

READY TO
explore



Fall Product Volunteer Program Guide

2026

girlscouts 
in the heart
of pennsylvania

Welcome to the Girl Scout Fall Product Program!

Get Ready to Explore! The 2026 Girl Scout Fall Product Program is a great way for Girl Scouts to build entrepreneurial skills while earning funds for troop adventures. This year, we're excited to partner with M2 and our new nut and candy vendor, Ashdon Farms, while incorporating updates inspired by volunteer feedback. Girls will practice goal setting, decision making, money management, people skills, and business ethics, all while making their Girl Scout year one to remember.



The Kangaroo is the 2026 mascot for the Girl Scouts Fall Product Program.

Table of Contents

- | | | | |
|---|--|---|---|
| 1 | Important Dates | 4 | Money Management and Practices |
| 2 | Ways to Participate, Product Line, Troop Proceeds and Rewards | 5 | Fall Product Information for Juliettes, Resources and Support |
| 3 | Responsibilities: Before the Program, Responsibilities: During the Program | | |

Important Dates

September

9/8	In person Training – Wilkes Barre
9/9	In person Training – Camp Hill
9/10	In person Training – Williamsport
9/14	In person Training – Bellefonte
9/15	Training – Virtual
9/16	Volunteer Access to M2
9/20	Fall Product Rallies-Camp Hill, Williamsport, and Moosic
9/22	Parent/Caregiver Training – NEW for this year
9/25	Family Agreement Deadline
9/26	Fall Product Program begins

October

10/26	Last day to enter Paper Orders – Parents
10/28	Last day to enter/edit Paper Orders – FPTM
10/29	Last day to enter/edit Paper Orders and update delivery addresses in M2-FPSUM; Campaign officially ends.
10/31	Last day for girls/Troops to make reward changes

November

11/16 - 11/20	Delivery Week to FPSUM Girl Deliveries Begin
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December

12/4	Girl Deliveries should be complete
12/7	Last day to submit Parent Debt
12/8	Troop ACH/Juliette Payment Due

Ways to Participate

- **Online:** Customers can select between girl delivery or shipped options
- **In-person:** Customers can select a variety of items from an order card
- **Hybrid:** Girl Scouts can use both online and in-person methods to boost her business skills and sales

Product Line

We're excited to partner with our new nut and candy vendor, **Ashdon Farms**, for the **2026 Fall Product Program!** This season, customers will have even more choices with 20 delicious items available through the order card for both in-person and Girl Delivery orders, making it easier than ever to support Girl Scouts while avoiding shipping costs.

- Nuts
- Candy
- Magazines
- Tumblers
- Bark Boxes
- Care to Share
 - » Through **Care to Share**, customers can donate a nut or candy item to support Soldiers' Angels, an organization that provides care packages and treats to servicemen and women at home and overseas, as well as veterans receiving care in VA hospitals.

Troop Proceeds and Rewards

We're excited to introduce a new troop proceeds structure for the **2026 Fall Product Program!** Troops will now earn **12% of their total sales in proceeds**, providing even more support for Girl Scouts to fund activities, experiences, and adventures throughout the year.

We listened to your feedback and gave our rewards a refresh for **2026!** This season's reward lineup features more of what girls love, including fun t-shirts, adorable plushies, and collectible patches, including an exclusive GSHPA patch, while also putting more money directly into troop experiences. Because troops now earn 12% of their total sales in proceeds, there is no longer an opt-out option, allowing every troop to benefit from increased earnings while girls continue to enjoy exciting rewards along the way.

New Way to Earn: Troop Renewal and Product Program Incentive

Your troop can earn up to \$10 per girl

New Troops

Step 1 — Earn \$5 per girl for Fall Product

- Troop has at least 50% participation in Fall Product

Step 2 — Earn an additional \$5 per girl for Cookies

- Troop has at least 50% participation in Fall Product
- Troop has at least 80% participation in the Cookie Program
- Troop's PGA is 179+ packages

Returning Troops

Step 1 — Earn \$5 per girl for Fall Product

- Girl is renewed during Early Bird
- Troop has at least 50% participation in Fall Product

Step 2 — Earn an additional \$5 per girl for Cookies

- Girl is renewed during Early Bird
- Troop has at least 50% participation in Fall Product
- Troop has at least 80% participation in the Cookie Program
- Troop's PGA is 179+ packages



Responsibilities: Before the Program

Girl Scouts

- Must be registered for the **2026-2027** membership year
- Must complete a Family Agreement by **September 25** to participate in the Fall Product Program
- On **September 26**, girls can log into M2, set up their site and launch their Fall Product business

Juliettes

- Girl Scouts must be registered for the **2026-2027** membership year
- Juliette parents/caregivers must complete Fall Product Training and the Juliette Fall Product Agreement before accessing M2
- Once M2 access is available, Juliettes can log in, set up their site, and launch their Fall Product business

Fall Product Troop Managers

- Volunteers must be registered for the **2026-2027** membership year and have required background clearances on file, with no financial restrictions
- Complete Fall Product training and the Fall Product Troop Manager Agreement
- Ensure all girls in troop have a completed **Family Agreement** on file before providing materials *(QR to Family Agreement Form on the next page)*.
- Provide materials to Girl Scouts including order card, M2 flyer, and money envelope
- Encourage all girls to launch their site on **September 26**

