The Fall Product Program is easy, fun, and a great way to start off your Girl Scout year! Girls will learn and develop important skills that will help them grow into leaders - goal setting, decision making, money management, people skills, and business ethics.

- Fall Product Program is a financial literacy program where girls get to be entrepreneurs. Girls sell nuts, candy, and magazines and learn to run their own business.
- Girls earn rewards and troops earn proceeds to add to their troop treasuries for activities and adventures throughout the year!
- Girls and troops can earn their way into the GSCO S’mores Club and receive additional rewards!

**Troop Fall Product Manager (TFPM) Tips:**

1) **Take training** and read Fall Product Program guide.
2) **Communicate** frequently with girls and families.
3) **Collect signed permission slips** for each girl participating (online or paper form).
4) Download, save and print **M2 reports**!

**Program Begins**

- Last day families can enter order card orders and make payments through M2.
- Last days TFPMs can enter order card orders. No late orders will be accepted.
- Online nut and candy shipped and donated orders and magazines continue.

**Program Ends**

- Troop reward entry deadline.
- Product delivery to SUFPM starts.
- Fall Product Program ACH debit.
- Girls product delivery starts.
- Reward delivery to SUFPM starts.

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Program Begins</td>
<td>Sept. 10</td>
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<tr>
<td>Oct. 9</td>
<td></td>
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<tr>
<td>October 10-11</td>
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<tr>
<td>After Oct. 12</td>
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<tr>
<td>Oct. 13-24</td>
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<tr>
<td>Program Ends</td>
<td>Oct. 24</td>
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<td>Oct. 26</td>
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<tr>
<td>Week of Oct. 31</td>
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<tr>
<td>Nov. 2</td>
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<td>Week of Nov. 7</td>
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<td>Week of Nov. 28</td>
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</tbody>
</table>

**NEW? Check out the M2 guide on the GSCO Fall Product Program page!**

**Every girl participating must have a signed Fall Product Program permission form!**

**Need M2 technical support or assistance with orders?**

Contact M2 Customer Service question@gsnutsandmags.com

Or call 1-800-372-8520
# Participation Options

<table>
<thead>
<tr>
<th>Product</th>
<th>Sale Type</th>
<th>Money Collection</th>
<th>Delivery to Customers</th>
<th>Troop Proceeds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nuts Candy</td>
<td>In-Person</td>
<td>• Girls share order card, collect money from customers</td>
<td>Delivered by girls to customers</td>
<td>$1.05 per item sold</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• <strong>Family or troop enters orders into the M2 by the deadline (TFPM/families decide who enters orders into M2)</strong></td>
<td>Deadlines:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• <strong>Girls turn in cash to TFPM OR pay for orders through M2 site</strong></td>
<td>Family enter orders: Oct. 9</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>TFPM enter orders: Oct. 9-11</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>SUFFP enter orders: Oct. 12</td>
<td></td>
</tr>
<tr>
<td>Nuts Candy</td>
<td>Online</td>
<td>• Girls create storefront in M2, send emails to friends and family</td>
<td>Delivered by girls to customers</td>
<td>$1.05 per item sold</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Customers pay online for girl delivery</td>
<td>Girl delivery online order deadline: Oct. 12</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>• Orders are <em>automatically credited</em> to the girl in M2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nuts Candy</td>
<td>Online</td>
<td>• Girls create storefront in M2 and send emails to friends and family</td>
<td>Shipped from vendor</td>
<td>$1.05 per item sold</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Customers pay online (+ shipping cost)</td>
<td>*** Care to Share orders ship free ***</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Orders are <em>automatically credited</em> to the girl in M2</td>
<td>last day: Oct. 24</td>
<td></td>
</tr>
<tr>
<td>Magazines</td>
<td>Online</td>
<td>• Girls create storefront in M2 and send emails to friends and family</td>
<td>Shipped from vendor</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Customers pay online</td>
<td>*** Magazines ship free ***</td>
<td>13% per magazine sold</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Orders are <em>automatically credited</em> to the girl in M2</td>
<td>last day: Oct 24</td>
<td></td>
</tr>
</tbody>
</table>

**Personalized patch girl reward criteria:**
- Create avatar
- Send 18+ emails via your M2 site AND share your unique code (site link) through your M2 site
- Sell $375+ in combined (online and/or in-person) sales during 2022 Fall Product Program

TFPMs qualify for a personalized patch when they take training, send family log-in email and reminders through M2, and when the troop sells $1700+ during the 2022 Fall Product Program.

**S’mores Club girl reward criteria**
- Create avatar
- Send 21+ emails via your M2 site
- Sell 21+ items (online and/or in-person) during 2022 Fall Product Program
- Participate in the 2023 Cookie Program and sell 400+ packages of cookies

Girls who meet the S’mores Club criteria will earn the S’mores Club patch and a pair of custom CONVERSE shoes!

TFPMs qualify for a personalized patch when they take training, send family log-in email and reminders through M2, and when the troop sells $550+ during the 2022 Fall Product Program, and the troop has a 400+ pkg per selling girl average during the 2023 Girl Scout Cookie Program.

