

BRAVE. FIERCE. FUN!

Girls will have a *roar-ing* good time in this year's Fall Product Program, Gifts & Goodies, formerly the MagNut program, as they promote their own business while learning skills they'll use throughout their lifetimes. From heading outdoors with friends on an adventure to working with the community to give back, our Girl Scouts are Brave. Fierce. FUN!

Thank you for supporting your girl and Girl Scouts by participating in the Gifts & Goodies program.

nches

Introducing our 2025 mascot, the Grizzly Bear!

Scientific name: Ursus arctos horribilis **Life span:** 20-25 years

Claw length: Up to 4 inches Weight: 400-800 lbs.

Interesting facts:

- Grizzlies are strong swimmers and can cross large rivers.
- Grizzlies will rub against trees to leave their scent and scratch marks.
- Before hibernation, grizzlies eat up to 20,000 calories a day.
- Grizzly cubs remain with their mother for 2-3 years to learn survival skills.
- · Grizzly bears live in forests, mountains, and near rivers where they catch salmon.

What is the Gifts & Goodies Program?

This short, fun, and engaging program is a great way for girls to learn important life skills and to earn money for their Girl Scout activities early in the troop year. One of the most important elements of the program is the opportunity for girls to set and achieve goals while earning money for troop activities.

Featuring delicious nut and candy items, magazines, Tervis Tumblers, exclusive Girl Scout BarkBox selections, candles, and personalized products, the Gifts & Goodies program offers something for everyone! And products are delivered at the perfect time for holiday gift-giving!

Help your troop get a jump start on reaching their GOALS by participating in the Gifts & Goodies program!



Why Participate in the **Fall Product Program?**

- ✓ 100% of proceeds stay within our local council to support events. volunteer training, camp maintenance, and member services
- ✓ Early-season troop funds that support group experiences throughout the year
- √ 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

Council-Wide Benefits: When girls and troops participate, they contribute to the experience of girls all across our council. The product programs help our council maintain camp properties, offer special programming, reduce the cost of activities, and provide financial assistance for memberships and more! When you think of all the amazing things our members do to help make the world a better place, it's easy to see how this experience makes a big impact!

Ways to Participate

Your Girl Scout 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

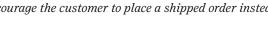
Girls will earn the Online patch when they sell 3 or more online items**

IN-PERSON with a paper order card:

- Nut and candy items
- Operation: Sweet Appreciation donations

No matter which path girls take—online, in-person, or both they're BRAVE. FIERCE. FUN!

*IMPORTANT: If you or your Girl Scout will be unable to deliver a girldelivery order, you must ask the customer to cancel the order by Oct. 20. You can encourage the customer to place a shipped order instead.





5 Essential Skills



Goal Setting

Girls learn to rise up as goal setters, both individually and with their sister Girl Scouts, developing cooperation and team building skills along the way!



Decision Making

Girls become decision makers who decide how to spend their Fall Product Program proceeds, using critical thinking and problem-solving techniques.



Money Management

Girls become money managers and determine the real costs associated with the goals they want to achieve. They manage their participation level, gaining practical life skills and improving their financial literacy!



People Skills

Girls practice communication skills by asking their families and communities to help them reach their goals while educating them on the importance of Girl Scouts.



Business Ethics

Girls grow to appreciate the value of responsibility and honesty while becoming entrepreneurs and running their own businesses!

