

2026 Fall Product Program Guide

Get *Ready to Explore* with the 2026 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 or Juliette Program Credits and great rewards!

During the Fall Product Program, Girl Scouts sell delicious nuts, candy, magazines, and more to reach their goals. For their achievements, they can earn cool rewards like patches, a popcorn machine, a large stuffed kangaroo, and new this year—they can earn Reward Points to use during the 2027 Girl Scout Cookie Program!

Reward Points are points Girl Scouts can earn and “spend” on a selection of items. Reward Points are structured to allow Girl Scouts to mix and match items to tailor their rewards to their preferences—giving them more choice and flexibility! We’re still finalizing the 2027 cookie program rewards, but check out what was offered in 2026 on The Bridge at gsgibridge.com/cookie-rewards to get an idea of what will be offered in 2027. **Girl Scouts must participate in the 2027 Girl Scout Cookie Program to use Reward Points earned during Fall Product.**

Program dates: October 1-28

YOUR ROLE AS A VOLUNTEER

All participating adults can support their Girl Scouts during the Fall Product Program but there are a few key roles to help Girl Scouts reach their goals. See below for details about each specific volunteer role. Don’t forget, all product program volunteers can create their own custom avatar in the interactive M2 software and earn a personalized patch just for helping their service unit, troop, or Juliette participate in the program. *See page six for details.*

Service Unit Product Chair



The Service Unit Product Chair (**SUPC**), who may be a troop leader or another volunteer, plays an important role for their service unit. Their duties include receiving products from a distributor, sorting and distributing products and rewards to troops and Juliettes, and offering support to troops and Juliettes by hosting a kickoff rally for Girl Scouts in their area and being a point of contact during the program. SUPC-specific content throughout this guide will be highlighted in **ORANGE**. See page 7 for information and guidelines specific to the SUPC role.

Troop Product Manager

The Troop Product Manager (**TPM**) is a troop leader or other volunteer leading the program for their troop. Their tasks include establishing troop-specific guidelines, gathering and inputting order forms, submitting reward selections, accepting and distributing the product delivery, and sorting and distributing rewards. They should keep a close eye on The Bridge and weekly Shout Out! newsletter for program updates. Unless otherwise noted, everything in this guide is relevant to a TPM.



Juliette Product Manager



A Juliette Parent/Guardian who manages the program for a Juliette (individually registered Girl Scout) is called a Juliette Product Manager (**JPM**) and will follow guidance for TPMs. Just like TPMs, they should keep a close eye on The Bridge and weekly Shout Out! newsletter for program updates. There are a few instances where JPMs will do a task differently than TPMs. This Juliette-specific content will be highlighted in **GREEN**.

Don’t forget! The Bridge is a digital guide to Product Programs. We’ve rounded up all of the resources and tools you’ll need to make your Product Programs successful! Visit gsgibridge.com/fallprogram or scan the QR code to check it out.



IMPORTANT DATES

This information is helpful for everyone, so please read closely. **SUPCs** and **JPMs**, should pay extra close attention to items that start with **SUPC:** or **JPM:** as these are dates and deadlines that only apply to that role.

MONTH OF SEPTEMBER

Check your mailbox!

Materials start arriving to troops and Juliettes.

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 delicious product 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.

Get excited! Attend a service unit Fall Product Program rally and host a troop parent meeting! Resources for kick off and parent meetings are available on The Bridge.

Fall Product Program Video:

Visit The Bridge to watch a short video that will teach Girl Scouts the value of the Fall Product Program and get them excited about the season! This video can be played during Troop/SU rallies or on your own!

SEPTEMBER 17

Training time! 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 24

Access M2: 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.

SUPC: Make sure your delivery address is in the system and is correct so you can also receive a custom avatar patch.

SEPTEMBER 30

Deadline for TPMs and JPMs to send the parent/guardian launch email in the M2 system, inviting Girl Scouts to access their M2 account on October 1. This is required to receive your personalized patch!

OCTOBER 1

Let's go! 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

SUPC: Last day to confirm delivery station info.

OCTOBER 28

All sales end. All Nut Order Cards and money due to the TPM.

