



2026 Fall Product Program Service Unit Guide



SUFPM Key Responsibilities

- **Encourage program participation!**
Promote the program at service unit meetings, post information on service unit social media page, and email troops and Juliette caregivers.
- **Remind troop fall product managers (TFPMs)** to renew membership and complete a TFPM agreement.
- **Get up-to-date information!** SUFPMs, take training and read the guide. Follow GSCO social media and share.
- **Required TFPM training** -direct TFPMs to online in gsLearn or SUFPMs can present TFPM training in-person at service unit meetings.
- **Distribute** Fall Product Program materials to TFPMs and Juliette caregivers.

Guides, permission forms, and other materials, are also available online. (Scan QR code on this page)

- **Answer questions and communicate** frequently with TFPMs and Juliette caregivers.
- **ABOUT JULIETTES:** SUFPMs are the main point of contact for Juliette caregivers. **Include them in all the same communications as you would other TFPMs, especially action steps and deadline reminders!**
- **Receive/check/distribute** products and Girl Scout rewards.

Need M2 technical support or assistance with orders?
Contact M2 Customer Service
support.gsnutsandmags.com

Sept. 10	Program Begins
Oct. 23	Last day families can enter order card orders and make payments through M2.
Oct. 23-25	TFPMs enter order card orders.
Oct. 25	Program ends. Online girl delivery, shipped, and donated orders end.
After Oct. 25	Late orders will NOT be accepted.
Oct. 26	SUFPM and TFPM closeout deadline. Girl Scout reward entry deadline.
Nov. 5	ACH debit
Week of Nov. 9	Product delivery to SUFPM starts.

Service Unit Incentive Criteria

Service units will receive an incentive of \$.01 (penny) per package sold in 2026:

- If service unit Fall Product total sales in 2026 are 3% (or more) over their total sales in 2025, **AND;**
- If the number of packages of cookies sold in 2027 is 3% (or more) over the number of packages sold in 2026.

Service units will receive an incentive of \$.02 (pennies) per package sold in 2027:

- If service unit Fall Product total sales in 2026 are 6% (or more) over their total sales in 2025, **AND;**
- If the number of packages of cookies sold in 2027 is 6% (or more) over the number of packages sold in 2026.

The 3% and 6% incentives are not cumulative. The M2 dashboard shows Fall Product Program total sales and eBudde dashboard shows total packages of cookies sold by service unit.

To receive earned incentives, service units must have their own checking account, have an ACH submitted to council with correct account information, and there must be more than one selling troop in the service unit.

Why participate?

The Fall Product Program is easy, fun, and a great way to start off the Girl Scout year! Girl Scouts learn, develop, and practice the Five Skills, and run their own business!

Girl Scouts earn rewards and troops earn proceeds to add to their troop treasuries for activities and adventures!

Participation Options, Personalized Patches, and S'mores Club

Product	Sale Type	Money Collection	Delivery to Customers	Troop Proceeds
Nuts Candy	In-person	<ul style="list-style-type: none"> Girl Scouts share order card and collect money from customers Family or TFPM enters orders into M2 by the deadline Turn-in money to TFPM or pay for orders through M2 site by Oct. 23, 8 p.m. 	<ul style="list-style-type: none"> Delivered by Girl Scouts to customers <p>In-person order deadlines: Family enters orders: Oct. 23 TFPM enters orders: Oct. 23-25</p>	\$1.15 per item sold
Nuts Candy	Online	<ul style="list-style-type: none"> Girl Scouts create storefront in M2 and send emails to friends and family Customers pay online for girl delivery Customers pay online (+shipping cost) Orders are <i>automatically credited</i> in M2 	<ul style="list-style-type: none"> Delivered by Girl Scouts to customers or shipped <p>Girl delivery online orders and donated/shipped orders end: Oct. 25</p>	\$1.15 per item sold
Tervis Tumblers Bark Box Personalized items	Online	<ul style="list-style-type: none"> Girl Scouts create storefront in M2 and send emails to friends and family Customers pay online for girl delivery Customers pay online (+shipping cost) Orders are <i>automatically credited</i> in M2 	Shipped orders end: Oct. 25	14% per item sold
Magazines	Online	<ul style="list-style-type: none"> Girl Scouts create storefront in M2 and send emails to friends and family Customers pay online for girl delivery Customers pay online (+shipping cost) Orders are <i>automatically credited</i> in M2 	Shipped orders end: Oct. 25	14% per item sold

Girl Scouts

Personalized patch reward criteria:

- Create your avatar in M2.
- Send 21+ emails through M2 and **share your site link** through your M2 dashboard.
- Sell \$400 in combined sales during the 2026 Fall Product Program.



Girl Scouts who meet all the above criteria will earn the Personalized Patch!

S'mores Club Reward criteria:

- Create your avatar in M2.
- Sell 30+ items during the 2026 Fall Product Program.
- Participate in the 2027 Cookie Program and sell 500+ packages of cookies.



Girl Scouts who meet all the above criteria will earn the S'mores Club patch and can choose items from the new S'mores Club Reward Shop!

Troop Fall Product Managers

Personalized patch reward criteria:

- Create your avatar in M2.
- Launch Parent/Adult Campaign Email Blast (M2 caregiver log-in email)
- Troop sells \$1700+ during the 2026 Fall Product Program.

TFPMs who meet all the above criteria will earn the Personalized Patch.

