

2026 SWEETS & TREATS

Fall Product Program Volunteer Guide



2026 IMPORTANT DATES

September

Sept. 16

- Fall Product Manager Volunteers can access M2 site.

Sept. 23

- Sweets & Treats Fall Product Program begins, paper order cards and online.

October

Oct. 5

- Troop bonus deadline.

Oct. 12

- Last day for online girl delivered orders.
- Last day for caregivers to enter paper order card sales.
- Troops can begin entering girl paper orders.

Oct. 13

- Troop/Juliette deadline to verify or enter paper order card sales, choose the delivery site, date and time of pick-up.
- Troop deadline to select if opting out of rewards and verify bank account information into M2 online platform.

Oct. 14

- SU deadline to verify or edit paper orders.

Oct. 19

- Last day to order online magazines, BarkBox, tumblers, candles, personalized items, and direct-shipped nuts and chocolates.

Oct. 20

- Final day for girls to choose rewards.

November

Nov. 6-9

- Troops pick up nuts and chocolates.

Nov. 6-30

- Girl Scouts deliver nuts and chocolates to customers.

December

Dec. 1

- Deadline to submit outstanding caregiver balance paperwork to product program department (must be submitted online JotForm).

Dec. 2

- Troops ensure all funds are deposited into troop bank account.
- Juliette deadline for funds deposited into council bank account.

Dec. 10

ACH draft of total amount due.

December-January

Rewards are mailed to service unit fall product manager for distribution. Expecting mid-December delivery of rewards. If rewards are expected later, the product program team will update service unit fall managers.

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Sweet Starters

Do you have first time sellers this season?

First-time sellers in your troop can learn the ropes of the Sweets & Treats Fall Product Program. This program helps girls set goals, learn about fall products, gain selling tips and understand how to participate. Girls who complete this program will earn a special Sweet Starters patch. Troop leaders and Juliette mentors can visit gswcf.org/fpp to start the Sweet Starters adventure!



The Sweets & Treats Fall Product Program helps prepare girls for the Girl Scout Cookie Program.

It gives new troops the opportunity to learn the ins and outs of the product programs, and all troops have the chance to earn funds early in the year.

Based on 2025 Sweets & Treats Fall Product Program sales, **participating troops** earned an **average of \$287 in proceeds** to help get their year started.

Back again this year, **a special troop bonus** to support troops as they earn startup funds to help with creating troop activities, troop trips, and meeting their girl goals.

The Sweets & Treats Fall Product Program is more than just selling products. It is the starting point of the Girl Scout Entrepreneurial Program where girls begin developing five essential skills—money management, business ethics, people skills, decision making and goal setting—that they will use for a lifetime. Girls can learn to be entrepreneurs by building on the five skills and by earning Financial Literacy badges.

Plus, the program allows troops to earn the funds needed to run their troop early in the year—long before the Girl Scout Cookie Program—while also helping girls build their confidence. It helps new troops with start-up cash, and existing troops to provide activities the girls want to do. In addition, the Sweets & Treats Fall Product Program helps girls to build self-esteem. They learn that they can set a goal, budget the costs, create a marketing plan, and then go out and make it happen. It teaches valuable life skills and empowers girls to believe in themselves. With the help of their leaders and caregivers, girls learn they can do anything they set their mind to.

Entrepreneurship

No time to plan Girl Scout meetings during the busy time of overseeing the Sweets & Treats Fall Product Program? Check out the Volunteer Toolkit (VTK) for detailed plans on how girls can earn Financial Literacy badges during troop meetings. You can also encourage girls to earn badges at home with their family's assistance.

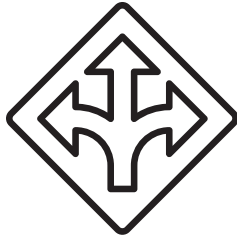
Log in to myGS to access the Volunteer Toolkit.

5 SKILLS LEARNED FOR A LIFETIME



Goal Setting

She sets goals and makes a plan to reach them.



Decision-Making

She helps her troop decide how to spend their proceeds.



Money Management

She creates a budget, takes orders, and handles money.



People Skills

She learns to speak and listen to customers while marketing her products in-person and online.



Business Ethics

She practices honesty and accountability every step of the way.



Terms to Know

ACH – Automated Clearing House; money is withdrawn from your bank account.

Cheddar Up – An app you can use to collect payments.

Direct-Shipped – Products ordered online and are shipped to customers; customers pay shipping fee.