OCTOBER 29

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

NOVEMBER 2

Deadline for Reward Orders to be entered into the M2 system.

NOVEMBER 4

Deadline to deposit all money collected into the troop bank account.

JPM: Juliettes must have their funds deposited by this date. See [page 5](#) for more information on this new process.

NOVEMBER 5

Total balance due for product emailed to TPMs and JPMs.

NOVEMBER 10

Forms due: 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 11-16

Delivery time! Nut and candy items delivered to each service unit, then to troops.

NOVEMBER 12

Payment for product auto withdrawn from troop bank account and Juliette payment selection.

BY NOVEMBER 25

Don't forget! Girl Scouts should have product delivered to customers.

JANUARY 2027

SUPC: Rewards for all 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 or those in the TPM role, please make sure parents/guardians fill out the Product Program and Troop Activities Year-Round Permission Form. Copies of the form are included in the Fall Product materials mailing, and additional copies can be printed off 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.

Where's information about the Power Pack program?

The Power Pack program has been retired and will not be offered this year as we focus on simplifying and streamlining the program for troops, caregivers, and volunteers.

**We heard you—Fall Product Program
dates are simplified this year!**

**All order card and online sales begin
October 1 and end October 28.**

No more confusion with
multiple end dates!



**Reward Points are back! Girl Scouts can earn
Reward Points during the Fall Product Program to
use during the 2027 Girl Scout Cookie Program.**

**We have a calendar you can subscribe to
that will add the dates to your own personal
calendar! Visit the Fall Product page on
The Bridge for more details.**



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

IN-PERSON SALES

The Nut Order Card gives customers the choice of 16 great nut and candy items. Girl Scouts collect money when they take in-person orders and must return to deliver the product. Orders will arrive in time for delivery to customers before Thanksgiving!

Don't forget your business cards! After a Girl Scout designs their custom avatar online, they can print personalized 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!

PERSONALIZED ONLINE STORE

Girl Scouts can set up an online store and invite their customers to shop online via email, social media, and text message! 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. New premium+ titles include: Car & Driver, Food Network, Good Housekeeping, HGTV, Women's Health, McCall's Quilting, and more!

BarkBox, stationery, candles, and Tervis® Tumblers:

- ▶ **NEW!** A new candle supplier will allow Girl Scouts to offer an expanded 51 items featuring 21 scents.
- ▶ Girl Scouts can offer customers a selection of 33 custom stationery items! New products include color photo frames, personalized soap and candles, and personalized napkins.
- ▶ Customers will have the choice of a new BarkBox option called "Campfire Sing-A-Long" for their fur baby this year.
- ▶ Tervis® provides a wide selection of premium insulated tumblers and water bottles. These items are 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

Girl Scouts can take in-person or online donations for Care to Share, to help distribute snack items locally to 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 family 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 should not be entered manually—those will be automatically tracked in the system.

HANDLING MONEY

All order cards and money are due to the TPM by October 28. Checks should be made payable to: Girl Scouts or Girl Scout Troop #_____. Money should be deposited into the troop bank account by November 4.

Each troop is required to have a troop bank account. Need help getting it set up? Check out girlscoutsiowa.org/troopbank.

Remember that all funds collected, raised, earned, or otherwise received in the name of and for the benefit of Girl Scouting belong to the troop as a whole and must be used for the purposes of Girl Scouting. Funds are administered through the troop and do not belong to individuals.

JULIETTE PAYMENT OPTIONS FOR 2026

Juliette families have multiple options to turn in money for Product Programs. You will select your payment method when submitting your Juliette Product Manager Agreement form.

Direct bank ACH

Families can provide their personal bank account information to allow Girl Scouts of Greater Iowa to withdraw the balance owed from a personal bank account.

Youth savings account ACH

Families may open a dedicated account to manage product funds. This option helps keep product money separate from personal accounts, and these banks often have zero fee account options for these types of accounts. Suggested financial institutions include Bank Iowa, Iowa State Bank, Greater Iowa Credit Union, Veridian Credit Union, Bankers Trust, Community 1st Credit Union, and Lincoln Savings Bank.

