

2025 FALL PRODUCT PROGRAM
Volunteer Guide



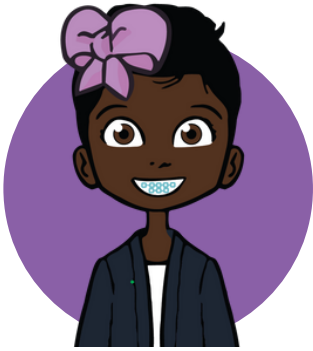
**BRAVE.
FIERCE.
FUN!**

SNACKS, MAGAZINES & MORE ON SALE
September 26-October 27

**Meet Our
Mascot**

This year's Fall Product Program mascot is Freya, the Grizzly Bear! Freya means fierce & protective. As an omnivore, she enjoys a diet of berries, nuts, fish, and small mammals. Freya prefers to adventure on her own, but loves sharing food with friends. Freya can't wait to be your BFF this season!

BRAVE. FIERCE. FUN!



Benefits of Participating:

- The Fall Product Program is an excellent way to fund your troop's activities and projects throughout the year.
- Proceeds stay local to benefit our council, and troops can earn 15 - 17% on all items sold.
- Girl Scouts learn and practice these five essential skills:



Goal Setting

Learn to set and reach goals, like selling a certain number of products, or enough for a specific reward.



Decision Making

Practice making good choices about how to sell products and manage your business.



Manage Money

Learn to count money and make change. Practice saving money for special projects.



People Skills

Get better at communicating with customers, in person and online. Work with your caregiver to help you succeed.



Business Ethics

Learn the importance of being honest and responsible. Live by the Girl Scout Law.

This program allows Girl Scouts to be entrepreneurs by offering family and friends the opportunity to purchase from a variety of products. Girl Scouts can choose to participate:

- **In-person** by taking orders using the order card and collecting payments at the time of order.
- **Online** by inviting friends and family to place an order. Customers can choose to have a variety of great products shipped directly to them or they can select from a group of nut and chocolate products that Girl Scouts can deliver.
- **Combine** both options to reach personal sales goals.

Before the Program

September 21

- Optional | **Virtual training**
See back page for access details

Beginning September 25

- Create online Avatar

By September 26

- Register for the 2025-2026 Girl Scout membership year
- Pick up order supplies from troop leader or council
- Develop customer list
- Review rewards and set goals

During the Program

September 26 - October 27

- **Reach out** to customers by phone, text, video, email, or in person
- **Sell product** and **collect payment** upon order
- **Wrap up** all in-person sales by October 26
- **Online sales** access closes on **October 27 at 11:59 PM.**

After the Program

By October 27

- **Enter orders** from order card on M2 website and **submit all money** to troop leader or council

- **Select** rewards online

Mid November

- Girl delivery product arrives

Mid December

- Girl rewards arrive

September 15, 2026

- Council Cash expires

Reminder!

Caregivers will acknowledge the Product Responsibility Agreement in-person when collecting sales supplies. Volunteers to fill out their own form.



Nuts & Candy

Mint Treasures in Book-themed Tin



\$12

Chocolate Covered Pretzels in Holiday Tin



\$12

Honey Roasted Mixed Nuts



\$12

Vanilla Honey Roasted Pecans



\$9

Whole Cashews



\$9

Cherry Almond Clusters



\$9

Nut & Caramel Trail Mix



\$9

Hot Cajun Crunch



\$8

Deluxe Pecan Clusters



\$8

English Butter Toffee



\$8

Fruit Slices



\$7

Butter Toasted Peanuts



\$8

Dark Chocolate Caramel Caps



\$8

Peanut Butter Trail Mix



\$8

Peanut Butter Bears



\$8

Dill Pickle Flavored Peanuts



\$8

Visit www.ashdonfarms.com for nutritional information

5 BarkBox options!



Online Exclusives:
All nut & candy items shown above may also be purchased online. Look for exclusive online only snacks as well!

Personalized Products!

High quality stationery, notepads, and photo frames.

Shipped directly with customized colors, fonts, names, and more!



Magazine subscriptions, too!



NEW!
Cheerful Candles



Tervis Tumblers

Girl Rewards

Girl Scouts earn rewards as they reach their sales goals! Rewards are cumulative* and are based on the combined total sales of all in-person and online sales transactions.

Please make reward choices on the M2 website by October 27. Rewards are subject to change due to unforeseen circumstances. Similar items may be used as substitutions. Some items vary in color. Council Cash* can be used for GSNI-M sponsored events, girl memberships, and in GSNI-M council shops and trading posts.



