## Nut Huts

- Like a cookie booth, troops can check out product to sell at local business, events, or a walk-about.\*
- Place an order Scanning the QR code and filling the form and information of where Nut Hut will be and when.

Keep a count of what items are sold and how much should be collected.

- Return all unsold product the Monday after the Nut Hut.

Deposit all money into the troop bank account.



## Goal Getters

- Girls can continue to sell products\* after the initial order is due and troops will earn an extra 2% of the sale.
- Collect payment at time of ordering product.
- Place an order with the cupboard by scanning the QR code and filling out the form.

\*Limited items will be available

Scan here for helpful videos about launching the Fall Product Program.



## Materials to collect from Service Unit Product Manager or your local Regional Center.

### Each Troop will receive:

- ✓ Troop Quick Guide to the Fall Product Program
- ✓ M2 Receipt Booklets
- ✓ XL Envelope

### Each Girl will receive:

- ✓ Nut and Candy Order Card
- ✓ Money Envelope
- ✓ Family Guide






# Hometown Heroes

Hometown Heroes is Girl Scouts Heart of Michigan's council-wide community service project. The program allows individuals to give back to their community while supporting Girl Scouting. Troops can help distribute them to our local Heroes beginning December 2nd. To sign up, scan the QR code below. Product will be set aside for you to pick up from your local Girl Scouts Heart of Michigan Regional Cupboard, providing an opportunity to make a positive impact and contribute to the well-being of those in need.



## Did you know?

### Interesting facts about Grizzly Bears

-  Grizzlies are strong swimmers and can cross large rivers.
-  Grizzlies will rub against trees to leave their scent and scratch marks.
-  Before hibernation, grizzlies eat up to 20,000 calories a day.
-  Grizzly cubs remain with their mothers for 2-3 years to learn survival skills.
-  Grizzly bears live in forests, mountains, and near rivers where they catch salmon.



**Scientific name:** *Ursus arctos horribilis*

**Life span:** 20 to 25 years

**Claw length:** Up to 4 inches

**Weight:** 400-800 pounds





The Fall Product Program is more than just a fundraiser. Girls will learn these five skills that will set them up for success in their future. Here are ways you can implement them into the program:



### GOAL SETTING

At the information meeting, have girls set their goals as an individual and as a troop. Set a plan for how they will reach those goals. Sell to friends and families or host a Nut Hut.



### DECISION MAKING

At the informational meeting, have girls vote on what to do with their proceeds. They may want to go on a camping trip, complete a community service project, or purchase uniforms and badges.



### MONEY MANAGEMENT

When making a sale, girls may need to count change for a customer. Practice scenarios she might experience selling door to door or at a Nut Hut.



### PEOPLE SKILLS

While selling to their customers, girls will talk to many different people. Have girls practice talking to customers about the product and what to say when someone says no.



### BUSINESS ETHICS

A Girl Scout is honest and responsible throughout the Fall Product Program. Girl Scouts who learn business ethics will gain trust from their customers including family, friends, and teachers.

## What's next?

- Pick up materials with the Service Unit Product Manager or at a local council office.
- Hold a troop meeting with girls and parents to go over the program and hand out materials. Share dates and deadlines and how to get in contact with you if they have a question. At this meeting, you can also practice the five skills and get girls excited about the program.
- Have girls set their individual and troop goals and talk about what they would like to do with their proceeds.
- Log into M2 and ensure all girls and guardian emails are correct and send welcome emails to families.

Don't forget to join the Troop Product Manager Rally to stay connected and get all the updates you need for this season.



## Questions?

If you have any questions, feel free to **contact your Service Unit Product Manager** for assistance.

You can also always call or email **Help Desk:**

helpdesk@gshom.org  
800-497-2688

**M2 Help Center:**  
800-372-8520



You can find a list of FAQs following this QR code. If your customer has a question about their shipped order, please reach out to 800-372-8520.

For all other questions reach out to helpdesk@gshom.org or 1-800-497-2688.



girl scouts   
heart of michigan