



2025 FALL PRODUCT PROGRAM GUIDE

Unleash your Brave, Fierce, and Fun side with the 2025 Fall Product Program. The Fall Product Program helps Girl Scouts learn valuable life skills such as goal setting, people skills, and money management while earning Troop Proceeds and great rewards!

Girl Scouts sell delicious nuts, candy, magazines, and more to reach their goals. For their achievements, they can earn cool rewards like patches, a canvas backpack, a Nintendo Switch Lite, and they can even create their own custom avatar and earn a personalized patch!

YOUR ROLE AS VOLUNTEER

The **Service Unit Product Chair (SUPC)** oversees the program for a service unit—including hosting a kickoff meeting for Girl Scouts and their parents/guardians, collecting money and forms, and reviewing and submitting the final orders online. The SUPC may be a troop leader, or another volunteer can step up and help. **New this year!** To streamline the process for our volunteers, we’ve combined our SUPC and Fall Product Program Guides. SUPCs, see page 7 for information specific to your role. Any SUPC specific content throughout the guide will be highlighted in **ORANGE**.

The **Troop Product Manager (TPM)** oversees the program for a troop—tasks can include hosting a rally for Girl Scouts and their parents/guardians, accepting and distributing the product delivery, and sorting and distributing girl rewards. The TPM may be a troop leader or another volunteer who can step up and help. Volunteers can create their own custom avatar and earn a personalized patch just for helping their troop participate (two volunteer patches available per troop).

Juliette Parent/Guardians who manage the program for a Juliette (individually registered Girl Scout) will follow guidance for TPMs and should be on the lookout for communications sent to TPMs during the program, like the weekly Shout Out! email newsletter*. Juliette parent/guardians who register and fill out an online Juliette Parent/Guardian Agreement can also create a custom avatar and receive a personalized patch! (One patch per Juliette parent/guardian.) To gain full access to our online ordering system, they will need to be a registered member of Girl Scouts. If they aren’t comfortable with this, their local SUPC can help manage their Juliette’s Fall Product Program for them.



**IN-PERSON
SALES:**

October 1 -
October 26

**GIRL DELIVERY
SALES:**

October 1 -
October 28

**ONLINE DIRECT
SHIP SALES:**

October 1 -
October 31



**See page 8 for a list of helpful resources Girl Scouts of Greater Iowa provides.*

IMPORTANT DATES

This information is helpful for everyone so please read closely and add to your own calendar! SUPCs, be sure to pay extra close attention to items that start with **SUPC:** as these are dates and deadlines that only apply to that role.

MONTH OF SEPTEMBER

Materials start arriving to troops and Juliettes.

Virtual Fall Product Program Kickoff! To get more info and register to watch, visit The Hub (thehub.girlscoutsiowa.org).

SUPC: Schedule a fun service unit rally with troops, Juliettes, and families in the area to show them the benefits of participating in this simple program! Be sure to tell them about the great rewards and even share some samples. (SUPCs can request sample nuts and candy from a Girl Scouts of Greater Iowa (GSGI) Leadership Center, and rally patches for everyone who attends!) Visit The Bridge to view the rally guide and fill out the Troop & SU Rally Request Form.

Attend a service unit Fall Product Program rally and host a troop parent meeting! Resources and details on how to host a great rally are available on The Bridge.

SEPTEMBER 18

Attend the virtual live Fall Product Program training from 6:00 to 7:00 p.m., this training focuses on learning specifics of the program and offers a platform for attendees to ask any questions they have. Specialized pre-recorded training for specific roles and finance management will also be available on The Bridge!

SEPTEMBER 22-25

Power Pack pickup begins. See page 4 for details and specific dates based on location.

SEPTEMBER 24

Email invitations are sent to all registered volunteers with directions to access the M2 system. Log in and watch a short system training video, create a custom avatar, and schedule parent/guardian emails to go out on October 1. **SUPCs**, need to make sure their address is in the system so they can also receive a custom avatar patch.

SEPTEMBER 30

Deadline for TPMs to send the parent/guardian launch email in the M2 system, inviting Girl Scouts to access their M2 account on October 1.

OCTOBER 1

Order card and online sales begin!

OCTOBER 2

Email invitations with directions to get started are sent to all registered Girl Scouts who have not logged into their M2 account yet.

OCTOBER 26

Bank account information due.

In-Person Sales end. All Nut Order Cards and money due to the TPM.

SUPC: Last day to enter delivery station info for nuts and candy.

OCTOBER 28

GSGI staff are available over phone and email until 7:00 p.m. for support.