10+ combined items
& 5+ product pitches



18+ combined items
& 5 Skills Activity Sheet



32+ combined items
& 20+ product pitches

What's a product pitch?

A short, to-the-point summary of an item or product you're trying to sell. For this reward, pitch your sale by phone, email, etc., 5 different times.

What's the 5 Skills Activity Sheet?

You can find this sheet in this guide! Complete activities related to the 5 skills you can learn through the product programs. The more you learn, the more confident you can be in selling your products.

Check out the Marketing Guide for tips on how to reach out to potential customers!



55+ combined items 65+ combined items

Girls who earn this Build-A-Bear reward will be invited to an exclusive party at the Girl Scout location nearest them!

This reward level earns you an \$11 voucher for a Build-A-Bear uniform or apparel item for your new furry friend! Use it at the party, or save it for later! Expires 9/15/26

11/15- Camp Wildwood | 10AM-12PM
11/22- Camp Soni Springs | 10AM-12PM
11/23- Camp Logan | 2-4PM
12/13- Fort Wayne office | 10AM-12PM
*Dates and times are subject to change.

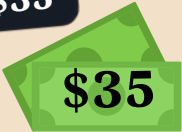


Girl Rewards Continued!

Choose your own rewards!



or



80+ combined items

*Council cash and Amazon Vouchers are NOT cumulative.
Expires September 15, 2026.



or



PLUS
Super Entrepreneur Event

100+ combined items



Super Entrepreneur Event

Entrepreneur: A person who organizes and operates a business – like you!

This event includes a dinner, fun prizes, and a special guest who owns and operates her own business! Find out what it takes to start your own business and make it successful. Event date will be set with the attendees after product program end date.

Amazon Voucher

When a Girl Scout earns and chooses the Amazon Gift Voucher reward, here is how it works!

1. Caregiver receives email from Amazon with a link to the catalog.
2. In the email, click “Apply Voucher.”
3. Login to the Amazon account your Girl Scout will be using.
 - a. Note: the voucher cannot be moved to another Amazon account once it has been applied.
4. Click “Apply Voucher” once logged into the account.
5. A pre-approved list of items will appear after applying the voucher.
6. Start shopping!

FAQ's:

Can my Girl Scout purchase items not on the pre-approved list?

While shopping the list, items not pre-approved can be added, but will not be part of the voucher and must be paid for with personal funds. Vouchers are only good for pre-selected items.

Do vouchers expire?

Yes. You will see an expiration date on the Amazon site after you apply the voucher.

What happens if my Girl Scout's order total is more than the voucher earned?

If the total exceeds the voucher, you will have an opportunity to cover the remaining balance using your own payment method.

What happens if I want to return my items?

Items can be managed and returned for your order like any other Amazon order. Orders are subject to the Amazon standard return policy and process.

If I don't spend the entire voucher, do I get to keep the remainder?

A Girl Scout can purchase multiple items with her voucher. Girl Scouts will receive reminder emails if they have any remaining balance. Once the expiration date passes, any remaining balance is forfeited.

Is an Amazon account required?

Yes. After viewing the voucher, either sign in to an existing account or create a new one.

Are there shipping charges?

Standard Amazon shipping charges apply. Like any Amazon order, a Prime account will not apply shipping.

Care to Share

- Customers can also donate snacks through the "Care to Share" program - Girl Scouts collect the order and the council will distribute products to local military troops.
- **In-person**- check the Care to Share option on the order card and collect money.
- **Online**- the customer can select and pay for Care to Share donations.
- Be sure to note: customers do not receive these items. The council will distribute the donations to local military troops.



Super Philanthropist Event

Philanthropy: The voluntary act of giving by an individual or a group to promote the common good.

This event includes a day at camp with a caregiver that includes a philanthropy project to do together at camp, lunch, and special prizes and fun activities! Date will be set with the girls that earn this reward. Project based on weather and size of the group.



1+ Care to Share Donation
AND
Create & Share 5+
Care to Share Flyers



Super Philanthropist Event

10+ Care to Share Donations



Troop Reward

\$300 Per Girl Average (PGA)-
Earn a \$10 Membership Voucher for each girl who participates in Fall Product Program if the troop has a PGA of \$300+. Membership Vouchers are good for the current and next year. The voucher can be used for any renewing or new members, not just the girls who participated in the program.
Expires 5/8/26.



