



2026 Troop Fall Product Manager Training

girlscouts 
western pennsylvania

 **Media**

ASHDON FARMS™

Thank you. Volunteers!

We couldn't do it without you!



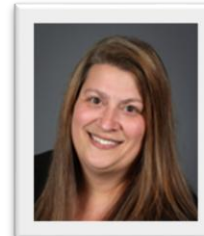
Product Program Team

Girl Scouts Western Pennsylvania



Lisa Shade

VP, Brand Marketing & Product Program



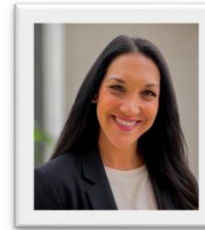
Debbie Hazlett

Product Program Coordinator-Operations



Amanda Farrell

Director, Product Program



Vanessa Fatur

Product Program Coordinator-Experience



Erin Duffy

Manager, Product Program



Lisa Wojtkielewicz

Product Program Specialist

What is the Gifts & Goodies Program?



Why Participate in the Gifts & Goodies Program?

- ✓ 100% of proceeds stay within our local council
- ✓ Early-season troop funds
- ✓ Easy-to-sell, gift-ready products
- ✓ Short, simple program timed with the holiday season
- ✓ Hands-on financial literacy experience for girls
- ✓ Individual rewards that encourage goal setting
- ✓ Valuable practice for the Girl Scout Cookie Program



Ways to Participate

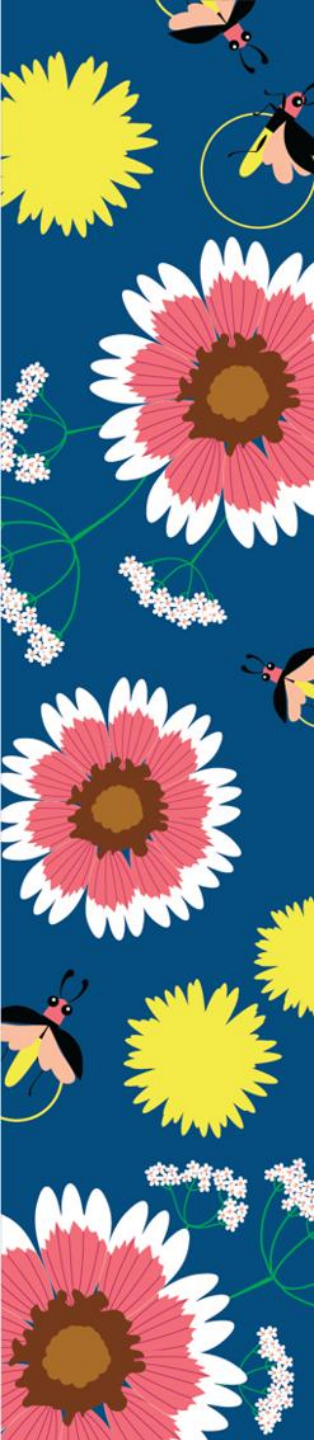
Girls can participate in ANY or ALL of the following options:

ONLINE with a personalized storefront:

- Nut and candy items—shipped and girl-delivered* options
- Operation: Sweet Appreciation donations
- Magazines
- BarkBox
- Tervis Tumblers
- Candles
- Personalized stationery and gifts

IN-PERSON with a paper order card:

- Nut and candy items
- Operation: Sweet Appreciation donations

A decorative vertical border on the left side of the slide. It features a dark blue background with several large, stylized flowers. There are yellow daisy-like flowers and pink flowers with white petals and brown centers. Small white flowers are also scattered throughout. Several bees are flying around the flowers, some with yellow and black bodies and others with pink and black bodies.

5 Essential Skills

- Goal Setting
- Decision Making
- Money Management
- People Skills
- Business Ethics

Council Communications

Your **service unit fall product manager** is the first contact for troop support.