Online Girl Delivery sales end. Last day for TPMs to enter Nut Order Card sales in the M2 system. Last day for troops to opt-out of rewards for higher proceeds.

OCTOBER 31

Online magazine & more and Direct Ship nut orders end.

NOVEMBER 3

Last day for Reward Orders to be entered into the M2 system.

NOVEMBER 5

Last day to deposit all money collected into the troop bank account.

Juliettes must have their funds deposited by this date. See page 5 for more information on this new process.

NOVEMBER 6

Total balance due for product emailed to the TPM.

NOVEMBER 11

Payment Adjustment Forms and Girl Shortage Forms, if applicable, due by 11:59 p.m. Any Girl Shortage Form submitted must also include the Girl Scout's signed Product Program and Troop Activities Year-Round Permission Form*.

NOVEMBER 12-17

Nuts and candy delivered to each service unit, then to troops.

NOVEMBER 13

Payment for product auto withdrawn from troop bank account.

BY NOVEMBER 26

Girl Scouts should have product delivered to customers.

JANUARY 2026

SUPC: Rewards for all the Girl Scouts in the service unit are shipped directly to SUPCs to distribute to troops and Juliettes as soon as possible.



FAQ

HOW DO I STAY UP-TO-DATE ON THE LATEST PROGRAM NEWS?

For the most up-to-date Girl Scout Fall Product Program info, be sure to read the weekly Shout Out! and visit The Bridge (gsgibridge.com).

Need to sign up for the Shout Out!? Scan this QR code or visit girlscoutsiowa.org/shoutout.



*WHERE DO I FIND PERMISSION FORMS FOR PARENTS/GUARDIANS TO SIGN?

Troop leaders, please make sure parents/guardians fill out the Product Program and Troop Activities Year-Round Permission Form. Copies of the form are included in this mailing and additional copies can be printed off of The Bridge. This form must be submitted with any Girl Shortage forms.

HOW DO I GET REWARDS TO MY GIRL SCOUT(S)?

Rewards are shipped to SUPCs in January. The SUPC will coordinate delivery with troops and Juliettes when they arrive.



HOW TO PARTICIPATE: IT'S SIMPLE FOR GIRL SCOUTS AND FAMILIES!

IN-PERSON SALES

POWER PACK PROGRAM

For the third year, Girl Scouts can hit the pavement with nuts, chocolates, and candies in hand. The Power Pack Program offers the simplicity of point-of-sale delivery combined with door-to-door sales, and customers love instant gratification! Girl Scouts can still choose to add on the traditional order card and online sales, too!

Girl Scouts who participate in the Power Pack Program receive a trefoil cooler bag containing 16 of the best-selling and newest Fall Product items. Any Girl Scout, regardless of their troop's participation in the Fall Product Program, can participate in the Power Pack Program. Individual registration is required to participate in this program prior to the beginning of the Fall Product Program season. Sign-up opened in August, visit gsgibridge.com/fallprogram for more details.

The Power Pack's 16 Fall Product items will be counted towards Girl Scout rewards earned during the 2025 Fall Product Program. Parents/TPMs **should not** add these items in to M2 – they will be loaded into the M2 System at the end of the program. **Adding Power Pack items into M2 will result in additional product delivered and financial responsibility that cannot be changed.** Girl Scouts will also receive a Power Pack patch!

IMPORTANT DATES FOR THE POWER PACK PROGRAM:

AUGUST 12-26

Sign-up is open to Girl Scouts to participate in the Power Pack Program by visiting: gsgibridge.com/fallprogram

WEEK OF SEPTEMBER 22

Power Pack pickup begins. Find your pick up time below! *Special accommodation will be handled on a case-by-case basis for participants who are not near a GSGI Leadership Center.*

COUNCIL BLUFFS HY-VEE:

1745 Madison Ave
Wednesday, Sept. 24
3:00 to 4:00 p.m.

DES MOINES LEADERSHIP CENTER:

Tuesday, Sept. 23*
10:00 a.m. to 5:00 p.m.

Wednesday, Sept. 24
10:00 a.m. to 5:00 p.m.

MASON CITY LEADERSHIP CENTER:

Monday, Sept. 22
1:00 to 5:00 p.m.

Thursday, Sept. 25
1:00 to 5:00 p.m.

SIOUX CITY LEADERSHIP CENTER:

Monday, Sept. 22
1:00 to 5:00 p.m.

Thursday, Sept. 25
1:00 to 5:00 p.m.

OCTOBER 26

All money is due to TPM.

