



2026 Fall Product Program Volunteer Guide

Additional questions?

For questions regarding local details, contact your Service Unit Fall Product Program Manager.

For M2 software or other general Fall Product questions, contact M2 Customer Service at support.gsnutsandmags.com or 1-800-372-8520.

For all other GSHNJ Product Program questions, contact productprograms@gshnj.org or call 908-518-4400, option 4.

Service Unit Fall Product Program Manager:

Name: _____

Email: _____

Phone: _____



Find more
resources
here!

Dear Girl Scouts, Families & Volunteers,

Welcome to the 2026 Fall Product Program! This year's theme, Ready to Explore, invites Girl Scouts to step outside their comfort zones, discover new possibilities, and take the next leap in their journey—just like our adventurous kangaroo mascot, always moving forward with confidence, curiosity, and purpose.

The Fall Product Program is about much more than selling products. It's an opportunity for Girl Scouts to build real-world financial literacy and entrepreneurial skills that will serve them for years to come. Through goal setting, budgeting, money management, customer communication, and decision-making, Girl Scouts gain hands-on experience learning how to manage responsibilities, work toward goals, and understand the value of earning and planning for the future. These experiences help build confidence, independence, and problem-solving skills that support success both inside and outside of Girl Scouting.

Every item sold and every goal reached also helps power troop experiences throughout the year—from community service projects and outdoor adventures to STEM programs, travel opportunities, and memorable moments shared together. The Fall Product Program gives Girl Scouts the opportunity to explore what's possible while helping shape the experiences they want to have as a troop.

To our families, volunteers, and caregivers, thank you for your continued encouragement and support. Your guidance helps Girl Scouts take meaningful steps toward becoming confident leaders, thoughtful decision-makers, and capable young people prepared to explore all the opportunities ahead. We are excited to see where this season takes you.

Warm regards,

Natasha Durant

Natasha Durant
CEO, Girl Scouts Heart of New Jersey



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It's time for
Fall goodies.
Hop to it!

READY TO
explore

Key Dates

AUGUST	
Friday, August 28, 2026	Girl Scouts with 2027 Membership uploaded into M2
SEPTEMBER	
Wednesday, September 9, 2026*	VIRTUAL Troop Leader Training 7pm - 8:30pm Fall Product Troop Leader Training Password: Bingo26! Volunteers get Access to M2; Volunteer email sent
Tuesday, September 15, 2026*	12pm - 1:30pm Fall Product Troop Leader Training Password: Bingo26! 7pm - 8:30pm Fall Product Troop Leader Training Password: Bingo26!
Wednesday, September 16, 2026	Girls get access to M2, order taking begins
Thursday, September 17, 2026*	NEW Virtual - Product Program Office Hours 10am-11am Password: Bingo26!
OCTOBER	
Sunday, October 4, 2026	Troop ACH Bank Information due in the M2 System
Tuesday, October 6, 2026*	VIRTUAL Just in Time Training: Day 12-1pm, Evening 7-8pm
Wednesday, October 7, 2026	Troop ACH TEST begins. <i>Please allow up to 2 weeks for the completion of the process.</i>
Tuesday, October 13, 2026	12pm-1pm Product Program Office Hours Password: Bingo26! 7pm-8pm Product Program Office Hours Password: Bingo26!
Wednesday, October 14, 2026	Paper order Entry for Troop Leaders Begins in M2 System
Tuesday, October 20, 2026	12pm-1pm Product Program Office Hours Password: Bingo26! 7pm-8pm Product Program Office Hours Password: Bingo26!
Monday, October 26, 2026	Paper order taking ends
Tuesday, October 27, 2026*	Parents locked out of M2 to end in-person orders (closes at 11:59pm); VIRTUAL Just in Time Training: Day 12-1pm, Evening 7-8:30pm
NOVEMBER	
Monday, November 2, 2026	Reward Choices due for Girl Scouts, Troops and Service Units
Saturday, November 14 - 23, 2026	Deliveries to Service Units

*Virtual Sessions for Troop Leaders/ Fall Product Program Volunteers. Find Registration Links on the Fall Product Program Rallyhood Page.



Find more resources
& registration here!



FALL PRODUCT BINGO!

How to Play:

Hop into the Fall Product Program and start exploring! Complete activities across the Bingo card to build your skills, try new things, and earn entries into our prize drawings. Each completed BINGO earns one entry, and a full card earns 15 entries. Every Girl Scout who completes at least one BINGO will receive a Fall Fun Patch.