We'll communicate updates to you through the following channels:

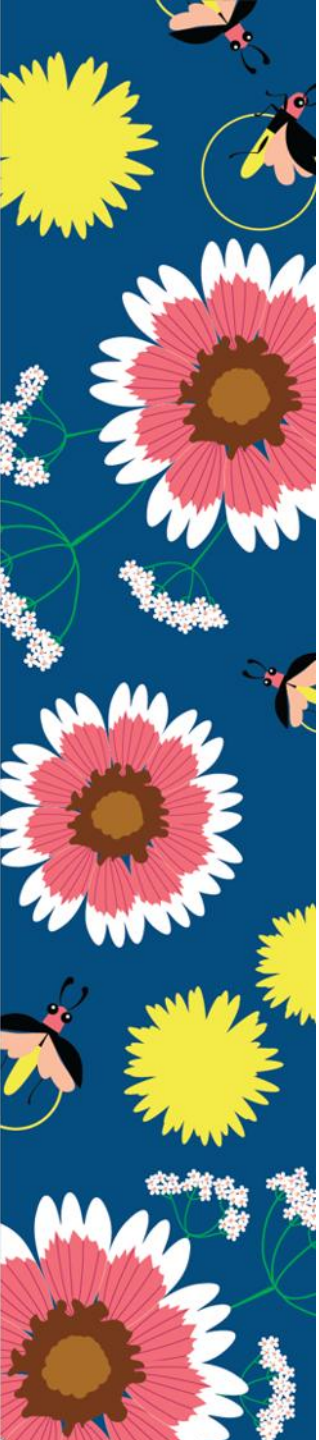
- Gifts & Goodies Gazette
- Email
- Text messaging (optional): TFPMs can opt in by texting TFPM26 to 800-248-3355
- Facebook: GSWPA Cookie & Fall Product Program Volunteers
- gswpa.org

M2 customer service

question@gsnutsandmags.com or 800-372-8520

Council's member care

800-248-3355 or fallproduct@gswpa.org.



Program Materials

Digital Materials

- 2026 Gifts & Goodies Program Troop Guide
- TFPM Agreement
- Caregiver Agreement

Print Materials

- Troop quick-start guide and calendar
- Paper order card
- M2 online setup flyer for girls/caregivers

Key Dates



September 15: (after 10 a.m.)

- Volunteer Access

October 1:

- Program begins, online ordering opens, and Girl Scouts may sell in-person.

October 21:

- Online girl-delivery option ends at 11:59 p.m.
- Paper Orders are due in M2 by 11:59 p.m.

November 11-16:

- Nut and candy items will be delivered to service units.

Dec. 6:

- Online shipped sale ends

December 7:

- Reward selections are due on M2 site by 11:59 p.m.



Getting Started In M2

- ✓ Watch your inbox for the launch email (Sept. 15)
gsnutsandmags.com/admin
- ✓ Set up your account in M2.
- ✓ Use the Troop Dashboard (create avatar and prepare launch email)
- ✓ Verify girl information in M2.