Girl Delivery – Customers order and pay for nut and chocolate items online and they are hand-delivered by Girl Scout (must be local). No payment is collected when delivered by Girl Scout.

gswcf.org/fpp – Web page for more information about the Sweets & Treats Fall Product Program

info@gswcf.org – Email for questions/concerns that cannot be resolved by someone in your service unit.

In-person – For orders taken in-person using the paper nut order card and customer pays when the nut and chocolate items are delivered by the Girl Scout.

M2 – The online platform used for the Sweets & Treats Fall Product Program.

Outstanding Caregiver – A caregiver who has not turned in 100% of monies owed to the troop.

Trophy Nut – The vendor that provides the nuts and chocolates during the Sweets & Treats Fall Product Program.

TROOP PRODUCT MANAGER CHECKLIST

Pre-Sale CHECKLIST

- ☐ Complete the Troop Level Fall Product Manager Sweets & Treats Informational session AND Sweets & Treats Skills Training Modules – both available on gsLearn in August.
- ☐ Check your troop's myGS roster. Ensure all girls are registered for the 2026-2027 membership year.
- ☐ Sign in to the M2 platform to create your avatar.
- ☐ Verify all registered girls are listed in the M2 platform.
- ☐ If a girl is missing from the M2 roster, Troops can begin entering girl paper orders. Visit gswcf.org/fppmissinggirlform to notify the product program department of troop number, and girl name.
- ☐ Verify troop banking account information in the M2 system. See the "Getting Started" section for additional information.
- ☐ Pick up troop materials from your SU fall product manager.
- ☐ Conduct a caregiver meeting. Discuss caregiver responsibilities for having a successful sale.
- ☐ Work with girls to set both troop and individual goals.
- ☐ For Junior, Cadette, Senior, and Ambassador troops—discuss opting out of rewards. If they choose to opt-out, complete the opt-out form, make a copy to give to your SU fall product manager and update the M2 system.
- ☐ Ensure caregivers complete the online Caregiver Permission & Responsibility form.
- ☐ Review Safety Activity Checkpoints Guidelines on "Cookie and Product Sales."
- ☐ Review Volunteer Essentials on "Girl Scout Product Programs."

During Sale CHECKLIST

- ☐ Assist girls/caregivers with logging into M2 system as needed.
- ☐ Continually communicate with girls and their caregivers.
- ☐ Remind caregivers to verify girl delivery orders and enter paper order card sales by Oct. 12.
- ☐ Ensure accuracy of all girl paper card orders entered by caregivers and/or enter paper order cards by Oct. 13.
- ☐ Verify all girl rewards are chosen in M2 system by Oct. 20.
- ☐ Print out a copy of troop product delivery tickets from M2 system to have at delivery site pickup.
- ☐ Pre-stage girl orders and prepare itemized receipts. Ensure caregivers sign receipts before providing them with their products.
- ☐ Ensure all money is collected and deposited into troop bank account before ACH sweep.
- ☐ Verify with caregivers all girl delivery orders were delivered to customers.

Post-Sale CHECKLIST

- ☐ Submit outstanding caregiver information to council by Dec. 1.
- ☐ After rewards are received, count and confirm all items received.
- ☐ Download and print the following reports:
 - ☐ Troop Reward Delivery Tickets PDF or Excel report (provides information on rewards earned for each troop).
 - ☐ Troop Products & Financials Excel report (provides financial information to include troop proceeds).
- ☐ Distribute rewards to Girl Scouts who earned them.
- ☐ Celebrate successes of the season.

HOW SALES WORK

The Sweets & Treats Fall Product Program is comprised of nuts and chocolates, magazines, Tervis Tumblers, personalized stationery and frames, candles, and BarkBox specialty items. The items can be ordered online, and select nut and chocolate items can also be ordered on a paper order card for girls to deliver directly.

Troops/girls have the option to participate in the sale via the paper order card, online option alone, or they can choose to do both.

IN-PERSON PAPER NUT ORDER CARD SALES

- Girls use paper nut order cards to take orders.
- Customers will pay only when the items are delivered.
- Items on the paper nut order card are the only items that can be ordered in person. All other items can be ordered online only. (Do not print out the list of online items and present them in person for girl delivery).
- Girls collect payment for items on the order card at the time of product delivery.
- When entering orders on M2, only input what is needed to fill the nut and chocolate order card orders. (DO NOT add items ordered online for girl delivery. Those will already be included in your order.)
- Girls can create and print business cards and door hangers through the M2 website. These marketing items will include their unique online store code for customers to purchase items online.