PARTICIPATION BASICS

Product	Sales Type	Product	Delivery	End Date
Nuts/Candy	In-Person	 Girl Scouts collect money from customers at the time of delivery. Caregiver or Troop Fall Product Manager enters orders into M2. Girls turn in money to troop. 	Delivered by participating Girl Scouts to customers	Oct. 20*
	Online Girl- Delivered	 Girl Scouts create their personalized storefront in M2 and send emails to friends and family. Customers pay online and Girl Scouts deliver product. Orders are automatically credited to girls in M2. 	Delivered by Girl Scouts to customers (If a Girl Scout/family receives an online order from a customer where they will not be able to deliver the items in person, they will need to contact M2 customer service** by Oct. 20 to cancel.)	Oct. 23
	Direct Shipped	 Girl Scouts create their personalized storefront in M2 and send emails to friends and family. Customers pay online, including the cost of shipping. Orders are automatically credited to the Girl Scouts in M2. 	Shipped directly to the customer (1-2 weeks standard delivery timeframe after order processing. Customers will have an option for expedited shipping.)	Dec. 1
Magazines BarkBox Candles Tervis Tumblers Personalized Items	Online	 Girl Scouts create their personalized storefront in M2 and send emails to friends and family. Customers pay online, including the cost of shipping. Orders are automatically credited to the Girl Scouts in M2. 	Shipped directly to the customer (6-8 weeks standard delivery timeframe after order processing.)	Dec. 1
Operation: Sweet Appreciation	In-Person and Online	Girls collect donations from customers.	Delivered by council and Ashdon Farms directly to eligible recipients.	Oct. 20 *** (in-person) Dec. 1 (online)

^{*}A limited supply of nut and candy items will be available at select offices for late orders after all deliveries are made.

 $[\]textbf{**} \texttt{M2} \ customer \ service \ representatives \ are \ ready \ and \ waiting \ to \ help! \ Contact \ question@gsnutsandmags.com \ or \ 800-372-8520.$

^{***}Council can manually add Operation: Sweet Appreciation donations until Dec. 8.

Operation: Sweet Appreciation

Girl Scouts have a tradition of giving back to their communities. One way girls can give back is through our council's donation program—Operation: Sweet Appreciation (OSA). In the Operation: Sweet Appreciation donation program, girls collect donations to send treats to our U.S. military active duty and veteran service members, local law enforcement, and fire stations. Last year, Girl Scouts in our council sent over 3,900 treats through this program.

- ✓ Customers can make their \$7 Operation: Sweet Appreciation donations on your Girl Scout's paper order card and her personalized online 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. The product is delivered to support organizations directly from the vendor and Girl Scouts Western Pennsylvania.



Girls will earn the Care to Share patch for collecting 6+ donations to the Operation: Sweet Appreciation program.

GETTING STARTED IS EASY

- 1. Review the girl packet you received from your troop leader for product information, sales materials, and the in-person order card outlining the rewards your Girl Scout can earn.
- 2. Click on the link in the Gifts & Goodies program launch email from M2* on Oct. 1 or go to gsnutsandmags.com/gswpa to participate. You'll need to know your Girl Scout's troop number before beginning.
- 3. Help your Girl Scout set up her online storefront and create her avatar. Her avatar can look just like her, or she can have fun with her online avatar personality. She can even record a personalized message for her avatar to deliver to family and friends.
- 4. Help your Girl Scout send emails to friends and family through her online storefront starting Oct. 1.
- 5. Supervise your Girl Scout while she's taking in-person orders.

*M2 is the online platform where the Gifts & Goodies program is conducted.

All girls registered for the 2025–2026 membership year are able to participate in the Gifts & Goodies program—even if the troop elected not to participate.





Help promote her business.

There are so many opportunities for girls to be creative during the Gifts & Goodies program. Encourage your Girl Scout to think without limits on how she wants to grow her small business.

Suggestions and Promotion Techniques

- Check out the digital resources in M2 and on the council website! There are customizable business cards, door hangers, flyers, and more.
- Have her make a sign for your workplace and include a stack of business cards featuring her QR code.
- · Keep materials at hand in the car for those surprise connections in public.
- Give her a chance to practice her personalized sales pitch and record it as a video! Add the video to her storefront and use it for promotional posts on social media. Pair this personalized tool with approved online social media posting guidelines to keep your Girl Scout's entrepreneurial spirit in charge!
- Role-play with your girl, giving her a chance to practice engaging with customers.
- Help your Girl Scout create a script for engaging customers to make her phone calls to friends and family easier to navigate.
- Practice placing orders together so she has an idea of the customer experience.