Fall Product Service Unit Managers

- Volunteers must be registered for the **2026-2027** membership year and have required background clearances on file, with no financial restrictions
- Complete Fall Product training and the Fall Product Service Unit Manager Agreement
- Distribute materials to troops and Juliettes
- Update product and reward deliver addresses in M2 by **October 29**

Responsibilities: During the Program

Fall Product Troop Managers

- Ensure all participating Girl Scouts have a Family Agreement on file before entering orders
- Support girls and families throughout the program
- Communicate deadline reminders to families
- Ensure all orders and reward selections are entered in M2 by the troop deadline of **October 28**
- Receive and sort items and rewards by girl
- Distribute items and rewards, ensuring receipting and counting for all transactions
- Collect payments, provide receipts, and deposit into troop account for ACH withdrawal on **December 8**

Fall Product Service Unit Managers

- Support troops and Juliettes throughout the program
- Assist in entering orders and rewards in M2
- Communicate deadline reminders to troops and Juliettes
- Ensure all troop and Juliette orders and rewards are complete in M2 by service unit deadline of **October 29**

Money Management & Practices

Troops

- Troops must ensure each participating girl has a family agreement on file
- Troops establish deadline for money due and communicate with families. This deadline should be before the Parent Debt Form Deadline.
- Troops collect money from girls for all in-person nut/candy and in-person donation items.
- Receipts should be used whenever product or money is exchanged.
- Troops should use Girl Delivery Tickets as receipts. These are available for product and reward items.
- Parent Debt Forms must be submitted by **December 7**. No late forms will be accepted.
- Troop ACH is **December 8**.
- Emails will be sent to troops with ACH details prior to the ACH.

Juliettes

- Juliettes must complete a Juliette agreement to participate.
- Juliettes collect money from customers for all in-person items.
- Payments can be made via check, money order, or card payment.
- Juliettes do not keep any money; they receive their proceeds in the form of GO! Dough.
- Emails will be provided to Juliettes with payment details and instructions



Scan me
to visit the
**Family
Agreement
Form**



Scan me
to visit the
**Parent Debt
Form**

Important Reports

- **Delivery Tickets-Troops and Juliettes**
 - Delivery tickets are available by troop and by girl for both products and rewards.
 - Troop delivery tickets should be used by the troop when picking up their products and rewards from the FPSUM. All items must be counted, and receipts signed when products are picked up.
 - Girl delivery tickets should be used by the troop to sort each girl's order and rewards. Parents should count and sign girl delivery ticket for both products and rewards
- **Delivery Tickets-Fall Product Service Unit Managers**
 - Delivery tickets are available by service unit and troop for both products and rewards.
 - FPSUMs should use the service unit product delivery ticket to count all items at the service unit delivery. Any missing or damaged items must be noted on the delivery agent's ticket for replacement.
 - FPSUMs will use the troop delivery tickets to count and sort each troop's order. Ensure each troop counts their product and signs the delivery ticket prior to leaving with order.
 - Use the service unit reward delivery ticket to count reward items once received.
 - FPSUMs will use the troop reward delivery ticket to sort reward items by troop. Ensure each troop counts their rewards and signs the delivery ticket prior to leave with rewards.

Juliettes Fall Product Information

Juliettes are individually registered Girl Scout members. Girl Scouts in the Heart of Pennsylvania is required to make certain adjustments to the Juliette Product Program experience to stay in accordance with IRS Guidelines. Here is what you need to know about Juliettes in relation to the Fall Product Program:

Juliette girl members must be registered for the current Girl Scout membership year in order to participate in Product Programs

Juliette Responsibilities

- Parents/guardians of Juliettes are not required to be registered Girl Scout members or submit required clearances to Girl Scouts in the Heart of Pennsylvania.
- The Fall Product Service Unit Manager will be the main support person for Juliettes and families and will provide materials and distribute products and rewards.
- Juliette parent/caregiver must complete a specific Juliette training agreement found in gsLearn.
- Juliette Girl Scouts are assigned a 4-digit troop number in M2.
- Girls can set up their M2 sites and participate both in person and online.
- Juliettes should sort and deliver products to customers immediately.
- Juliette proceeds are issued in the form of GO! Dough.

Fall Product Service Unit Manager Responsibilities for Juliettes:

- ✓ The Fall Product Service Unit Manager will provide Juliette girls and families with a Fall Product Program Guide, order card, and flyer.
- ✓ Once a parent/guardian has submitted the Juliette agreement form, they will be uploaded to the M2 site with a 4-digit troop number.
- ✓ Communicate product and reward pick up information to Juliette families.
- ✓ Sort and distribute products and rewards to Juliettes, ensuring all items are counted and receipts provided.
- ✓ Ensure Juliette families are informed of the troop and reward delivery tickets so they can double check their order upon receipt.

Resources and Support

The Fall Product Service Unit Manager is a Service Unit's troops' main support person during the Fall Product Program. They will send out important communications regarding materials, important date reminders, and any other fall product related information.

For general support or questions, feel free to contact our **Member Services team**:

memberservices@gshpa.org | 717-233-1656 | www.gshpa.org

For questions about the M2 site or details regarding online orders, contact M2 Media Group:

question@gsnutsandmags.com | 800-372-8520

gsLearn - Log into your MYGS account to access all the Fall Product training videos in gsLearn.

www.gshpa.org | Visit our Fall Product Program page for troop and girl resources

GSHPA Product Program Facebook Group for Volunteers - connect with other volunteers to learn fun product program ideas, ask questions, and network!





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