ONLINE SALES

- Girls may only post on social media sites that allow them to restrict access to local friends and family (i.e. Facebook). Sharing the post link allows customers to see both girl delivery and shipped options. Girls may not promote on sites where their information can be viewed by anyone (i.e. Craigslist, eBay, marketplace, retail/resale sites, etc.) as caregivers do not approve the girl delivery orders, as they do in cookies.
- Friends and family can order items online when a girl sends them an email invitation to her online store. Caregivers can turn off girl delivery option to email receipts only.
- Online nut and chocolate purchases have two delivery options:
 - Shipped: Items are sent directly to the customer for an extra shipping and handling charge.
 - Girl Delivery: Items are delivered by the girl. This option is only available for the 16 items on the order card. There are no shipping and handling charges. This option is best for friends and family who live nearby. Girls must remember to contact customers who place girl delivery orders so they can schedule delivery.
- Magazines are available online only. They are sent directly to the customer.
- Tervis Tumblers, candles, personalized stationery and frames, and BarkBox items are online only for shipping only. These items have extra shipping charges.
- Customers pay for all online orders at the time the order is placed, including girl delivery orders. Girls do not collect money for any orders placed online.

CARE TO SHARE

The Care to Share program allows customers to donate nut items to military organizations and local food banks. The donation can be made on the order card or through girl online storefronts. Each Care to Share item is \$7. The product program department facilitates delivery of all Care to Share items.

1. Girls who sell five Care to Share items will receive a Care to Share patch.
2. Girls who sell 15 Care to Share items will receive the patch and \$10 in Council Dough.



2026 Sweets & Treats Fall Product Program Updates & Reminders

Stay Informed During the Season

Stay up-to-date during the season. Attend the Sweets & Treats Fall Product Program scheduled periodic online chats. This is an opportunity for in-the-moment learning and a chance to ask your questions. The virtual chats are perfect for new troops, troops with questions, or anyone who needs a refresher. The schedule is posted in gsLearn.

Rewards

Girl Scouts have an opportunity to earn a variety of rewards through the Sweets & Treats Fall Product Program.

Troop Bonus

Have fun and earn \$10 per girl for your troop by having each girl do the following in the M2 system:

- Register her account.
- Sell at least five online items by Oct. 5.

Girl Scouts who complete these tasks will also earn the online patch!



The \$10 per Girl Scout helps your troop with start-up funds and is deposited directly into your troop's account by Oct. 30.

Troop Reminder

To receive the troop bonus and troop proceeds, troops must have a minimum of five girls registered and three of those girls must be participating in Sweets & Treats Fall Product Program. Participating is defined as selling at least one item. If three girls are participating, at least one must be unrelated to the other troop members participating. Troops that do not meet this minimum, the Girl Scouts participating will be classified as Juliettes (Individually Registered Members) for the program and earn Council Credits instead of troop proceeds.



2026 Sweets & Treats Fall Product Program Updates & Reminders

Special Cookie Crossover Patch

To receive your special Girl Scout Cookie Crossover personalized patch:

- Create your avatar in the M2 system.
- Send 18+ unique customer emails and use the “Share MY Site” function in the M2 system during the Fall Product Program.
- Sell \$325+ in combined Fall Sales.
- Sell 350+ packages of cookies during the 2027 Girl Scout Cookie Program.



Sweets & Treats Fall Product Program Season

Come to Girl Scout Fest on Sept. 26 to kick off the Sweets & Treats Fall Product Program!

Join us for exciting entrepreneurial programs while learning about the Sweets & Treats Fall Product Program. Program dates are Sept. 23–Oct. 19. Order card and online girl delivery sales end Oct. 12. Online direct shipped only sales are extended for one additional week.



Fun Opportunity for Girls

Girl Scouts have an opportunity to earn a 40” stuffed kangaroo. For each goal completed, girls will receive an entry into a random drawing:

- Goal 1: Create an avatar.
- Goal 2: Send 18+ unique customer emails.
- Goal 3: Sell \$100 worth of items.



GSWCF GIRL REWARD CREDITS

Caregivers are updated about the reward earnings below via e-mail at the conclusion of the season. GSWCF uses the primary caregiver's email provided at the beginning of the season. Please confirm your email address in your myGS profile. Contact Customer Connections at info@gswcf.org or 813-281-4475 if changes are needed with the primary caregiver's contact information.