S'mores Club Reward criteria:

- Troop sells \$1000+ in combined sales during the 2026 Fall Product Program.
- Troop has 500+ packages per selling girl average during the 2027 Cookie Program.

Troops that meet all the above criteria will earn an additional two cents (\$.02) in troop proceeds for each package of cookies sold during the 2027 Cookie Program.

Troops can use the additional proceeds to camp, travel, take action in your community, and so much more!

Important Dates and Action Steps

BEFORE THE PROGRAM - August/September

- **Take required SUFPM training in gsLearn.** Contact your PPS with questions.
- Rosters with contact information for troops/Juliettes in your area can be found in Looker. New troops or troops without a valid ACH form submitted and approved may not pick up product at end of program.
- **Contact TFPMs and Juliette caregivers, introduce yourself, and offer your support.**
- Fall Product Program materials are mailed to SUFPMs. Distribute to TFPMs at service unit meetings or schedule material pick-ups. Resources for troops, families, and girls are also available on the GSCO website.
- **TFPMs and Juliette caregivers can complete Fall Product Program training online** in gsLearn, or you can offer training in-person. Make sure they receive program materials and are aware of how to access training and that it's required. **Please direct volunteers to additional resources on the GSCO website!**
- **SUFPMs and TFPMs will receive an email on Sept. 4 or after** to set up their M2 account. **Log into M2 as soon as you receive the email!** If you don't receive an email, check your junk/spam mail folder first. You can go to gsnutsandmags.com/gsco to log in too. If you need assistance, contact inquiry@gscolorado.org.
- **Create your custom SUFPM avatar.** Check to make sure that your mailing address is correct as well!

DURING THE PROGRAM - September/October

Sept. 10 - GO DAY! Remind TFPMs to send Parent/Adult Email Campaign (log-in email to caregivers and Girl Scouts) through M2! Sending the log-in email *through M2* is a requirement for TFPMs to earn the Personalized Patch and Product Program troop reward. It prompts Girl Scouts and caregivers to get started.

On Thursday, Sept. 10, Girl Scouts create and customize their avatar, set-up their storefronts, and record a voice message or a video. Caregivers can help if needed! **Girl Scouts should send emails to customers as soon as their storefront is set up.** Girl Scouts can take orders online and/or in person with the order card.

Girl Scouts and troops can participate anytime on or after Sept. 10. Girl Scouts can participate even if the troop is not participating; *however*, the troop will receive proceeds only if there is an approved volunteer in TFPM role. Juliette caregivers act as TFPMs for their Girl Scout(s).

Oct. 23, 8 p.m. Order card girl delivery orders end. Orders can be entered into M2 through the Girl Scout's dashboard by caregivers/families until 8 p.m. TFPMs can enter orders as well.

Oct. 23, 8 p.m. Deadline for families to make a payment for order card orders through M2 online storefront or turn in cash for in person nut/candy orders to TFPM.

After Oct. 23, customers can purchase nut and candy items for girl delivery through online storefronts only up until Oct. 25, 8 p.m. No late orders will be accepted.

Oct. 25, 8 p.m. Fall Product Program ends. Online nut/candy girl delivery, shipped, and donated orders end.

Oct. 26, 8 p.m. Deadline for TFPMs/SUFPMs to enter any paper card orders and closeout.

Oct. 26, 8 p.m. Rewards deadline. Girl Scouts, caregivers, or TFPMs can select girl reward options in M2 at all levels that offer a choice between rewards and/or require a size.

Important Dates and Action Steps

AFTER THE PROGRAM - November/December

- **Nov. 5:** Fall Product Program ACH debit.
- **Week of Nov. 9:** Fall products start to be delivered to SUFPMs.

Coordinate pick-up and distribution of nut/candy items and rewards to TFPMs and Juliette caregivers.

- **Print Girl Scout order reports and delivery tickets** from M2.
- Sort product by Girl Scout/order delivery ticket.
- **TFPMs must count and verify each item received during pick-up from service unit, and when distributing nut/candy items and rewards to Girl Scouts.**
- Have TFPMs sign a product pick-up receipt. *Need a receipt?* Go to Fall Product Program page.
- **Check all items and take photos of any damaged items. If there are missing items from a case, take a photo of the case number. Report any product issues to your PPS immediately!**

- **REMIND TFPMs/Girl Scouts to keep candy in a cool place at home and while Girl Scouts deliver. TFPMs should coach their Girl Scouts about best practices for girl delivery.**
- *Fall Product Program girl rewards will be delivered to SUFPMs either with product or in early December. Your PPS will notify you about shipments.* Once reward items are received and sorted, coordinate pick-up times/days with TFPMs and Juliette caregivers.
- **Print Girl Scout reward reports from M2, count and sort all items, check items for quality, and report any reward issues immediately to PPS!**

Remind TFPMs to distribute rewards as soon as possible!



PRODUCT PROGRAM TROOP REWARD

Criteria:

- TFPM takes required, GSCO TFPM training.
- Sends the Parent/Adult Email Campaign (log-in email) *through M2* to all caregivers.
- Communicates with caregivers and Girl Scouts, sends reminders about deadlines, and fulfills all other TFPM responsibilities.
- Troop sells 40 or more items during the Fall Product Program.

Troops that participate in the 2026 Fall Product Program and meet all the above criteria, will earn *one early cookie booth pick* for the 2027 Girl Scout Cookie Program!