October 27: Submit your BINGO entries by completing this form to productprograms@gshnj.org

Grand Prize winners will be announced on November 11.

For questions email productprograms@gshnj.org

For more
information,
please visit:



B	I	N	G	O
Create an Avatar in M2 (Bonus Challenge: Record a Message!)	Sell 36 Items	People Skills: Ask a Customer if They Would Like to Be Contacted During the Cookie Program	Sell 5 Chocolate Items	Learn Something New About Kangaroos
Send 16+ Emails	Create and Practice a Sales Pitch	Reach \$375 in Total Sales	People Skills: Share Your Paper Order with a Customer	Sell a Bark Box
Sell 10+ Care to Share Items	Learn the Girl Scout Promise and Law		Decision Making: Create a Plan for How Your Troop Will Use Sale Proceeds	Sell 16 Items Online
Launch Your Online Storefront	Sell a New Item: Seasoned Salt Snack Mix	Sell 5+ Care to Share Items	Sell a Tumbler or Candle	Business Ethics: Create and Send Thank You Cards to Customers
Sell at Least 1 of Every Item on the Paper Order Card	Goal Setting: Set and Achieve Your Fall Product Goal	Sell a Magazine	Sell 50+ Items	People Skills: Ask at Least 10 People to Support Your Program

Why Participate?

Fall Product Program Is as Easy as 1-2-3!

1. Set up your online storefront in less than 15 minutes.
2. Add customers—returning customer information is saved from prior years.
3. Share your page and start selling!

The Fall Product Program is a simple way for Girl Scout troops to earn startup funds at the beginning of the Girl Scout year. Troops earn 12.5%–16% of every sale, helping support service projects, outdoor adventures, travel opportunities, special events, and other memorable experiences throughout the year.

As they connect with customers and manage their online storefronts, Girl Scouts strengthen five essential financial and entrepreneurial skills:

- **Goal Setting** – learning how to create a plan and work toward goals
- **Decision Making** – building confidence in making thoughtful choices
- **Money Management** – developing financial literacy and budgeting skills
- **People Skills** – practicing communication and teamwork
- **Business Ethics** – understanding honesty and responsibility in business

Selling in a Nutshell (Troop Proceeds begin at 12.5% of all sales)

Product	Program Method	Order Taking & Money Collection	Delivery to Customers
Nuts/Chocolate	In-Person	1. Collect money from customers at time of order 2. Family/troop enters order into M2 by October 27th.	Delivered by Girl Scouts to customers
	Online Direct-Ship	1. Collect money from customers at time of order 2. Customers pay online, including cost of shipping 3. Orders are automatically credited to the Girl Scout in M2	Shipped directly to the customer (Standard delivery timeframe: 1-2 wks, after order processing. Customers will have option for expedited shipping.)
	Online Girl-Delivered	1. Create personalized storefront in M2 and send emails to friends and family. 2. Customers pay online for girl delivery. 3. Orders are automatically credited to the Girl Scout in M2	Delivered by Girl Scouts to customers. If they receive an online order from a customer where they cannot deliver the items in-person, they need to contact M2 customer service by Oct. 27th to cancel.
Mags & More Items Magazines, Tumblers, BarkBox, Stationary & Candles	Online	1. Collect money from customers at time of order 2. Customers pay online 3. Orders are automatically credited to the Girl Scout in M2	Shipped directly to the customer. Standard delivery timeframe: 6-8 wks. after order processing

Info for Everyone

2026 Fall Product Program Rewards

Launch your site, send 16 emails and earn a *Ready to Explore Patch*

16+ Nuts/Candy items: *Kangaroo Patch*

3+ M2 Items (magazines and more): *2026 Patch*

36 combined sales: Goal Getter Patch AND Small Kangaroo OR Ready to Explore poster

50 combined sales: Kangaroo Necklace and Bracelet

65 combined sales: Explorer Wet Dry Bag & Playing cards

80 combined sales: Super Seller Patch AND Large Kangaroo Plush OR Ice Skating Event

100 combined sales: Ready to Explore Tshirt and Friendship Bracelet Kit OR
GSHNJ Personalized Shop Experience

125 combined sales: Ready to Explore Art Kit OR GSHNJ Personalized Shop Experience

Gift of Caring

GSHNJ partners with Operation Jersey Cares to distribute our collected Gifts of Caring. All donations of nuts and candy items will go to U.S. military troops, veterans, and local food pantries.