Girl Scouts who participate in the Sweets & Treats Fall Product Program can earn a variety of GSWCF-specific unique rewards. Below is an explanation of Council Dough and Summer Camp Bucks. Please also review the order card to learn more about levels and opportunities.

Reward	Description
GSWCF Council Dough* 	GSWCF Council Dough can be used to: • Register for GSWCF programs and events at gswcf.org/events. • Participate in GSWCF summer camp or service unit encampments. • Pay for GSWCF service unit events (let the event organizer know your Girl Scout wants to use her Council Dough). • Purchase Girl Scout merchandise at GSWCF's store or trading posts (not online at this time). • Renew your Girl Scouts' membership. • Assist with Girl Scout's GSUSA destination expenses or travel conducted with EF Tours or Explorica (submit a request to info@gswcf.org for details). Council Dough expires two years after being awarded (i.e., Council Dough awarded in 2027 will expire Sept. 30, 2029).
GSWCF Summer Camp Bucks * 	GSWCF summer camp bucks are used to register for GSWCF summer camp and up to one Camp Care Kit. GSWCF summer camp bucks expire the summer season that they are earned (i.e., camp bucks awarded for the 2026-2027 Fall Sweets & Treats or cookie season must be used during summer 2027). Caregivers need to register for the GSWCF camp session that their Girl Scout intends to attend and pay the deposit to hold her spot. The deposit will be refunded if camp bucks cover summer camp in full. Camp bucks can be combined with council dough/ council credit to pay for summer camp.

To request a balance for any of these credits, caregivers can contact Customer Care at info@gswcf.org or 813-281-4475.

*GSWCF rewards are designed for the Girl Scouts who earned them and are not transferable. Reward experiences cannot be transferred to another Girl Scout or Troop. Reward credits are for GSWCF redemption and not transferable to another Girl Scout council for use. No alternative credits are given after selections are submitted to GSWCF.

*For program/events purchased with Council Dough, GSWCF will provide refunds of the rewards credits if the purchased event is cancelled by Council, or a caregiver requests a refund before the cancellation policy deadline.

GETTING STARTED: REQUIREMENTS FOR 2026 SWEETS & TREATS FALL PRODUCT PROGRAM

Get registered.

Only registered adults with an approved volunteer role and up-to-date favorable background screening are permitted to coordinate the troop's Sweets & Treats Fall Product Program. Girls must be registered for the 2026-2027 membership year to participate. Memberships should be verified in the troop leaders' myGS member profile (gswcf.org).

Check out the M2 online platform, create an account and design your personalized avatar.

When volunteers gain access to the M2 online system, it is important to first check your troop roster. You may receive a welcome email from M2 through which you can access the system or simply go to gsnutsandmags.com/gswcf. Only volunteers who have taken the information session will be given access. Visit gswcf.org/fpp for additional information.

Verify your troop's bank account information in the M2 online platform.

Check out the "Money Matters" section for detailed information.

Host a caregiver meeting.

See the caregiver meeting checklist for tips.

Caregiver MEETING CHECKLIST

- ☐ Host a Sweets & Treats Fall Product Program training night for Girl Scouts and their families. Explain the purpose of the program as a troop opportunity to generate funds to start the Girl Scout year and hand out program materials.
- ☐ Inspire! Encourage! Motivate! How you present the program will have a big effect on the girls' enthusiasm and caregiver support.
- ☐ Review the Five Skills for Girls: goal setting, decision making, money management, people skills, and business ethics. These valuable skills are at the heart of every product program and will last a lifetime!
- ☐ Set individual and troop nut and chocolate, magazine, and Care to Share goals with your Girl Scouts. Reinforce how individual sales goals help the troop reach its overall goal and fund troop program activities.
- ☐ Share information about the troop bonus and how your troop can earn \$10 per girl when each girl completes the following in the M2 system by Oct. 5:
 - ☐ Register her account.
 - ☐ Sell five online items.
- ☐ Review all important dates and deadlines. Not missing due dates is critical to the success of the program; stress the importance of timeliness with families.
- ☐ Review safety guidelines for girls.
- ☐ Review money handling procedures. Set clear expectations for conduct and collection of money due to troop.
- ☐ Check out the caregiver informational video at gswcf.org/fpp.