NUT ORDER CARD

The Nut Order Card gives customers the choice of 16 great nut and candy items. Girl Scouts collect money when they take an order. They can accept cash or checks made payable to: Girl Scouts or Girl Scout Troop #_____.

Girl Scouts must return to deliver the product. Orders will arrive in time for delivery to customers before Thanksgiving!

After a Girl Scout designs their custom avatar online, they can print their own personal business cards with their avatar. These are great to hand out to customers who are unsure of what they would like to order or would like to see a larger selection online. Girl Scouts who use these see a greater increase in sales!



**The Des Moines Retail Shop will be open to the public during Power Pack pickup.*

PERSONALIZED ONLINE STORE

Girl Scouts set up an online store and invite their customers to shop online via email, social media, and text messages! Here are some great benefits to selling online:

- ▲ Customers pay online with a credit card and have items shipped directly to them OR they can choose Girl Delivery for online purchases of select nut and candy items!
- ▲ All online orders are tracked instantly. Girl Scouts and troops will earn credit for the sales, and volunteers can see the record of each one.

Magazine orders: The standard delivery time frame for magazines is 6-8 weeks after order processing (based on how often the magazine is published). Magazine renewals will begin after the current subscription ends.

BarkBox, stationery, candles, and Tervis® Tumblers – Online only:

- ▲ **NEW!** Girl Scouts have a new product line to sell! The new candle collection features eight unique scents—including Cranberry Orange, Lavender Vanilla, and Holiday Homecoming—and they are each priced at \$29.95.
- ▲ **Returning this year:** Girl Scouts can offer customers custom stationery with their name on it!
- ▲ Customers will have the choice of three new mini-BarkBox options to choose what is right for their fur baby.
- ▲ Tervis® provides a wide selection of premium insulated tumblers and water bottles. These items will be sold exclusively online by Girl Scouts and shipped directly to their customers.

Other online orders: The standard delivery time frame for nut and candy orders is 1-2 weeks after order processing. Customers can select expedited shipping when placing an order.

Shipping costs: We are continuing to offer flat-rate shipping for customers who opt to have nut and candy products shipped directly to them. Prices are listed below.

ITEMS SOLD	SHIPPING COST	ITEMS SOLD	SHIPPING COST
1-2	\$5	9-10	\$30
3-4	\$10	11-24	\$40
5-6	\$15	25+	\$60
7-8	\$20		
ADD ICE = ADDITIONAL \$2			
2ND DAY AIR = ADDITIONAL \$20			
2ND DAY AIR WITH ICE = ADDITIONAL \$22			

If customers are looking to reduce their shipping costs, remind them that they can order online for Girl Delivery—depending on their location, of course!

DONATIONS | CARE TO SHARE

Customers can donate to Girl Scouts in-person or online. These Care to Share donations allow troops and Juliettes to help locally distribute snack items to our hometown heroes such as firefighters, police officers, first responders, and military personnel. Specific items are not guaranteed.

To take a donation in-person, simply enter the quantity ordered in the Care to Share column on the Nut Order Card and collect money. With six donations, Girl Scouts will earn the Care to Share patch.

ALL ORDERS MUST BE ENTERED INTO THE M2 SYSTEM

The M2 system makes it super simple for each Girl Scout to enter their own order card sales directly into the system, as well as selecting their reward choices. If that won't work for all the families in the troop, don't worry! The TPM should still collect order cards, along with money collected, at the end of the program to ensure everything is in the system correctly. **Online orders for Girl Delivery or Power Packs should not be entered manually**—those will be automatically tracked in the system.

HANDLING MONEY AS A JULIETTE

New Juliette payment options for 2025

GSGI has updated how Juliette payments will be handled this year. Parents/guardians now have **four options** for depositing funds:

1. Direct bank withdrawal

Juliette parents/guardians enter their personal bank account information in M2 to allow GSGI to withdraw payments on scheduled dates.

2. Service unit deposit

Juliette parents/guardians coordinate with their SUPC to deposit into a service unit bank account. The parent/guardian will need the service unit banking info to enter into M2.

3. GSGI shop deposit

Juliette parents/guardians make a payment at one of GSGI's three retail locations. **Appointments are required—no walk-ins.** Email info@gsiowa.org to schedule an appointment.

4. Other payment options available

If none of these options fit a Juliette family's needs, contact us! We're committed to helping them find an option that works.

Questions? Email us at info@gsiowa.org.



REWARDS AND VOLUNTEER INCENTIVES

GIRL SCOUT REWARDS

Girl Scouts earn rewards and patches as they reach each level outlined on the Nut Order Card. Rewards are cumulative.