Girl Scouts can earn a personalized patch with their name and Avatar:



- Create your Avatar
- Send 5+ emails
- Use the "Share My Site" feature on M2
- Sell \$300+ in total products

Personalize
by choosing
from two
scenes!



Troop Proceeds

Along with individual Girl Scout rewards, troops earn 15% in proceeds on all products sold, plus unlock access to exclusive rewards during the Fall Product Program.

Older Girl Scouts can increase their troop profits!

Junior, Cadette, Senior, and Ambassador (J/C/S/A) troops can opt-out of individual rewards to earn an additional 2%, bringing their total earnings to 17%.

Opt-out Criteria:

- All troop members must be Juniors, Cadettes, Seniors, or Ambassadors.
- Multi-level troops with members younger than Juniors are not eligible.
- All troop members must agree to opt out; if any member prefers individual rewards, the troop cannot participate.
- Opt-out troops will still receive a patch.

Opt-out deadline: Email frontdesk@gsnim.org by October 20 to request opt-out. Please include your troop number.

Pro Tip!

Troops saving for larger trips must participate in **both** the Fall Product and Girl Scout Cookie Programs to be eligible for additional money-earning projects. Contact your Troop Support Specialist with questions.

Refunds

If the troop overpaid into a GSNI-M bank account, refunds will be applied as a credit toward the troop's 2025 cookie balance.

For refunds over \$10, a check can be requested by contacting frontdesk@gsnim.org.

ACH

NEW for cookie season is ACH withdrawals for balance owed to council. More information to come in cookie trainings.



Business Tips



Selling Online:

- Girl Scouts use their online storefront to sell all nuts and candy products **plus** exclusive online items.
- Customers will securely pay online with a credit card.
- Customers will have the option to pay for shipping or select “Girl Delivery” for Girl Scouts to drop off later.
- All magazines are ship only.

Selling In-Person:

- Be sure all customer information on the order card is clear and correct.
- Collect ALL money at the time of order.
- Enter orders online by October 27.
- Once the product arrives, troop leaders or council will communicate a pick up date and time with you.
- Be sure to deliver all products in a timely manner. Always thank your customers!

To run an online business, Girl Scouts should follow these 3 steps:

1

Visit www.gsnutsandmags.com/GSNIM

Enter the URL above, or click the link from the council website. Have your troop number ready and follow the prompts to participate in the online Fall Product Program.

2

Build your site

To customize your site, you can create an Avatar that looks like you and also record a personalized message for your Avatar to deliver to friends and family. Don't miss all of the ways you can earn virtual rewards when you complete various setup steps for your personalized site.

3

Contact friends and family

Friends and family can easily help you reach your goals when they shop online! Get started by sending emails through the M2 system. Your supporters will see your goal and hear your Avatar deliver a message customized by you in your voice. Don't forget that you can also share your link to shop on social media or send a text, with the help of your caregiver. Please follow current GSUSA guidelines for online sales and marketing.

Volunteer tips for supporting Girl Scouts:

Prepare materials: Make sure your Girl Scouts have their order cards, money envelopes, QR codes, and pens ready.

Practice the pitch: Encourage your Girl Scouts to practice their sales pitch. Confidence boosts sales and comfort with customers.

Support accuracy: Review the order card with your Girl Scouts to ensure it's clear and accurate before they head out.

Collect payment: Remind your Girl Scouts to collect money at the time of sale to stay organized and avoid confusion later.



Money Tips

New this year: at the bottom of each receipt is a note that caregivers acknowledge when they sign that they are responsible for the product received.

Northern Indiana-Michiana **Money and/or Product Receipt**
(Important: Be Sure to Show Troop Number on All Receipts)

Troop # _____ Service Unit _____

Girl's Name _____ Date _____

No. of Cases	No. of Pieces	Product Name	Money
		English Butter Toffee	
		Deluxe Pecan Clusters	
		Peanut Butter Bears	
		Dark Chocolate Caramel Caps with Sea Salt	\$ _____
		Mint Treasures - Girl Scout Tin	(Amount Due)
		Whole Cashews with Sea Salt	
		Cherry Almond Clusters	
		Chocolate Covered Pretzels - Holiday Tin	\$ _____
		Fruit Slices	(Amount Paid)
		Butter Toasted Peanuts	
		Dill Pickle Flavored Peanuts	
		Hot Cajun Crunch	
		Nut & Caramel Trail Mix	
		Vanilla Flavored Honey Roasted Pecans	\$ _____
		Honey Roasted Mixed Nuts with Peanuts	(Balance)
		Peanut Butter Trail Mix	
		← Total	

Received from _____ Troop # _____

Received from _____ Troop # _____

I acknowledge that my Girl Scout has permission to participate in the Fall Product Program and I am financially responsible for the product received.