5 Care to Share Items: Care to Share Patch

10 Care to Share Items: OJC Packing Event

Troop will earn proceeds on all Care to Share Donations

Avatars and Personalized Patches

Girl Scouts and volunteers who create avatars and meet the criteria below will earn a patch with their avatar on it- you can even choose your background.

Girl Scouts:

Send 16 emails and get \$375 in total sales.



Volunteers:

Reach \$1,200 in total Troop orders and send the parent/guardian email from your M2 account to welcome caregivers to the Fall Product Program.

Fall + Cookie Product Programs Crossover Patch

To earn this special patch, create your avatar during the Fall Product Program and send 16+ emails.

During the 2027 Cookie Program, they sell 175+ packages of cookies.



Info for Families

Products

Nuts, Chocolate, and Candy-16 varieties available for in-person delivery and online ordering!



Chocolate Covered Pretzels



Peppermint Bark Rounds



Whole Cashews



Holiday Mix



Spicy Cajun Mix



English Butter Toffee



Peanut Butter Elephants



Dark Chocolate Sea Salt Caramels



Signature Milk Chocolate Covered Almonds



Pecan Caramel Supremes



Dulce Daisies



Chocolate Covered Raisins



Cranberry Trail Mix



Fruit Slices



Honey Roasted Peanuts



Seasoned Salt Snack Mix



Mini Gummy Butterflies

Visit the online storefront to purchase Mags & More Items.
Gift packages just in time for the holidays are a popular item!



Gift of Caring



Magazines and More!



BarkBox Subscriptions



Candles

Info for Families

Girl Scouts - Get Started in 3 Easy Steps

1. Register and Watch the Safety Video

Visit www.gsnutsandmags.com/gshnj with a parent or guardian to create your account and complete the short safety video.

2. Personalize Your Experience

Create your avatar and customize your online storefront with a photo, video, or voice recording.

3. Share and Start Selling

Send 16 or more emails to family and friends and start sharing your storefront with customers.

How to Enter Orders & Selected Rewards

1. Log into M2 at www.gsnutandmags.com/gshnj.org. Enter paper card orders.
by 11:59 PM **on October 26.**
2. Select "Manage Paper Order" on the homepage.
3. Input # of each item sold. Do not include online orders.
4. Click "Update."
5. Click "Physical Rewards" from the homepage.
6. November 2nd is the last day to make recognition selections at each choice level.
7. Click "Update."

Please Remember:

- **September 16-October 26:** Orders taken during this time count towards rewards!
- A 2027 Girl Scout Membership is required to participate in the program

Log into your
M2 site here



Info for Troop Leaders and Troop Fall Product Managers

Steps to Get Started:

September

- ☐ September 9: Troop leaders & Troop Fall Product Program Managers of active troops will receive an email invitation from M2.
- ☐ September 17: If Girl Scouts in your troop have not received an email invitation to access the M2 site, and your troop has two registered and background-checked leaders in myGS:
 - Visit www.gsnutsandmags.com/admin and select “Forgot Password.”
 - If you need further assistance, contact your Service Unit Fall Product Program Manager (SUFPPM) or M2 Customer Service.
 - Returning users can log in using their existing credentials.
- ☐ Send out your Parent/Guardian Email Campaign to invite parents to participate in the Fall Product Program.

October

- ☐ October 4: Enter your Bank information in M2.
- ☐ October 21: Verify the ACH test ping has been received to your Troop account. If your account did not receive the \$5 test, make sure your account information is entered correctly.
- ☐ By October 26: Send messaging to your troop to remind parents to enter all orders.
Any orders not entered by caregivers must be entered by troop leaders through M2 by selecting ‘Paper Order Entry’ from the Dashboard by October 26.

November

- ☐ November 2: Deadline to select rewards for your Troop
- ☐ November 14-23: Your Service Unit Fall Product Program Manager will inform you when to pick up your Girl Delivered Items.

December

- ☐ Make sure all in person orders are delivered to customers.
- ☐ Distribute rewards to your Girls.
- ☐ December 15: Report all Fall Product Program issues by sending an email to productprograms@gshnj.org with subject line Fall Product Program Issue.

TIP: Rewards are calculated automatically. Recognitions may take up to 2 hours to update after product sale adjustments.