Entering your Girl Scout's PAPER order card in M2 is easy, too.

You must enter your Girl Scout's paper order card into the M2 system by Oct. 20 at 11:59 p.m.

- 1. Log in to gsnutsandmags.com/gswpa.
- 2. On your Girl Scout's Dashboard, select Manage Paper Orders.
- 3. Enter the total number of items for each product from your Girl Scout's PAPER order card. (Do NOT enter any online orders. Online orders are automatically added to the system.) You can update totals for each product as many times as you need until Oct. 20 at 11:59 p.m.

Contact your troop fall product manager (TFPM) if you need help. Your TFPM can enter in-person orders into the system until Oct. 22 at 11:59 p.m.

What to Do If You Aren't Able to Facilitate a Girl-Delivery Order

Before the troop order is placed by Oct. 20: The customer must call the M2 customer service line at 800-372-8520 to get the order reversed and refunded. The customer can then go back and place a new order for direct shipment, if desired.

After the troop order is placed: There is no way to cancel the order after the troop has submitted the troop order. The product is the responsibility of the girl/caregiver, and the family will need to coordinate directly with the customer to get the product to the customer.





You will receive exactly what was ordered in the M2 system from your paper order card submission, plus the product ordered to fulfill the online girl-delivery orders. The troop does not receive any extra product. A limited supply of nut and candy items will be available at select council offices for late orders after all deliveries are made.

When receiving your girl scout's order from the troop:

- Always count and recount. If there isn't time to count, then there isn't time to accept the order.
- It's your responsibility to make sure you have your complete order.
- Retain all SIGNED receipt copies until after Sept. 30, 2026.

Separating Customer Orders

Now that you have your order, it's time to separate it by customer. This is the perfect opportunity for your Girl Scout to be fully engaged. While it may take a little more time to complete the task, having her take ownership of the process is fundamental to her experience. Be patient and reassuring as she gets acquainted with this process.

Give her a chance to add her own flair to product delivery. Maybe she wants to include a handwritten note to her customers. Or she can call the customer to coordinate delivery and reiterate any balance due.

Girls should complete all customer deliveries by Nov. 30, 2025.

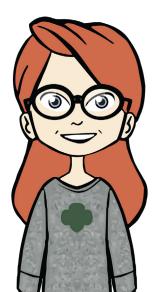
In-Person Customer Payment Collection for PAPER Orders

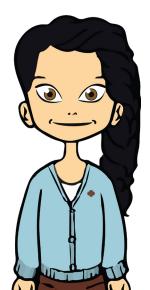
Payment for in-person nut/candy orders should ONLY be collected from customers when the order is delivered, not in advance.

Accepting checks is a troop decision. If the troop accepts customer checks, the following guidelines apply:

- Make payable to "Troop XXXXX."
- Make sure that the check amount is written correctly by comparing the numbers to the spelledout words.







REWARDS

Girls earn \$10 in Girl Scout Bucks for every additional \$100 in combined sales over \$2,025.

\$1,500+ Mini Canvas Travel Bag **OR** \$15 Girl Scout Bucks







\$1,750+

Bundle Bear Desk Accesories Bundle **OR** Baking Accessories Bundle (cake toppers + baking supplies) OR \$20 Girl Scout Bucks





\$2,025+ Build-A-Bear Bundle

OR BFF Necklaces and Wildlife Philanthropic Donation OR \$25 Girl Scout Bucks



\$1,250+ Moon Lamp **OR** \$10 Girl Scout Bucks

super seller

\$1,125+

Super Seller Patch AND Choice of Super Seller Day OR \$25 Girl Scout Bucks

\$200+



\$800+

Large Bear Plush **OR** \$5 Girl Scout Bucks





Journal and Theme Stickers **OR** \$5 Girl Scout Bucks

means if you achieve a level, you get all the items below it too!

Girl rewards are cumulative! That

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











OR \$5 Girl Scout Bucks





Brave. Fierce. Fun! patch = \$100+ in sales

Bear patch = 25+ nut & candy items

2025 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

Personalized Patches

Your Girl Scout can earn these two special patches featuring her name and avatar!