Caregiver Permission & Responsibility Form

1. Caregivers must complete a **Caregiver Permission & Responsibility form** for each girl participating in the program. **Do not release program materials or products to caregivers who have not completed the form.** Permission forms not only allow girls to participate, but they also demonstrate caregivers' willingness to be held accountable for program deadlines, orders taken and delivered, and product and money received. The form is mandatory and a critical requirement for troop financial management of the program and debt collection if a caregiver fails to pay for products.
2. Caregiver Permission & Responsibility forms should be filled out before the submission of paper and online girl delivery orders.
3. If the girl has more than one caregiver who will be financially responsible for the products, all financially responsible caregivers must complete the Caregiver Permission & Responsibility form.

Safety Guidelines

Show that You are a Girl Scout

- Girls should wear a Girl Scout membership pin, uniform or Girl Scout clothing (i.e. a Girl Scout T-Shirt) to clearly identify themselves as a Girl Scout.

Use the Buddy System

- Always use the buddy system. It's not just safe, it's fun!

Be Street Wise

- Become familiar with the areas and neighborhoods where you will be selling Girl Scout products.

Partner with Adults

- Adults must accompany Girl Scout Daisies, Brownies, and Juniors when they are taking orders, selling or delivering product. Girls in grades 6-12 must be supervised by an adult when selling door-to-door and must never sell alone.

Plan Ahead

- Be prepared for emergencies and always have a plan for safeguarding money.

Do Not Enter

- Never enter a customer's home or vehicle while selling or delivering.

Protect Privacy

- Girls' names, home addresses, and email addresses should never be given out to customers. Protect customer privacy by not sharing their information except as necessary for the product sale.

Be Safe on the Road

- Always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways. Be aware of traffic when unloading product and passengers from vehicles.

Be Net Wise

- Girls must have their caregiver's permission to participate in all online activities.
- Girls and caregivers must read and agree to the GSUSA Internet Safety Pledge before conducting any online activities.

QUICK STEPS FOR USING M2 ONLINE PLATFORM

Step 1 Set up system access to M2 and update contact information and verify Girl Scouts.

- Once you have been added to the M2 system, you will receive an email from Girl Scouts of West Central Florida (GSWCF). It contains a link to where you will create a password, and after logging in, create your avatar, verify Girl Scouts listed, add a troop video, launch an email blast to the girls/caregivers in your troop, and monitor your nut and chocolate sales throughout the Sweets & Treats Fall Product Program. If a Girl Scout is missing in the M2 system, please fill out this JotForm to request to be added.
- See below for instructions on setting up your M2 access:
- Click link in your email to create your password or visit www.gsnutsandmags.com/gswcf to visit the admin site.
- Update your user profile.
- Create your avatar.

Step 2 Verify troop banking information.

Troops who participated in a previous product season will have their troop bank information uploaded into the M2 system for the 2026 Fall Product Program season. Troops will need to verify the last four digits of the bank account listed in the M2 system are correct.

NEW troops or troops that changed banks or accounts will need to submit a [Bank Update JotForm](#) to have their troop's bank account information added into the M2 online platform by Oct. 13. If GSWCF does not receive new/updated bank account information by this date, and the troop earned the initial bonus, earnings will be deposited into the SU bank account.

See below for instructions on verifying troop banking information.

- Click the Banking & Payments link.
- Click 'View ACH' to review your banking info.
- Review your bank name, routing number and account number.
- Submit Bank Update JotForm to make corrections.

Step 3 Send email blast to girls/caregivers inviting them to set up their online storefront.

You can add or edit the email addresses of the caregivers in your troop via Parent and Guardian Email Blast. Doing so triggers an email to caregivers that includes a link to M2 so they and their girl(s) can get started.

- Click 'Parent and Adult Email Campaign' link on the M2 dashboard.
- Any girl/caregiver names and email addresses pre-loaded by GSWCF product department will show here.
- Click 'Add Contacts' and either upload or manually enter emails.
- Click 'Update' and email will be sent to girls/caregivers with a link to participate.
- Click 'Send and Close' to launch your email.

Note—email addresses entered before the start of the Sweets & Treats Fall Product Program will not be sent until campaign launch date of Sept. 23.

QUICK STEPS FOR USING M2 ONLINE PLATFORM

Step 4 Add paper order card orders into M2.

