



2026

Fall Product Program Troop Guide



Why should
YOU
participate in
Fall Product?



Instant Troop Funds!

Girls can participate
online, in person, or both!

In November, funds will be deposited
into the troop bank account, and
products will be delivered.



Troops Earn 20% On Every Item Sold!

*These earnings can be
used to fund things like:*

Troop Trips Badge Activities
Camp Adventures Supplies + Uniforms
Community Service Projects



3 Easy Ways to Participate:

1. Online Direct Ship: Customers order online for direct shipping.
2. Online Girl Delivered: Girls collect orders **online** & deliver once product arrives.
3. In-Person: Girls collect orders on **order cards** & deliver once product arrives.



2026 Important Dates

September 22-September 30

Leaders will receive an email with access to our Fall Product online system called M2, where you can check rosters, see entered orders, set up Fall Product sites, and more!

September 30

Fall Product Program begins!

September 30-October 29

Girl Scouts and families enter in-person orders to M2. Girl Scouts should make reward choices on all levels.

October 28

Leaders, remind your families that they have 1 more day to enter in-person orders in M2.

October 29

Last day for Girl Scouts & their families to enter in-person orders into M2. !

October 30-31

Final day for troops to edit in-person orders in M2. Online shipped and girl delivery orders auto-populate. Final orders, rewards, and money due.

November 2

Last Day for Online Girl Delivery and Direct Shipped orders.

November 10

ACH withdrawal of Fall Product Program funds owed to GSMH.

November 12

Troop proceeds from online sales deposited into troop bank account.

November 17-23

Products delivered to Service Unit Chair!

December 1-31

Girl Deliveries!



How it works:



Before you join:

1. Attend our virtual Q&A session on Thursday, Sept. 17 @ 6:30 p.m. on Zoom. (optional)
2. Complete the Fall Product gsLearn training.
3. Host a Family Training
 - Generate enthusiasm!
 - Help girls understand their “WHY” for participation.
 - Explain how girls get access to M2 and encourage them to use it.
4. Set up your M2 account!
 - Log in using your M2 Email Invitation
 - Complete Volunteer Agreement + watch M2 training video
 - Create your avatar
 - Send out Parent Adult Email Campaign (PAEC)

Parent Adult Email Campaign (PAEC):

- **The PAEC** is a group of emails sent to girls with information on how they can participate in the Fall Product Program.
- **Where it is:** Under the “Campaign Setup” tab in M2. Here, you can:
 - Delete any girls no longer in your troop
 - Add contacts for any girls that should be in your troop

2% Option Form

Junior, Cadette, Senior, and Ambassador troops can earn an extra 2% troop proceeds on all items if all girls agree to opt out of rewards!



Fill out the form by Friday, October 9!

During the program:

- Encourage girls to send emails from their M2 site
- Input girl order cards and reward choices to M2 by October 31 at 11:59PM
- Deposit money collected to troop bank account

After program ends:

- Deposit all money collected to troop bank account
- Coordinate nut and candy pick ups with Service Unit Chair
- Set up a time for families to pick up Nut & Candy
- Prepare for funds to be electronically withdrawn on November 10.
- Distribute girl recognitions, timeline TBD

Win a Giant Kangaroo Plush! (or THREE!)

Girls:

1. Send 40+ emails for a chance to win 1 plush!
2. Have 500+ in total sales for a chance to win 2 plushies!

Volunteers: Complete M2 registration and send out PAEC by October 2 for a chance to win a third plush!



Care to Share

Convoy of Hope is GSMH's Care to Share partner. Customers can give back while supporting the troop, as each donation counts as a girl sale and earns troop proceeds!





Important Details:



New items & lower prices!

For the 2026 Fall Program, we have lowered prices on select items! We hope this will make it easier for girls and customers this year.

Check out NEW items on the Order Card!

The 2026 order card features 19 nut & candy items (3 new for 2026!) and a Care to Share community donation!

Money handling:

- Give receipts for all money collected.
- Any orders submitted by the troop are the troop's responsibility.
- Products become the responsibility of families once distributed.
- Ensure all troop funds are deposited before ACH withdrawal on November 12.

How to submit paper orders in M2:

1. Click on the **Paper Order Entry** link under **Product Management** tab.
2. You will then see all the in-person orders girls have added into M2 from their order cards.
3. Click on **each girls order** and **confirm** that the information they entered is correct. If it's not correct, you can make and submit any edits.
4. Check if there are girls who have not entered their in-person orders into M2. You can click on those girl's names and enter the orders for them, then click update.



Deliveries:

1. Product deliveries to Service Unit Chairs will occur between **Nov 17-Nov 23**.
2. Then, Service Unit Chairs will determine date and time to distribute the product to troops.

Rewards:

- Reward delivery dates are TBD. We will have more information at end of program.
- Council Reward Items will be purchased through Amazon vouchers given to caregivers. They will be delivered by Amazon.

Cookie Crossover perks!

Troops that participate in the 2026 Fall Product Program and achieve a **Per-Girl Selling Average (PGA) of \$350 in sales** will have the opportunity to earn **an extra \$0.05 per package** sold during the **2027 Cookie Program!**

Entering Bank Information: (Complete by October 15!)

1. Log into M2
2. Click on "Banking & Statements"
3. Hit the + next to your troop number
4. Select "Manage ACH"
5. Enter Bank Name, Routing Number & Account Number
6. Click "Save ACH"

Scan to view a video tutorial:



Resources & Quick Help:

Need Help?

Our Cookies+ Team, Abby Trimble & Amber Huey, is here to help!

To reach out to them, please email info@girlscoutsmoheartland.org

Time to Rally!

- Check out our website with more rally ideas and forms!
- Rally patches are available to order by October 1. **Submit your order form:**
- After submission, you will be contacted for payment.



Trainings & Resources:

For more information, please scan the QR code to visit our Fall Product Program webpage.

Throughout the season, additional resources will be added to that webpage.



M2 Resources:

M2 Support Website

Scan this QR code for:

- Help articles and tutorials
- Frequently Asked Questions
- Step-by-step instructions
- Order support resources



M2 Customer Service

(800) 372-8520

Contact M2 Customer Service if:

- You are unable to complete a Girl Delivery.
- A customer does not receive a Direct Ship order.
- You have questions about an online customer order.
- You need assistance with an M2 account or online ordering issue.

How can I find all orders needing delivered to customers?

In M2, girls can print the Girl Delivery Ticket to get a full list of girl deliveries.



M2 Report Terms:

All Sales Summary Report: Tracking total amount of sales per each item.

Summary Report: Tracking per girl average (PGA) and amount due at end of sale.

Delivery Tickets: Important to pull and print when distributing rewards and products to girls. Shows products each girl sold and all rewards the girl and troop earned.