Fall Personalized Patch

To earn this patch:

- · Create an avatar and send 18 emails.
- Sell 4 online items (not including nut and candy items) and 30 nut and candy items.



Personalized Cookie Crossover Patch

To earn this patch:

- Create an avatar and send 18 emails during the 2025 Gifts & Goodies program.
- Sell 250 packages in the 2026 Girl Scout Cookie Program.



Keep watch on social media for a bonus chance to win an extra large Grizzly Bear plush (40" long x 21" tall)!



Super Sellers are Brave. Fierce. FUN!

Our Super Sellers are absolute goal-getters, and we love celebrating their accomplishments! To become a Super Seller, your Girl Scout must sell a total of \$1,125 or more during the Gifts & Goodies program. Super Sellers can choose to attend the Super Seller Day at Kennywood Amusement Park in West Mifflin, PA, OR \$25 in Girl Scout Bucks.

Have more than one Girl Scout in your household? Sisters can team up for more fun! If both girls sell a combined total of \$1,675 (\$550 minimum per girl), both girls will be invited to the Super Seller Day or receive \$25 Girl Scout Bucks. Complete the online form at gswpa.org (available in December) to let us know that your Girl Scouts met the criteria.

Please note: Transportation to/from the Super Seller Day is not provided by Girl Scouts Western Pennsylvania. If the event is selected, ONE caregiver ticket per household will be provided.

FAMILY GUIDELINES AND RESPONSIBILITIES

Being a Girl Scout caregiver during the Gifts & Goodies program comes with its own set of responsibilities.

Make it official.

Girls must be registered members of Girl Scouts to participate and should wear their membership pins or Girl Scout attire while selling.

Be safety-conscious.

Adults must accompany Girl Scouts in grades K-5 while taking orders and delivering products. Girls in grades 6-12 must be supervised by an adult and should never sell alone. Girls should not enter homes or vehicles while selling/delivering products.

Follow safe pedestrian procedures.

Understand your financial role.

As a caregiver, you're financially responsible for all products ordered on your Girl Scout's paper order card.

- · Products cannot be returned or exchanged.
- Have a plan for safeguarding money. (Avoid walking around with large amounts of cash or keeping it at home or school.)
- Payment is made to the troop, as directed by your troop leader or troop fall product manager.
- You should obtain a receipt for all products received and payments made. You may be asked to produce these receipts in the event of a dispute.
- Customers pay for their product ordered on the paper order card when it is delivered (not ordered). Money for OSA donation orders on the paper order card may be collected at the time of order.
- · Girls should never take credit card numbers.
- For online payments, customers must purchase products through your Girl Scout's M2 storefront.
- Any fees incurred due to non-negotiable checks will be assessed back to the caregiver.

If your financial obligation is not fulfilled, you'll be ineligible to be appointed as a volunteer or participate in any volunteer/program/camp positions until the debt and all associated fees are paid. In addition, your Girl Scout's participation in future product programs will be limited, and financial assistance won't be approved until the debt and all associated fees are paid.

Protect your Girl Scout's privacy.

Girls' last names, addresses, and email addresses should never be given to customers. Use a group contact number or address overseen by an adult for customers to request information, reorder, or give comments. Protect customer privacy by not sharing their information.

Be Internet-wise. Staying safe is our priority.

Before girls start any online activities, girls should read and discuss the Internet Safety Pledge. Review the pledge at gswpa.org.

Girls may: post their personalized online storefront link on public social media sites and ask customers to share the link with friends and family.

Girls may NOT: post their personalized storefront link on resale sites (i.e., sites that have an electronic shopping cart, online auction sites, or public sale sites such as Facebook Marketplace, eBay, and Craigslist), post content including last name or direct contact details (i.e., phone number, address, school, location, and/or email), or direct message anyone they don't personally know on social media platforms.



GLOSSARY

SERVICE UNIT FALL PRODUCT MANAGER (SUFPM): Volunteer who coordinates the Gifts & Goodies program for the service unit.