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**Giving Back!**

**The Care to Share Program** is a great way for customers to give back to the community!

- Girls collect $7 donations and Girl Scouts of Colorado will distribute the treats to people in the military.
- Each donation is credited to the girl’s sales and the troop receives $1.05 in proceeds.
- Girls earn the patch by receiving 10 or more Care to Share donations.
Troop Fall Product Manager Checklist

**Before the Program**

**Tip:** Create calendar troop communication - M2 log-in and set up, tips, and program deadline reminders. **Find sample email templates in M2!**

**August/September**

- Banking: New troops, set up your troop bank account; existing troops, update account signers. Submit ACH form for 2022-2023 Girl Scout year.
- TFPMs will receive an email the week of Sept. 5 to set up their M2 account. Log in and follow the Instructions - website: gsnutsandmags.com/gSCO. Didn’t receive an email? Check your spam mail folder first. Log in instructions are on GSCO website or contact inquiry@gscolorado.org.
- Create and customize your TFPM avatar. Check to see that your mailing address is correct too.
- Girls in your troop will be entered into the M2 system from the GSCO database. Please check your troop roster in myGS to verify that all girl membership and contact information is correct and matches information in M2.
- TFPMs complete Fall Product Program training online or in-person through service unit. Also look for “how to” videos on the GSCO Facebook page and YouTube channel posted throughout the program.
- TFPMs present training videos to girls and families. Distribute program materials to girls and encourage them to participate. Collect signed permission slips, online or paper. Volunteer and family resources are on the GSCO website Fall Product Program page, in gsLearn, and on GSCO YouTube and Facebook.

**During the Program**

**September/October**

- **Sept. 10 - Go Day!** - Girls create and customize avatar, set-up their storefronts, and record message or video. Caregivers can help if needed! **Girls should send emails to customers as soon as their storefront is set up.** Girls can take orders online and/or in person with the paper order card.
  
  Registered girls (parents/caregivers) will receive an email invitation on Sept. 11 to access M2OS, or they can go to the website or scan the QR code to create their account.

- Troops can participate **anytime on or after Go Day!** Girls can participate even if the troop is not participating. However, the troop will receive proceeds only if there is an approved TFPM.

- **Oct. 9, 8 p.m. paper order card** girl delivery orders end. Orders can be entered by families until 8 p.m. TFPMs can enter orders as well. **Families can make a payment for order card orders through M2 online storefront by 8 p.m., Oct. 9** OR turn in cash for in person nut/candy orders to TFPM.*

- **Oct. 11, 8 p.m. deadline for TFPMs to enter any paper card orders that have not yet been entered.** All outstanding money for paper order card/girl delivery orders is due to TFPM.

- **Oct. 12, 8 p.m. deadline for SUFPs to enter or correct paper order card/Nut Promise orders.**
  
  *No late orders will be accepted.*

  *After Oct. 9, customers can purchase nut and candy items for girl delivery through girl online storefronts only, up until Oct. 12, 8 p.m.*

- **Remind girls/families that shipped nut and candy sales continue until Oct. 24, 8 p.m.**
  
  Promote Care-to-Share and magazine orders that have no shipping fees!

- **Oct. 26 - Rewards deadline.** Girls and caregivers or TFPMs can select girl reward options in M2. If girls/caregivers have not selected between an item or Cookie Credits, **TFPMs should choose the item.** GSCO can always change it to cookie credits if the girl prefers. Reward orders are placed based on number of items selected; it’s usually not possible to provide an item if it was not selected.

**Fall Product Program**

**Begins Sept. 10 and ends Oct. 24**
After the Program

Print Girl Scout orders report from M2 and bring it when you pick up product. SUFPNs will have product sorted by girl/delivery ticket. Girl reward reports by girl or by troop can also be printed from M2.

AFTER PICKING UP ITEMS FROM SUFPNM:
- Set up a time/location for families to pick up nut/candy orders and later girl rewards.
- TFPMs must count and verify each item received during pick up from service unit, and when distributing nut/candy items and rewards to girls.
- Have families sign itemized receipt for pick up and to keep in your records! Need a receipt? Go to Fall Product Program page.

DOWNLOAD, SAVE AND PRINT REPORTS!
Pick up and distribution of nut/candy items and rewards to families -

- Week of Oct. 31: Fall product starts to be delivered to SUFPM.
- Nov. 2: Fall Product Program ACH debit.
- Week of Nov. 7: Girls start to deliver product to customers.

REMIND girls to keep candy in cool place at home and during delivery AND to make timely deliveries!

- Nov. 18: Last Day to report product damages or shortages
- Week of Nov. 28 Fall Product Program girl rewards will start to be delivered to SUFPM.

Service Unit Fall Product Manager (SUFPM)
Name: ________________________________
Email: ________________________________
Phone/Hours: __________________________
Service Unit Name/Number: __________________________

PRODUCT PROGRAM SPECIALISTS
Western Slope, Southwestern CO and Mountain Communities
Mary Ann Deard
MaryAnn.Deard@gscolorado.org

Pikes Peak, Pueblo, San Luis Valley, and Southeastern CO
Melissa Hall
Melissa.Hall@gscolorado.org

Northern, Northeastern CO
Julie Gallagher
Julie.Gallagher@gscolorado.org

Metro Denver
Keile Stewart
Keile.Stewart@gscolorado.org

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GO BRIGHT Ahead