- Caregivers should be encouraged to enter their girl's paper order card orders into the M2 system during the sale by 11:59 pm on Oct. 12. The deadline for troops to enter or correct all paper card orders is 11:59 p.m. on Oct. 13.
- To add girl orders from the troop dashboard, choose 'Paper Order Entry.'
- Click the pink pencil icon next to the girl's name.
- Enter the total amount for nut and chocolate item by variety from her order card.
- Click 'Update.'
- Since order information is automatically transferred, there is no submit button.

Step 5 Select troop delivery date/time/location.

- Click 'Manage Troops & Girl Scouts.'
- Click on '+' sign next to troop number.
- Click 'Product Pickup.'
- Select desired pick-up location, date and time.
- Click 'Save and Continue.'

IMPORTANT: Once a troop pick-up location, date and time is submitted, it cannot be changed by the troop. The system may allow you to change it, but it does not transmit the change to council and no change is made with the delivery agent. This year we have a new delivery agent. Please do not make any changes in the M2 system after submission. Contact info@gswcf.org regarding submission change questions.

Step 6 Enter girl payments.

- Record payments received from girls/caregivers in your troop. Recording this information helps you if you find girls/caregivers falling behind in making payments. It's better to address this issue immediately than waiting until long after the sale has ended.
- Click 'Banking and Payments.'
- Under 'Girl Scout Payments' section.
- Click 'Add Girl Scout Payment.'
- Select specific girl name and record amount.
- Click 'Record Payment.'

Step 7 Verify or enter girl rewards.

- Rewards are automatically calculated. Caregivers, girls and troop fall product managers may view to verify rewards earned online in the M2 system. If there are choices or size options, these selections should be finalized in the M2 system by 11:59 p.m. on Oct. 20.
- Click on the 'Rewards' link from your dashboard and you will see a screen where you can 'Manage Earners.'
- Select a girl from your list of girls to see what rewards she has earned to date.
- For reward levels with options, make the selection here and click 'Update.'
- If there are no changes to be made, click 'Cancel.'

HOW TO PICK UP NUTS AND CHOCOLATES

Nuts and chocolates pickup occurs Nov. 6-9

Fall Product volunteers must choose a delivery location and time slot in the M2 system by Oct. 13, if there are any paper nut order card or girl delivered nut and chocolate sales. If not chosen in the M2 system council will choose a location and time slot for your delivery.

Fall Product volunteers need to print out the troop delivery ticket showing the combined totals of paper nut order cards and girl delivered orders. They must have their own copy to verify the items being picked up.

Under 'Product Management' section on dashboard, click 'Delivery Tickets.'

1

Under 'Troop Tickets by Troop' section, select your troop number.

2

Click 'Create Ticket,' and print PDF copy of ticket.

3

Once council submits order to vendor, the system may appear to allow you to make a change, however, the change is not transmitted to council. If you would like to request a change, contact info@gswwf.org. Changes cannot be guaranteed, but we will do our best to accommodate. We have a new delivery agent this year. It's important to contact council with any change requests.

4

HOW TO PICK UP NUTS AND CHOCOLATES

Tips for Picking up Products

- Ensure vehicle trunk/seats are clean and free of trash and pets. Avoid smoking when picking up, transporting and storing products.
- **Verify product counts before signing the delivery agent's copy of the delivery ticket.** Errors cannot be fixed once you leave the delivery location. Ask the delivery agent to slow down with counting, if needed.
- **Do not have your vehicle loaded until you have verified each item.** Ensure all items are loaded in your vehicle.
- Once products are picked up, go straight home and unload your vehicle.
- Keep all products out of the sun and be mindful of storing them in hot places such as garages and cars. Do you know the melting point for chocolates? It's lower than you think! Even a quick trip to the store with product left in your car can damage it.
- Do not store products in your vehicle, especially for long periods of time to avoid melting and theft. **Melted products CANNOT be returned, exchanged or sold. They become your personal property and you are responsible for payment.**
- If product is not picked up at the chosen date, time, and location, all items are returned to our distributor's warehouse. Troops will have to make arrangements with council to pick up at a later date.

Distribution of Fall Products to Girls/Caregivers

After picking up orders, distribute to girls immediately.

Set up a time and place (your home is the best location).

1

Pre-stage each girl's order to speed up the process.

2

Fill out an itemized receipt in advance and have it ready when the girl and her caregiver arrive.

3

Encourage caregivers to count all items before **signing the itemized receipt.** Remember to include any Care to Share orders from the paper order card to ensure correct amount due is listed, when writing out receipt.