Family Meeting

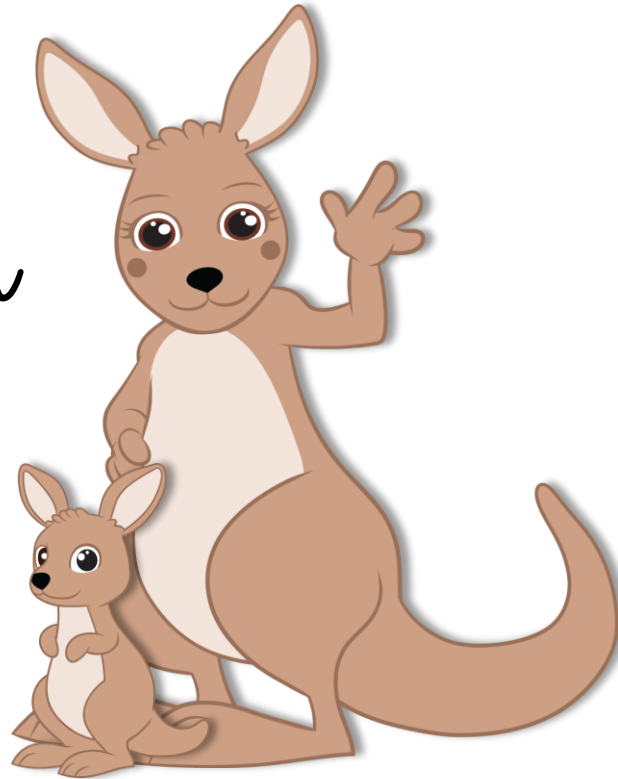
- How/when caregivers should contact you
- Importance setting troop and individual goals
- How program benefits girls
- Proceeds
- Operation: Sweet Appreciation
- Important Dates
- M2 – Girl Dashboard
- Placing the order – caregiver due date
- Rewards
- Delivery –including online girl-delivery order option



READY TO explore



Bindi



2026 Product Offerings

- ☐ Nut and candy items—shipped and girl-delivered
- ☐ Operation: Sweet Appreciation donations
- ☐ Magazines
- ☐ BarkBox
- ☐ Tervis Tumblers
- ☐ Candles
- ☐ Personalized stationery and gifts



Nuts and Candies

New Item

Cranberry Trail

Retired from order card

Dark Chocolate Peppermint Pretzels *(available online)*

New Name

‘Chocolate Covered Raisins’ are now called ‘Raisins Covered in a Chocolate Coating’ for clarification.

Mint Treasures

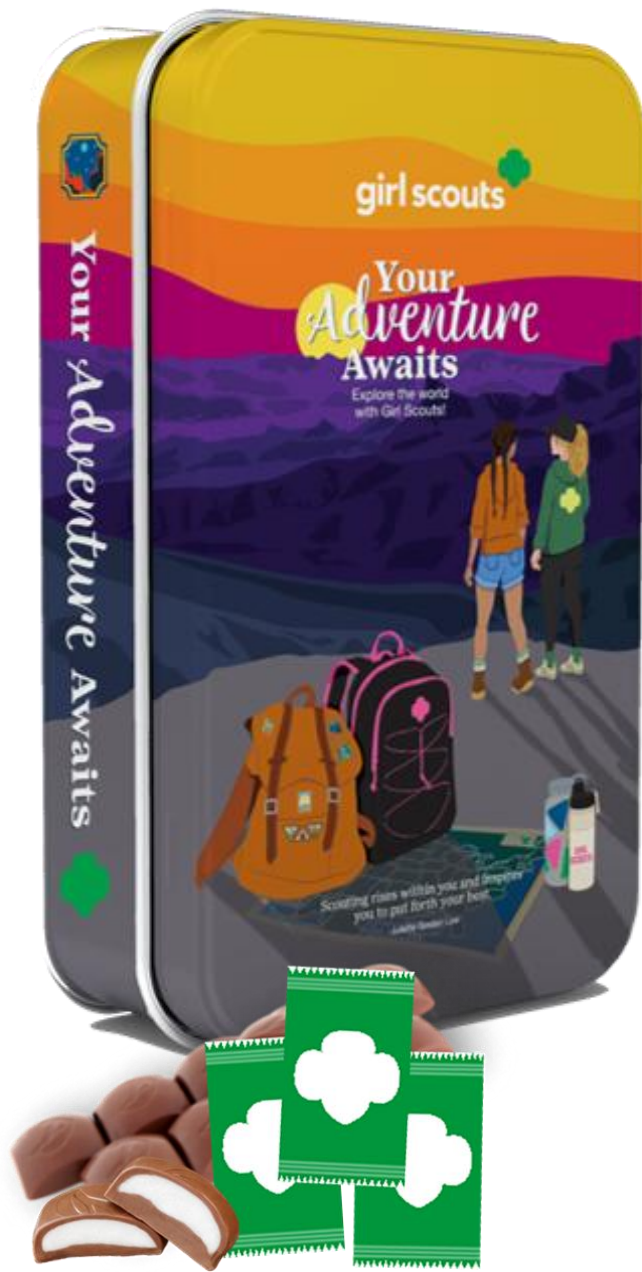
Same product but without artificial dye so the centers are now white.