A quicker option is to print **product delivery tickets** for each girl, so you know exactly what each girl should receive.

 **Delivery Tickets**
Select your options and print your delivery tickets below:



Product Delivery Tickets
Print Delivery tickets for products

Girl Scout Tickets

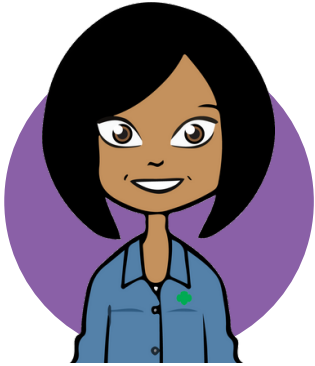
Troop > Girl Scout

☐ Include Financials

 **CREATE TICKET**



BRAVE. FIERCE. FUN!



We're Here to Help You:

Fort Wayne Service Center
10008 Dupont Circle Drive E
Fort Wayne, IN 46825

Michiana Service Center
1218 E. University Dr.
Granger, IN 46530

800.283.4812
frontdesk@gsnim.org

Monday - Friday
9 AM - 5 PM*
Closed daily from 1 - 2 PM for lunch



For additional support with the M2 online sales platform, visit **support.gsnutsandmags.com** or call **800.372.8520**.

Additional M2 Training

Website navigation trainings from M2 Media are available at www.gsnutsandmags.com



Online Safety

Before participating, Girl Scouts and adults should review the Cookie and Product Sale Safety Activity Checkpoints:



Key Dates

September 15: Volunteer Fall Product Training @ 4 PM (Virtual*)

September 20 - 26: Volunteers create account, Avatar, and set up caregiver email campaigns. Share order supplies with Girl Scouts.

September 21: Optional product training for Girl Scouts (Virtual only*)

By September 26: Complete the Volunteer Product Responsibility Agreement and have caregivers acknowledge the Girl Scout Product Responsibility Agreement in-person.

September 26 - October 27: Sell products!

October 20: Troop opt-out deadline

By October 27: Girl Scouts enter orders, submit all money, and select rewards on M2 website.

By October 28: All paper order entries due on M2 website. All reward choices due to council.

November 3-14: Pre-order for cookie apparel. See GSNI-M email newsletter on 10/19.

Mid-November: Girl delivery product arrives. Volunteers will be contacted for pickup opportunities.

Mid-December: Girl rewards arrive. Volunteers will be contacted for pickup opportunities.

Be sure to clearly communicate additional deadlines and instructions to your Girl Scouts.

*Virtual Trainings on Zoom

All virtual trainings hosted on Zoom. A recording will be available on gsLearn during the last week of August.



Passcode: 438438

Gluten Free Orders

October 17: Gluten Free Caramel Chocolate Chip Cookie orders are due. This is only required if you need more than 3 cases.



Council Cash Guidelines

All Council Cash expires September 15 of the current Girl Scout year.

Council Cash intended for individual use only.

Council Cash may only be redeemed by the recipient and/or the recipient's caregiver.

Girl Scouts' policy allows caregivers to give written permission for a trusted adult (e.g. troop leader) to use Council Cash on their Girl Scout's behalf.

Council Cash may only be redeemed through the Girl Scouts of Northern Indiana-Michiana for the following:

- Girl Scout Membership Renewal (NOT VALID UNTIL AFTER APRIL 1)
- Merchandise purchased at any GSNI-M Council Store location including traveling store & Camp Trading Post.
- Apply towards GSNI-M Camp Program fees. Visit gsnim.org for Summer Camp availability.
- Apply as payment towards GSNI-M sponsored events.
- GSUSA Travel opportunities. GSNI-M will issue a check to the sponsoring organization after proof of admittance is provided. Please visit forgirls.girlscouts.org/travel for more information.
- Council Cash may be converted for use on the girlscoutshop.com website. Email frontdesk@gsnim.org with this request no later than August 15.

Council Cash cannot be used to purchase GSNI-M Gift Cards.

To check the balance of your card, please email frontdesk@gsnim.org or call 800.283.4812.