4

The troop fall product manager becomes fully responsible for all products signed for without proof of caregiver pick-up. **Ensure that caregivers sign an itemized receipt when they pick up products.**

SERVICE UNIT (SU) PRODUCT MANAGER CHECKLISTS

Pre-Sale CHECKLIST

- ❑ Sign the online SU product manager agreement available through gsLearn (unless you attend one of the live sessions).
- ❑ Complete SU level product manager information session.
- ❑ Communicate with troops the options for troop level fall product training.
- ❑ Log in to M2 system, create an avatar and ensure all active troops are listed.
- ❑ Invite Juliette Girl Scouts to participate in Sweets & Treats Fall Product Program.
- ❑ Remind troops about credit card payment options for customers and caregiver payments.
- ❑ Remind troops about the troop bonus and how troops can earn \$10 per girl when each girl completes the following in the M2 system by 10/5:
 - ❑ Register her account
 - ❑ Sell five online items
 - ❑ Pre-stage troop materials for pick-up by troops who complete training:
 - ❑ Order card (one per girl)
 - ❑ Money envelope (one per girl)
 - ❑ M2 quick start flyer (one per girl)
 - ❑ Receipt pages (one per girl)
 - ❑ Large envelope (one per troop)
 - ❑ Caregiver permission form – online form.

During Sale CHECKLIST

- ❑ Remind troop product manager to log in to M2 system, create avatar and double check girl roster.
- ❑ Ensure troops have verified troop banking information.
- ❑ Verify all troops entered girl order card orders by deadline.
- ❑ Verify all troops with paper order card and/or delivery orders have chosen delivery date, time, and location.
- ❑ Communicate with troops on a regular basis: important dates, reminders, etc.
- ❑ Encourage leaders to attend Sweets & Treats Fall Product Program online chats, which offer real-time learning and an opportunity for questions. The online chats are perfect for new troops or troops with questions.

Post-Sale CHECKLIST

- ❑ Remind troops to deposit all funds into troop bank account prior to ACH sweep date.
- ❑ Remind troops to verify all girl rewards have been chosen by the deadline.
- ❑ Once rewards are delivered (December 2026/January 2027), count and confirm all items have been received.
- ❑ Complete JotForm to report any missing reward items within 10 days of receiving rewards.
- ❑ Distribute rewards to troops as soon as they are verified. Ensure troops count and sign for rewards.
- ❑ Download and/or print the following reports:
 - ❑ Troop Reward Delivery Tickets PDF or Excel report (provides information on rewards earned for each troop).
 - ❑ Troop Products & Financials Excel report (provides financial information to include troop proceeds).
- ❑ Remind troop to submit outstanding caregivers by Dec. 1. Use this [form](#) to submit outstanding caregivers.

MONEY MATTERS

Below is a summary of financial items related to the Sweets & Treats Fall Product Program. If you have additional questions, please contact info@gswcf.org.

Cheddar Up

Cheddar Up is an easy online tool for troops to collect payments from caregivers. Cheddar Up is free for troops to use, and convenience fees associated with processing the payment can be passed on to the caregiver only.

Troops create an online collection form to make it easier to collect payments from caregivers. Money collected from caregivers via Cheddar Up is transferred into the troop's bank account by the troop leader.

Check out [Online Payments \(gswcf.org\)](https://gswcf.org/online-payments) for information on how to sign your troop up for Cheddar Up.

ACH Sweeps

GSWCF conducts Automated Clearing House (ACH) sweeps, a network for electronic payments either to debit or credit a troop's bank account for funds due for product programs. GSWCF will conduct an ACH sweep for the full amount due to council on Dec. 10. If a troop is owed a refund, an ACH deposit will be conducted on Dec. 10 into the troop account. All troops must have a troop bank account to participate in any product program.

To update new troop bank info please submit [Troop Bank Update JotForm](#) to have it updated in M2.

New troops who are in the process of opening their troop bank account must contact the product program team by Oct. 13, email info@gswcf.org of where they are in the process.