A Mint Treasures \$13 Creamy milk chocolate with a refreshing mint filled center. 6oz. Tin  second in book tin series gf	B Chocolate Covered Pretzels \$13 A favorite sweet and salty snack. Crunchy pretzels covered in smooth milk chocolate. 6.5oz. Holiday Tin  holiday tin gf	C Honey Roasted Mixed Nuts \$13 Cashews, almonds, peanuts and pecans with a touch of honey. 16oz. Jar  gf	D Whole Cashews \$9 A classic favorite roasted and salted with sea salt. 8oz. Poptop Can  with sea salt gf
E Cranberry Trail \$9 Roasted and salted whole cashews and almonds mixed with dried cranberries. 7oz. Poptop Can  new! gf	F Deluxe Pecan Clusters \$9 Roasted pecans covered in caramel and milk chocolate. 5oz. Box  gf	G Raisins Covered in a Chocolate Coating \$9 The plumpest raisins in a chocolate coating. 10oz. Poptop Can  same product, new name gf	H Dark Chocolate Caramel Caps \$9 Dark chocolate covered caramel topped with sea salt. 6oz. Box  with sea salt gf
I English Butter Toffee \$9 Crunchy handcrafted toffee drenched in milk chocolate. 5oz. Box  hand crafted gf	J Dark Chocolate Mint Penguins \$9 Rich dark chocolate penguins bursting with frosty mint. 5oz. Box  gf	K Peanut Butter Trail Mix \$8 Peanuts, peanut butter gems, peanut butter mini cups, mini pretzels and cashews. 7oz. Bag  gf	L Dulce de Leche Owls \$8 Fresh, milky caramel surrounded by smooth milk chocolate. 5.1oz. Box  gf
M Peanut Butter Bears \$8 Milk chocolate bears with a smooth peanut butter filling. 5oz. Box  gf	N Fruit Slices \$7 Fat free! Assorted naturally & artificially fruit flavored chewy candy. 10oz. Bag  fat free gf	O Dill Pickle Flavored Peanuts \$7 Crunchy peanuts with an irresistible dill pickle flavor. 9oz. Poptop Can  gf	P Hot Cajun Crunch \$7 Cajun corn sticks, seasoned peanuts, pretzels and sesame sticks. 7oz. Poptop Can  gf

Keeping It Real

Ashdon Farms continues to use REAL chocolate in the production of boxed chocolates and tin products!



Exploration Tin Mint Treasures

'Embodiment of Girl Scouts'
3-year series

2025 Friendship
2026 Exploration
2027 Leadership/Teamwork



Holiday Tin
Chocolate Covered Pretzels

2026 Online Nut Store Exclusive Items

The direct ship online store offers the complete lineup of 26 Girl Scout branded nut and candy items PLUS **10** online exclusive items!