UPDATE: We heard our member's feedback and have simplified the Fall Product reward panel. This year, Fall Product rewards are tallied by combined sales totals, regardless of product lines. We hope everyone finds this change easier to track and understand!

Girl Scouts can earn **Program Credits*** called Munch Money, which is awarded on a digital account and can be spent on GSGI events, camps, shop items, and even next year's Girl Scout membership. Munch Money can be chosen instead of rewards at levels indicated on the Nut Order Card and does not automatically accumulate based on sales.

Fall personalized patch: Girl Scouts love earning their avatar patch! To earn, they need to:

- ▲ Create their avatar in the M2 system. (They can choose a background for their avatar and even what they wear!)
- ▲ Send 18+ emails during the Fall Product Program.
- ▲ Use the "Share My Site" function in the M2 system.
- ▲ Sell a total of \$375 in combined nuts & candy and magazines & more items.

Cookie Crossover patch: Girl Scouts will be able to earn a Cookie Crossover patch featuring their custom avatar! To earn this patch, they'll need to participate in both the 2025 Fall Product Program and the 2026 Girl Scout Cookie Program and meet the following criteria:

- ▲ Create their avatar in the M2 system.
- ▲ Send 18+ emails during the Fall Product Program.
- ▲ Use the "Share My Site" function in the M2 system.
- ▲ Sell 325+ packages of cookies during the 2026 Girl Scout Cookie Program.



TROOP AND JULIETTE REWARDS

Troops earn **15% of all nut and candy sales** and **20% of all magazine & more sales** (including personalized stationery, BarkBox, candles, and Tervis® Tumblers online-only products). Any troop (all grade levels) can choose to opt out of all rewards and Munch Money to receive an additional 2% in Troop Proceeds!

Juliettes earn rewards, patches, and Munch Money as they reach each level outlined on the Nut Order Card. Juliettes earn **Juliette Program Credits (JPC)*** instead of the Troop Proceeds. JPC are non-cumulative.

ITEMS SOLD	JPC	ITEMS SOLD	JPC
5-9	\$5	30-39	\$30
10-14	\$10	40-59	\$40
15-19	\$15	60-79	\$60
20-24	\$20	80-99	\$80
25-29	\$25	100-119	\$100
ABOVE 100 ITEMS, JPCS INCREASE \$20 FOR EVERY 20 ITEMS SOLD.			



All troops or Juliettes who have a per-girl-average (PGA) of 50 items sold will earn a **Premium Council-Secured Booth time slot** during the 2026 Girl Scout Cookie Program OR a **cookie costume!**

VOLUNTEER INCENTIVES

We recognize the time and commitment it takes to help Girl Scouts achieve their goals! Volunteers will receive a custom avatar patch too—set up the parent/guardian email blast in the M2 system before October 1, then, create an avatar and help Girl Scouts in the troop participate in the Fall Product Program!

There is a \$1 minimum sale amount to earn the volunteer patch, and each participating troop can receive two volunteer patches. For the second volunteer patch, an additional troop leader/volunteer just needs to log into the M2 system and create a personalized avatar.

TPMs, Juliette parents/guardians, and SUPCs will also earn the Cookie Crossover patch when their troop or service unit participates in both the Fall Product Program and Girl Scout Cookie Program!

**All Program Credits expire September 15, 2026. For more information about Program Credits (including Munch Money, Juliette Program Credits, and Cookie Dough), please review the 2025-26 Program Credit Policy found on The Bridge.*

SUPC RESPONSIBILITIES

- Fill out the Service Unit Product Chair Agreement on the Bridge (gsgibridge.com/fallprogram). This helps us get you set up in the M2 system, the online hub for the Fall Product Program, and adds you to our weekly Shout Out!
- Be a resource for troops and Juliettes by attending a live training or watching a recording. Resources specific to SUPCs are available on The Bridge.
- Help build excitement with troops by hosting a service unit rally or supporting troop rallies. Check out the Fall Product Program Rally Guide on The Bridge for ideas and to request samples and patches.
- Support troops by being a mentor during the program. You can help answer questions and find resources they may need.
- Support Juliettes (Girl Scouts participating individually) as a local point of contact. Juliettes are in the M2 system with troop numbers that start with 99. You may be called on to assist Juliette parents/guardians by making their deposits into your service unit bank account for council ACH withdrawal.
- Many Juliette families will opt to enter orders and rewards online themselves; however, if they need extra support, it is your role to facilitate order collection at the end of the program, enter information into the M2 system, and get product to them during delivery.
- Secure a delivery station for the product and rewards to be delivered and picked up. Delivery station information should be entered into the M2 system by October 26.
- Oversee delivery of product in early November. You will get a phone call from our delivery partner with your delivery date and time for nuts and candy delivery.
- When the product arrives, you'll need to sort and contact each troop and Juliette to arrange pickups. It's important to keep a receipt for each volunteer and parent/guardian who picks up from you. You will also need to sort and distribute reward items when they arrive.
- Rewards will be mailed directly to you for distribution to troops and Juliettes by January 2026.