Additional Money Matters Information

1. Caregivers must fill out and sign the online Caregiver Permission & Responsibility [form](#) for every participating girl. (See Caregiver Permission & Responsibility Form information in the Getting Started section for more information.)
2. Do not give sales materials or products to a girl if the caregiver has not signed a Caregiver Permission & Responsibility form.
3. Customers who order via the in-person paper nut order card pay when the product is delivered. Customers who order online girl delivered prepaid for all items ordered.
4. Girls/caregivers should never be asked to pay for product when picking it up from the troop. Exceptions may be considered if there is a prior history of outstanding parent debt. In this case, contact the product program department at info@gswcf.org.
5. Troops decide whether they will accept paper checks from customers and/or caregivers. Communicate this to the caregivers. If accepted, checks should be made out to the troop and deposited into the troop bank account. Troops can restrict the amount of the check that is accepted.
6. Troops accept responsibility for fees associated with checks returned for insufficient funds.
7. Troops are encouraged to have parents pay via money order or Cheddar Up.
8. Keep record of each caregiver's products and payments separately on the itemized receipts and recorded in M2 under the girl.
9. When caregivers pick up nut and chocolate items or turn money into the troop, ALWAYS provide them with an itemized receipt for the items/money received AND have the caregiver sign the receipt.
10. All money should be deposited into the troop bank account promptly and frequently. This deposit needs to occur in time for the funds to become available for the ACH sweep.
11. Outstanding caregiver paperwork must be submitted via the online form to the product program department by **Dec. 1. Due to scheduling, late paperwork cannot be accepted.**
12. Troops must have all funds in the troop bank account by Dec. 2. An invoice for the amount of the ACH sweep/refund will be emailed to the troop leader by **Nov. 20.**
13. The ACH sweep from the troop account for the amount due to council, minus outstanding caregiver balances submitted on time, occurs **Dec. 10.** No exceptions will be made.
14. The troop is responsible for any fees associated with declined withdrawals or insufficient funds. Troops authorize GSWCF to repeat electronic (ACH) payments that fail for any reason within **five business days.**
15. Failure to have sufficient funds for the ACH sweep on the scheduled date doesn't grant a troop extension from GSWCF. Unpaid troops will be subject to collection efforts which include collection agencies. The troop will not be allowed to participate in the 2027 Girl Scout Cookie program until their balance is paid in full.
16. If a troop is due a credit, GSWCF will use the banking information provided to credit or return any monies due to the troop on **Dec. 10.**

Outstanding Caregiver Balances

Troop fall product managers must notify caregivers in writing (email, text or mail) of shortages in money. Include due dates for all outstanding funds. If caregiver money is still outstanding at the end of sale, the troop fall product manager must complete the online [Outstanding Balance form](#) and upload pictures of the following:

- Receipts signed by caregiver(s) for products received
- Copy of receipts for funds paid
- Copy of the delinquent notification text, letter or email
- Copy of signed Caregiver Permission & Responsibility JotForm (electronic confirmation)

These items must be received via the online [form](#) no later than Dec. 1 for GSWCF to send the correct ACH invoice for troop accountability. Please submit even if the caregiver says they will pay the troop before the ACH sweep. If caregiver pays troop after submitting, email info@gswcf.org with:

- Troop number
- Name of caregiver
- Amount paid

Troop Proceeds

Remember: troop proceeds belong to the entire troop and never become the property of an individual girl.

Troops must have a minimum of five girls registered, with three girls participating (at least one unrelated) to receive proceeds.

Troops receive **15% of sales** for each item sold in the Sweets & Treats Fall Product Program.

Opt Out

Older girl troops (Juniors and older) are eligible to opt-out of rewards and instead earn an additional 2% in troop proceeds. This choice affects all girls in the eligible troop and must be agreed upon by ALL girls in the troop, not the caregivers.

Individual girls cannot choose to opt-out of rewards.

For eligible troops that choose this option, girls will still earn patches, Care to Share and Membership reward.

Opt-Out Form

Troops who wish to opt-out of rewards must complete an opt-out form, which must be signed by **every** girl in the troop. Troops must take a picture of the signed opt-out form, send to council by Oct. 13 using [JotForm](#). The opt-out form can be found at gswcf.org/fpp.

Tips for Opt-Out Troop Discussions

- Discuss troop budget and troop goals.
- Have girls calculate troop proceeds and how much additional proceeds would be earned if they opt-out.
- Explain that the opt-out decision must be 100% agreed upon by all participating girls.

Thank you!

We're Here For You!

Please contact the product program team if you have questions.

Phone/fax: 813-281-4475 • info@gswcf.org



Jennifer Libby

Vice President, Product Programs



Jessica Hadley

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M2's customer service team

Contact M2's customer service team directly with all questions regarding the online platform at support.gsnutsandmags.com or 800-372-8520.

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