7oz Black Forest
Trail Mix



7oz Caramel
Apples



20oz Gourmet Caramel
Corn w/ Almonds &
Pecans



8oz Cashew
Clusters –
Holiday Tin



15oz Gourmet
Blend



15oz Jumbo
Cashews



8oz Maple Flavored
Mixed Nuts

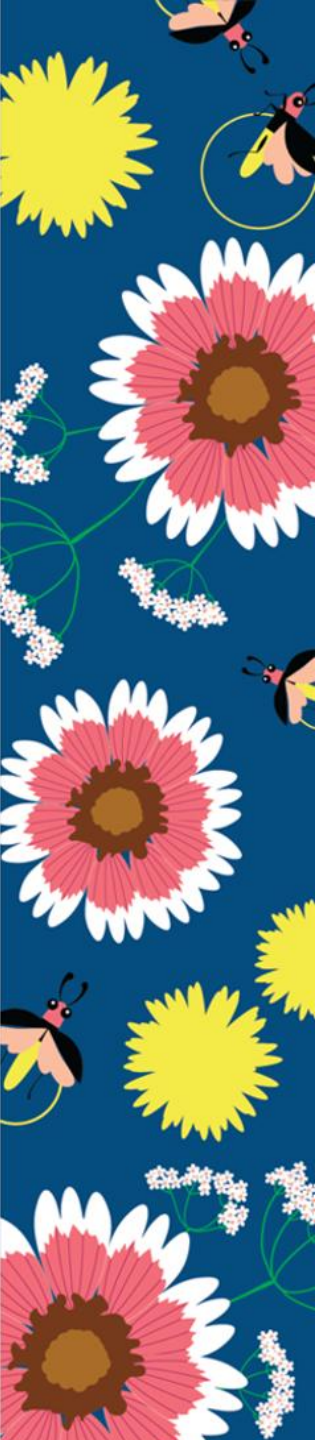


6oz Mocha
Cups



6oz Mint Treasures in the
2024 & 2025
Girl Scout Tin





NEW - Direct Ship Nut Upsell

Bonus Offer*

- ✓ Counts toward participant rewards
- ✓ Counts toward overall program sales
- ✓ Fulfilled through the Direct Ship program alongside the customer's order
- ✓ Does not impact shipping costs!

*To qualify for a Bonus Offer, a supporter must have at least one non-Care to Share Direct Ship item in their cart.

Popular Titles
returning to
print editions!

NEW Print titles
added to special-
interest categories!



BARKBOX

Girl Scout themed
BarkBox options

Choose from four
different boxes!

Limited Quantity



NEW!
Campfire
Sing-A-Long



Squeak-Along
Guitar



Cozy Campfire



Roastin'
S'mores



Berry Trios™
Treats

Happy Trails & Tails



Ruff Terrain Boots



Outdoor Adventure
Pup Patches



Berry Trios™
Treats

Cozy Pup Campout



Campfire Tails Set



Stick With It
Pup Patch



Berry Trios™
Treats

Good Dog Goals



Good Dog Sash



Learn and Earn
Pup Patches



Berry Trios™
Treats

New Candle Vendor!

Expansion from 8
items to 51 items
for Fall 2026!

Original Collection:

9 different fragrances

26oz, 16oz, 15oz, & 12oz pint jars

available for all scents



Slower Days Co:

- 12 fragrances – Coconut Soy Wax Blend - Phthalate free
- 14.5 oz amber jars
- Discovery Set - 4 x 6 oz jars in decorative gift box

Personalized Products

Increasing from
26 to 36 items offered

New offerings:

- ❖ color photo frames
- ❖ personalized soap
- ❖ personalized candle
- ❖ personalized napkins
- ❖ personalized calendars



TERVIS® TUMBLERS

NEW

Military,
America250,
Halloween &
more!

500+ options!

New for 2026



America250



Americana



Military



Pro & Collegiate Sports



Pets



Florals



Game On



Halloween



Fruit Trend



Harry Potter Collection



Holiday Entertaining

Coming Soon



Champagne Pint Stemless Rocks
Wine



OPERATION: SWEET APPRECIATION



- Customers can make their \$7 Operation: Sweet Appreciation donations on the Girl Scout's paper order card and her personalized storefront.
- Donations to Operation: Sweet Appreciation count toward girl rewards and troop proceeds.
- Girl Scout troops never have to worry about storing or delivering the donated product.