GSGI shop deposit

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

Digital payment options

If the above payment options won't work for you, please contact us at info@gsiowa.org to speak with our finance team about options to pay via Venmo, Paypal, or credit/debit card.

Check payment guidelines for Juliettes

To ensure checks are processed correctly, please follow these guidelines:

- ▶ If using a ACH bank deposit option, make checks payable to GSGI **AND** the parent/guardian or Girl Scout's name
- ▶ If depositing at a GSGI retail shop, make checks payable to GSGI.
- ▶ Checks that are not written correctly may be delayed or unable to be processed.



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.

Girl Scouts can earn Program Credits called Munch Money, 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.

IMPORTANT REMINDER: Girl Scouts have until September 15, 2027, to use the Program Credits earned during the 2026 Fall Product Program. See the 2026-2027 Program Credit Policy on The Bridge for more details.

NEW THIS YEAR: Girl Scouts can earn Reward Points to use during the 2027 Girl Scout Cookie Program.

Reward Points are points Girl Scouts can earn and “spend” on a selection of items. Reward Points are structured to allow Girl Scouts to mix and match items to tailor their rewards to their preferences—giving them more choice and flexibility! We're still finalizing the 2027 cookie program rewards, but check out what was offered in 2026 on The Bridge at gsgibridge.com/cookie-rewards to get an idea of what will be offered in 2027. **Girl Scouts must participate in the 2027 Girl Scout Cookie Program to use Reward Points earned during Fall Product.**

Fall personalized patch:

Girl Scouts love earning their avatar patch! To earn this patch, 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 2026 Fall Product Program and the 2027 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 2027 Girl Scout Cookie Program.

TROOP AND JULIETTE REWARDS

Troops and Juliettes 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 or Juliette (all grade levels) can choose to opt out of all rewards and Munch Money to receive an additional 2% in Troop Proceeds or Juliette Program Credits!

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 2027 Girl Scout Cookie Program OR \$25 retail shop credit (plus free shipping to troops or Juliettes more than 50 miles from a leadership center)!

VOLUNTEER INCENTIVES

We recognize and appreciate the time and commitment it takes to help Girl Scouts achieve their goals! Volunteers will receive a custom avatar patch too. To earn this patch, 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!

Each troop or Juliette must have \$1 in sales for the volunteer to receive the volunteer patch, and each participating troop can receive two volunteer patches. Volunteers should email info@gsiowa.org to add a second volunteer to M2.

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



SUPC RESPONSIBILITIES

As an SUPC, you are a valued resource for your entire service unit handling tasks such as receiving products from a distributor, sorting and distributing products and rewards to troops and Juliettes, and hosting a kickoff rally for Girl Scouts in your area. Thank you for your time and dedication! Please read the following section highlighted in **ORANGE** for details about your role.

- ❑ 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 as a mentor during the program.
- ❑ Support Juliettes as a local point of contact. Juliettes are in the M2 system with troop numbers that start with 99.
- ❑ Confirm your delivery station in the M2 system by October 26. **Process update!** We heard your request to streamline this process and pre-entered this information for you. Please double check for accuracy!
- ❑ 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 2027.

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/JPM keeps one. TPMs/JPMs 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.
- ▶ Use the delivery ticket provided by the delivery partner to count product. Count each item before signing the ticket.
- ▶ 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) by the next business day to ensure replacement or credit.
- ▶ 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.
- ▶ 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 2027. The process for handing out rewards is very similar to nut and candy delivery and pickup.
- ▶ Use the packing slip provided with the shipment to count the items and verify that you have received everything. Report any missing or damaged items by emailing info@gsiowa.org.
- ▶ 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.
- ▶ 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.

RESOURCES AND WHERE TO FIND THEM

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 For current call and email support hours, visit girlscoutsiowa.org/hours .

DON'T FORGET!

Keep an eye on The Bridge and Shout Out! throughout the program for more how-to's and tips, timely reminders, details about financials and handling money, using the online platform, and finishing up the season. Scan the QR code to visit The Bridge for details.