Info for Troop Leaders and Troop Fall Product Managers

How to Enter Paper Orders into M2:

1. Select "Paper Order Entry" from your Dashboard.
2. Click the pink pencil next to each participant's name to edit or enter orders. Do not manually enter online orders, even if they will be delivered in person.
3. Enter total nut/candy items by variety from the order card and click "Update."
Please ensure totals match. There is no submit button. Orders are automatically transmitted for fulfillment after the cutoff date.

How to Enter Bank Information (this step must be completed each year)

1. Troops must have a bank account and enter banking information by this date. Go to "Banking and Payments," select "Troop Bank," enter your banking information, and click "Save."
2. Beginning October 7, a test of troop banking information will take place.
 - Troops with correct banking information will receive a \$5 test deposit into the account.
 - Allow up to two weeks for the test to show in your Troop bank account
3. Payment is collected at the time of ordering. Checks should be made payable to the troop.
4. Deposit all funds into your troop bank account and keep all receipts.
5. Mid to late November, the final ACH process will begin. Amounts owed to GSHNJ will be deducted through ACH or funds earned by your troop will be deposited to your account.
 - Please note the full ACH process may take 2-3 weeks.
6. To view your troop balance due, click "Banking and Payments" from your troop dashboard.

Troop Banking Bonus

Troops that pass the ACH test and participate in the Fall Product Program with a minimum of \$50 in combined sales will:

- Keep the \$5 test deposit bonus at the end of the program
- Automatically have banking information added into Smart Cookies for the 2027 Cookie Program

End of program steps:

- All products are automatically submitted for fulfillment. There is no submit button.
- Your Service Unit Fall Product Manager will coordinate troop product pickup for in-person delivery.
- Print a delivery ticket for each troop member's order from your dashboard.
- After distribution, have caregivers count and inspect items, then sign the delivery ticket.
- All Fall Product deliveries to customers should be completed by December 15.

Info for Service Unit Volunteers (SUFPPMs)

4 Steps for a Successful Program

Step 1: Get Started

Get ready for a fun and successful Fall Product Program season!

- Attend a GSHNJ Service Unit training session. Sessions are recorded and available on GSLearn.
- September 9: SUFPPMs and troops will gain access to M2 and can begin logging in.
- Before setting your password, you will be prompted to watch a short training video.
- M2 is the only platform you will need throughout the program.
- Once your account is created, visit www.gsnutsandmags.com/gshnj and select “Volunteer” to log in.
- Your first screen will be your Service Unit dashboard. If you manage multiple Service Units, you can select the area you want to view from the drop-down menu.
- October 4: Add your delivery site location and three delivery date options in M2.
- Join the Fall Product Program Rally on Rallyhood at www.rallyhood.com/108135.

Step 2: Encourage your Troops to participate and host a Troop Training

Help your troop volunteers feel confident and prepared for the season ahead.

- Invite troops in your Service Unit to attend the Council-led training on September 9 or 15, host your own Service Unit training, or encourage troops to complete the training through GSLearn.
- Create a sign-in sheet or keep attendance records for virtual trainings.

Distribute materials to each troop:

- One per Girl Scout: Order Card and Family Flyer
- One per troop: Volunteer Guide

During training, be sure to discuss:

- The value of the Fall Product Program and why participation matters.
- How proceeds help support troop activities and experiences throughout the Girl Scout year.
- Having a Troop Bank Account is mandatory to participate in any GSHNJ Product Program.
- The Unpaid Funds Policy and confirmation that permission slips have been collected.
- Gift of Caring and how troops can promote donations throughout the program.

Membership Reminder

All participating Girl Scouts must have an active 2027 Girl Scout membership to participate in the Fall Product Program.



Info for Service Unit Volunteers (SUFPPMs)

Step 3: Delivery

November 14–23

Service Unit deliveries will take place during this timeframe.

- Once your delivery date is confirmed in M2 (watch for an email from Council staff), you can schedule troop pickup times in M2 based on your availability.
- Arrive at least 15 minutes before your scheduled delivery time and mark designated areas for the delivery agent to place items.
- Print troop delivery tickets and your Service Unit delivery ticket in advance.
- Recruit volunteers to help count products with the delivery agent and assist with sorting troop orders after delivery.
- Count, count, and recount all items during delivery and troop pickup. Do not accept damaged items.
- Remind troops to arrive on time for their scheduled pickup.
- Troops and SUFPPMs are responsible for all items once they have been signed for.
- Bring a copy of the Sales Report to compare against troop reports.
- Troops must sign for all items picked up.