Product Offerings Overview

Customer can purchase:	In-Person	Online	Delivery Method
Nut & Candy Items	X	X	Girl Delivered or Shipped
Magazines		X	Shipping Only
BarkBox		X	Shipping Only
Tervis		X	Shipping Only
Candles		X	Shipping Only
Personalized Stationery and Gifts		X	Shipping Only
Operation: Sweet Appreciation	X	X	Virtual/by council

OPERATION: SWEET APPRECIATION



Tech Update!

Customers will be able to easily toggle between storefronts to view the different product lines while remaining in their current session!
However, checkouts are still separate.



REWARDS

LEGO Bundle



OR



\$1,500+

Cookie Scarf

OR 15 Girl Scout Bucks



\$1,250+

Cookie Hat

OR 10 Girl Scout Bucks

Girl rewards are cumulative! That means if you achieve a level, you get all the items below it too!

Rewards not shown to scale. Council reserves the right to replace rewards with an item of equal or higher value. Style/color may vary.

\$100+

2026 Theme Patch



\$200+
Kangaroo Charm



\$325+
Small Kangaroo Plush
OR 5 Girl Scout Bucks



\$450+

Friendship Bracelet Wheel & Floral Playing Cards
OR 5 Girl Scout Bucks



\$800+
Large Kangaroo Plush
OR 5 Girl Scout Bucks



\$600+

Ready to Explore! Wet/Dry Bag
OR 5 Girl Scout Bucks



OR



\$2,026+

Taste of Australia Party Bundle
OR Wildlife Philanthropic Donation and Bracelet
OR 25 Girl Scout Bucks



Taste of Australia Party Bundle



Ready to Explore! patch
= \$100+ in sales

Kangaroo patch
= 25+ nut & candy items

2026 patch
= 18+ emails sent



Care to Share patch
= 6 donations to OSA

Online patch
= 3+ online items
(not including nut and candy items)



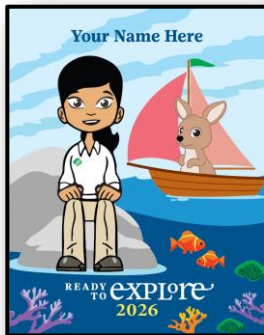
Super Seller patch
= \$1,125+ in sales

2x! DOUBLE the value of your Girl Scout Bucks when using them toward any council-sponsored camp found in *Camp S'more!*



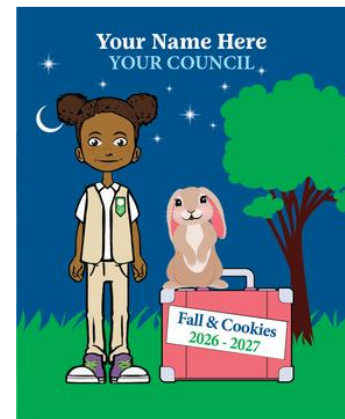
Personalized Patches

Fall Personalized Patch



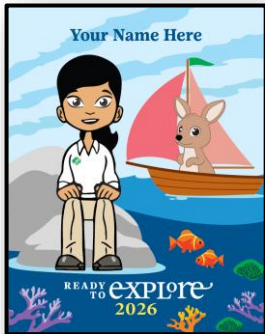
NEW - THREE patch scenes to choose from this year!

Personalized Cookie Crossover Patch





Troop fall product managers can earn a personalized avatar patch, too!



- ✓ Create your avatar.
- ✓ Launch the Parent/Adult Email Campaign on the Troop Dashboard.
- ✓ Achieve \$1,250+ in total troop sales.



If you don't want the patch, please leave the address fields in M2 blank.

NEW - THREE patch scenes to choose from this year!