Girl Scout Product Program Responsibility Agreement

Troop # _____ Year 20 _____

I acknowledge that my Girl Scout has permission to participate in the Girl Scout Fall Product and Cookie Program and that I am financially responsible for all product and money received.				
Girl Scout Name	Caregiver Printed Name	Caregiver Signature	Relationship to GS	Date
Please have a caregiver for each participating Girl Scout sign this form and keep with troop records for the remainder of the current Girl Scout year. For delinquent families, submit this form along with remaining required documents to frontdesk@gsnim.org .				

Product Program Volunteer Responsibility Agreement

Is this form for you?

YES: You are a registered Volunteer that handles **Troop** Product and/or **Troop** Product Money.

NO: You are working with **just** your Girl Scout with Product Program money and Product.

Volunteer Responsibilities: To manage and coordinate the Product Program with your Troop while providing support to the caregivers and Girl Scouts in your Troop.

- Attend Product Program Training for Fall Product and the Cookie Program.
 - o Training materials can be found at gsnim.org, Cookies+ tab.
 - o Training videos may be accessed via gsLearn from gsnim.org, myGS tab.
- Ensure that participating Girl Scouts are registered before the Program starts.
- Have a caregiver sign the Girl Scout Responsibility Agreement before distributing sale supplies.
- Have a caregiver sign a product receipt when picking up product or giving money to the Troop. Please always count together!
- Collect money from a caregiver before distributing additional products. Participants should never owe for more than **40 packages** of cookies at a time.
- Keep accurate records of all transactions for 2 years.
- Make Fall Product payments into a Council Bank account and email a deposit copy to frontdesk@gsnim.org.
- Make Cookie Program deposits into a Council bank account. Reference training materials for deposit procedures.
- Acquiring additional Product quantities may be reduced if deposit slips are not brought to a cookie pickup.
- Caregivers with an outstanding balance need submitted to Council as delinquent within seven days of last sale date. Any outstanding balance exceeding the value of 40 packages will be the responsibility of the troop.
- I understand that money from any Product Program sale is not mine and must be deposited in a troop/Council account by posted due date.

GSNI-M will withhold rewards from Girl Scouts in troops with an outstanding balance until paid. Caregivers may submit receipts showing proof of payment to acquire rewards. Continued outstanding balance may result in either restricted use of funds or release from volunteer status. If volunteer is transferred to collections, a \$35.00 fee plus troop profit will be added to balance owed.

____ (initial) I agree that in the event my outstanding balance is referred to an attorney for collection, I will be responsible for all cost of collection, as stated above, plus reasonable attorney fees.

Name _____ Email _____

Address _____ City _____ State _____ Zip _____

Phone _____ Place of Employment _____

Printed Name _____ Troop # _____

Signature _____ Date _____

Upcoming Events

Fall 2025

October

4th- Climbing Day @ Camp McMillen
Various sessions 1-3 PM. All levels.

10th-11th- One S'more Night @ Camp McMillen
7PM Friday through 2PM Saturday.
Cadettes, Seniors, Ambassadors.

17th-18th- STEM & Stars Sleepover @ Camp McMillen
6PM Friday through 9AM Saturday.
All levels.

18th- STEM Expo @ Purdue Fort Wayne
9AM - 12PM. All levels.

25th- Zipping into Fall @ Camp McMillen
Various sessions 1-3PM. Juniors, Cadettes, Seniors, Ambassadors.

25th- Music Makers @ The Music Village
1-3PM. Juniors.


girl scouts
of northern indiana-
michiana

Scan the QR code for
more information
and to register!



November

1st- Century of Sisterhood @ Camp McMillen
Open house, 1-4PM. All levels. Free!

2nd- Rocketry Exploration @ University of Notre Dame
1-3PM. Juniors, Cadettes, Seniors, Ambassadors.

8th- Outdoor Adventure @ Potawatomi Wildlife Park
9:15 AM-12:15 PM. All levels.

14th-15th- PA/LiA Overnight @ Camp McMillen
6 PM Friday through 5 PM Saturday.
Cadettes.

15th- Mystery Sleuth @ Camp Wildwood
10AM-12PM. Brownies, Juniors, Cadettes.

15th- Citizen Scientist @ Camp McMillen
1-4PM. Brownies, Volunteers.

22nd- Mechanical Engineering: Car Design @ Auburn Cord Duesenberg Automobile Museum
9:30AM-4:00PM. Daisies, Brownies, Juniors, Volunteers.