FINISHING UP THE PROGRAM

PRODUCT DELIVERY

Orders are often reasonably sized and can be delivered to your home. However, larger service units may need an off-site location to accept and sort the product for their troops and Juliettes. **You must enter your service unit's location for delivery of nuts and candy in the M2 system by OCTOBER 26.**

MATERIALS NEEDED FOR DELIVERY DAY

- **Service Unit Delivery Ticket:** This will give you the total amount that you should be receiving off the truck. (Print from Product Management > Delivery Tickets in the M2 system.)
 - **Troop Delivery Tickets:** You'll need two copies of each that will be used as receipts. You keep one, and the TPM keeps one. TPMs are asked to bring a copy with them; however, it's best for you to have two copies ready. Keeping a signed copy is important in case there's ever a question or dispute about whether a product was picked up.
 - **Pens, highlighters, and clipboards, if available.** These will make signing orders and noting damages quick and easy.
 - **Be sure to arrive early at your location,** around 20 minutes before the scheduled delivery time. It is preferred that a registered Girl Scout volunteer is present to accept the product delivery. If that is not possible due to schedule conflicts, there must be an adult (18+) present during the delivery.
1. Use the delivery ticket provided by the delivery partner to count product. Count each item before signing the ticket.
 2. At the time of delivery, check each case for any obvious damage, and report it to the delivery partner. If a case is damaged on the outside, open and check each item to confirm items are still in sellable condition. If you notice

missing or damaged items after the delivery partner has left, report them to GSGI (info@gsiowa.org) the next business day to ensure replacement or credit.

3. Separate orders by troop and Juliette using the Troop Delivery Tickets. Do not allow troops or Juliettes to take the product until all items have been sorted.
4. Both you and the person picking up the product should count the items TWICE before the receipt is signed. Both of you should sign the delivery tickets and each should keep a copy.

REWARDS DELIVERY

Rewards will start arriving to SUPCs in January 2026. The process for handing out rewards is very similar to nut and candy delivery and pick up.

1. Use the packing slip provided with the shipment to count the items and verify you have received everything. Report any missing or damaged items by emailing info@gsiowa.org.
2. Use the Troop Delivery Tickets to separate the reward orders for each troop and Juliette. Sort all orders before you allow anyone to pick them up.
3. Both of you should count the items TWICE before the receipt is signed. *Keeping a signed copy is important in case there's ever a question or dispute about whether a reward was picked up. Signed receipts should be kept for one year in a safe location. After a year, it should be shredded and disposed of.*

LOOKING FOR MORE?

Keep an eye on The Bridge and Shout Outs! throughout the program for more how-tos and tips, timely reminders to keep everyone up-to-date, details about financials and handling money, using the online platform, and finishing up the season. Visit The Bridge or scan the QR code for details.



Items found on The Bridge include:

- Fillable family welcome letter
- List of available magazines
- Fall Product Program rally activities
- Recorded trainings for TPMs, SUPCs, parents, and Juliette parent/guardians
- Item nutritional information

RESOURCES

The Bridge: <i>Trainings, forms, and program guides.</i>	gsgibridge.com/fallprogram
Shout Out! email newsletter: <i>The best resource for up-to-date information on the Product Programs.</i>	In your inbox every Thursday! If you're not already getting these, sign up at girlscoutsiowa.org/shoutout
The Hub: <i>An online resource to find all GSGI events, camp sessions, and partner programs.</i>	thehub.girlscoutsiowa.org
M2: <i>The website where you will manage all aspects of product and reward ordering.</i>	gsnutsandmags.com/gsgi
M2 Customer Care: <i>Your resource for M2 specific questions.</i>	Phone: 800-372-8520 Email: question@gsnutsandmags.com
Official Girl Scouts of Greater Iowa Facebook Leaders Group: <i>Connect with other GSGI Volunteers!</i>	girlscoutsiowa.org/leadersgroup
Girl Scouts of Greater Iowa (GSGI) Staff	Phone: 800-342-8389 Email: info@gsiowa.org