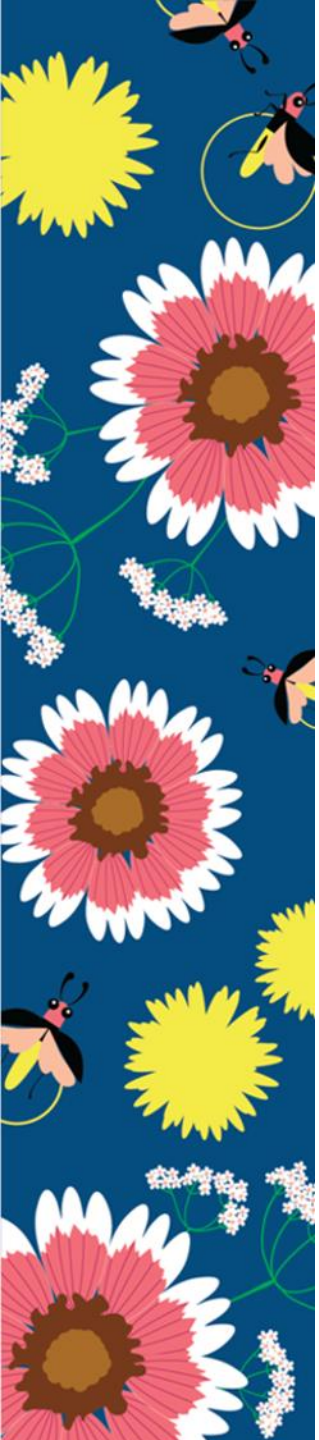
Troops can earn cookie-themed rewards too!

Troops participating in the Gifts & Goodies program can earn fun cookie-themed items to jumpstart the 2027 cookie program.



Troops earn a cookie banner when they have:

- ✓ Minimum of two girls selling
- ✓ 50% participation
- ✓ Per girl selling average (PGA) of \$225

A vertical decorative border on the left side of the slide. It features a dark blue background with large, stylized flowers in yellow, pink, and white. There are also small white flowers and several cartoon bees flying around.

FUNd Bucks

Troops will receive \$10 in FUNd Bucks when they:

- ✓ have at least two girls participating in the Gifts & Goodies program and
- ✓ reach a per girl average selling of \$150+.

Nut & Candy Delivery

Delivery to SUs: November 11-16

What's Being Delivered:

- ✓ Nut and candy items ordered from the in-person (paper) order cards
- ✓ Nut and candy items ordered online in which customers chose the girl-delivery option

Your Role (TFPMs)

- ✓ Count each variety of products you receive.
- ✓ Sign both copies of the troop's delivery ticket provided by your SUFPM
- ✓ Print two copies of the girl-delivery ticket for each girl
- ✓ Replace damaged items or request additional items from council.



Troop Proceeds

Troops earn a base rate of 15% of girls' total sales.

Additional Proceeds Option (5%)
(Junior, Cadette, Senior, and Ambassador troops)

Cookie Crossover Bonus Proceeds



Payment

Checks

Accepting customer and caregiver checks is a troop decision.

Help maximize opportunities for girls!

Ask caregivers to pay the troop directly instead of using the M2 system (entering paper orders as online, girl-delivered) to help reduce the credit card fees paid by council.

ACH - Dec. 10

ACH Adjustment Request, *if needed*, Dec. 3

December No-risk Consignment Booth Sales

Nov. 18 to Dec. 31

Troops earn 20%
proceeds!





The Cookie Program Begins with Election Week Booth Sales!

Election Week Cookie Program Timeline

Sept. 23-28:

Place cookie order in eBudde

Week of Oct. 26:

Pick up cookie order from selected cupboard

Oct. 31-Nov. 8:

Booth sales at local businesses, polling places, and community events

Week of Nov. 16:

Return unsold cookies to cupboards/council offices

Dec. 3:

ACH sweep

Thank you!



Contact council's member care at [800-248-3355](tel:800-248-3355) or fallproduct@gswpa.org.

Text messaging (optional): Important date reminders will be sent to troop fall product managers (TFPMs) via text message when you opt in. [TFPMs can opt in by texting TFP26 to 800-248-3355.](#)

[GSWPA Cookies and Fall Product Volunteers Facebook Group](#)