Step 4: Finalizing the Fall Product Program

- Sort and distribute recognitions for delivery to troops and Girl Scouts.

New to the Service Unit Fall Product Program Manager role?

Stay connected and prepared every step of the way!



Follow the Service Unit Fall Product Program Manager Rally for important dates, calendar reminders, Just-in-Time Training registration information, and helpful program updates.

Scan here to join!



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2026 Girl Scout Fall Product Program FAQs

Q: I am receiving the message “we need to verify your Girl Scouts ID”. What does this mean?

A: This message can be triggered for many reasons including a Girl Scout in the middle of a troop transfer, a family entered the troop number incorrectly, the name doesn't exactly match what's in our membership registration system, someone isn't actually a registered member or registered after the last upload, a troop hasn't met the criteria to be marked “active”, etc. If the error doesn't resolve within one week, email productprograms@gshnj.org with detailed information and we'll look into the issue.

Q: My Girl Scouts are attempting to register and get a “Campaign is Currently Unavailable” message- why?

A: Participants can't begin online account registration until the program launch date of **September 16th**.

Q: I am a volunteer and have a Girl Scout participating. Can I use the same email address for my volunteer and caregiver accounts?

A: Yes! You will be notified upon login as to which account you are signing on to. Volunteer accounts are accessed at: www.gsnutsandmags.com/admin, and participant accounts are accessed at: www.gsnutsandmags.com/gshnj.

Q: One of my troop members is unable to accomodate an in-person delivery request. How do I remove the order?

A: The parents/guardian (or customer) will need to contact M2 Customer Service to have the order canceled and removed from the system. This cancellation must be completed before the program end date (**October 27th**.)

Q: A troop member received/entered orders that met the next recognition threshold, but the system isn't reflecting the increase. What do I do?

A: The system can take 1-2 hours to update the rewards section once additional orders have been received/entered.

Q: Can we hold a booth sale?

A: No. Booth sales are not part of the Fall Product Program.

Q: I did not receive one of my M2 items such as Magazines, Bark Boxes, or Tumblers. What should I do?

A: Please contact M2 Customer Care at 1-800-372-8520.

Q: Who is my Service Unit Fall Product Manager? What do I do if I don't have one?

A: Please contact productprograms@gshnj.org to find out who your SUFPPM is and what to do if you do not have one.

Q: Where do I go for trainings?

A: Fall Product Program webpage

Q: When can I expect rewards?

A: Your Service Unit Fall Product Program Manager will receive rewards early December and reach out to you for pick-up instructions.

Q: What if one of my Girl Scouts is not in M2 with the rest of my troop?

A: Caregivers and troop leaders of the missing Girl Scout can add them to M2. Once added, the Product Program Team will release them from the holding tank.



2026 Fall Product Program Calendar

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
August	23	24	25	26	27	28 Girl Scouts with 2027 Membership uploaded in M2	29
	30	31	1	2	3	4	5
September	6	7	8	9 Volunteers get access to M2; Volunteer email sent Virtual Troop Leader Training - 7-8:30pm	10	11	12
	13	14	15 Virtual Troop Leader Training - 7pm-8:30pm	16 Girls get access to M2, order taking begins	17 NEW Virtual Office Hours 10am-11am	18	19
	20	21	22	23	24	25	26
	27	28	29	30	1	2	3
October	4 Troop ACH Bank Information due in the M2 System	5	6 Virtual Just in Time Training 12PM - 1PM & 7-8PM	7 ACH test begins. Allow 2 weeks for processing	8	9	10
	11	12	13 Product Program Office Hours 12PM - 1PM & 7-8PM	14 Paper order Entry for Troop Leaders Begins in M2 System	15	16	17
	18	19	20 Product Program Office Hours 12PM - 1PM & 7-8PM	21	22	23	24
	25	26 Paper order taking ends	27 Parents locked out of M2 to end in-person orders (closes at 11:59pm); VIRTUAL Just in Time Training: 12-1pm, 7-8:30pm	28	29	30	31
November	1	2 Reward Choices due for Girl Scouts, Troops and Service Units	3	4	5	6	7
	8	9	10	11	12	13	14 Deliveries to Service Units begins

11/14 - 11/23 Deliveries to SU

Find the Just in Time Training topics in the Fall Product Program Rally on Rallyhood!
(www.rallyhood.com/108135)



girl scouts
heart of new jersey

Thank You!

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