TROOP FALL PRODUCT MANAGER (TFPM): A volunteer who coordinates the Gifts & Goodies program at the troop level. This is the person caregivers should direct their Gifts & Goodies program questions to first.

SERVICE UNIT (SU): A community of troops and Indie Girl Scouts grouped together based on their geographic location, typically designated by school district boundaries.

ASHDON FARMS: Program partner providing the nut and candy items for our Gifts & Goodies program.

M2/M2OS: M2 is the software and online sales system used to track the Gifts & Goodies program.

CAMP S'MORE: This annual list of summer camp programs sponsored by council is published online and mailed in the winter. Girl Scout Bucks DOUBLE in value when used toward any council-sponsored camp listed in Camp S'more.

OPERATION: SWEET APPRECIATION (OSA): A council-wide donation program allowing customers to make purchases of treats to donate to our U.S. military active duty and veteran service member organizations at home and overseas, and local police and fire stations. Girls/troops never take possession of these products; donations are made directly from council and Ashdon Farms to eligible recipients.

PER-GIRL AVERAGE (PGA) SELLING: The PGA selling is an automatic calculation of the average dollar amount sold per girl. This calculation only includes girls who are selling and does not include girls who aren't participating in the program.

REWARD: An item earned by a girl for meeting a specific sales goal.

Need Help?

Connect with your troop leader and/or troop fall product manager. Visit gswpa.org, the Girl Scouts Western Pennsylvania website.

M2 customer service representatives are ready and waiting to answer your M2 system and product-related questions!

Email: question@gsnutsandmags.com

Phone: 800-372-8520

PLEASE NOTE: The information in this guide is as up-to-date as possible at the time of printing. However, if guidelines and information change leading up to and through the program, updates will be communicated through gswpa.org and your troop leader.



PROGRAM CALENDAR

Calendar

Key

Caregivers Only

TFPMs Only

SUFPMs Only

SUFPMs & TFPMs

Please note: All deadlines listed below are the last possible date the activity must occur. It is possible that troop fall product managers will set earlier deadlines in order to meet council deadlines, while considering their own schedule and the schedule of the troop. Please honor troop deadlines and support your volunteers in having a successful program.

AUG./SEPT.

- Service unit fall product managers (SUFPMs) train the troops in the service unit and remind troop fall product managers (TFPMs) to review and approve the TFPM Agreement when they sign in to M2.
- TFPMs attend the Service Unit Gifts & Goodies Training, receive materials, and sign the TFPM Agreement.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
SEPTEMBER 2025		Volunteer access to M2 opens.	17	18	19	20
21	22	23	24	25	26	27
28	29	30				
OCTOBER 2025			1 Gifts & Goodies Program begins!	2	3	4
5 Deadline to select Additional Proceeds option (Juniors & above)	6	7	8	9	10	11
12	13	14	15	16	17	18
19	In-Person nut & candy orders due in M2 and last day for caregivers/ cutomers to cancel girl delivery orders	Verify or enter girls' in-person orders into M2.	Last day to enter/edit troop in-person orders.	23 Online girldelivery option ends	24	25
26	27	28	29	30	31	
NOVEMBER 20)25	1		T	1	1
2	3	4	5	6	7	8
9	10	11	12 Nut:	13 and candy delivery to	14 service units—Nov.	15 12-16
16	17	18	19 Troop consignment booths start (optional)	20	21	22
23	24	25	26	27	28	29
30			•			
DECEMBER 2025	1 Online shipped sales end	2	3	ACH Adjustment Request Form Due (if needed)	5	6
7	8 Reward selections due	9	10	11 ACH Sweep	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31 Troop consignment		RAVE F	-11811

booths end

JANUARY

Rewards are delivered to service units and SUFPMs distribute rewards to troops. **Jan. 31**—Deadline to report any reward issues (shortages/damages, etc.).

REACH YOUR GOALS!





Your Name

What activities would your troop like to do this year?

How much money you will need to make that happen?

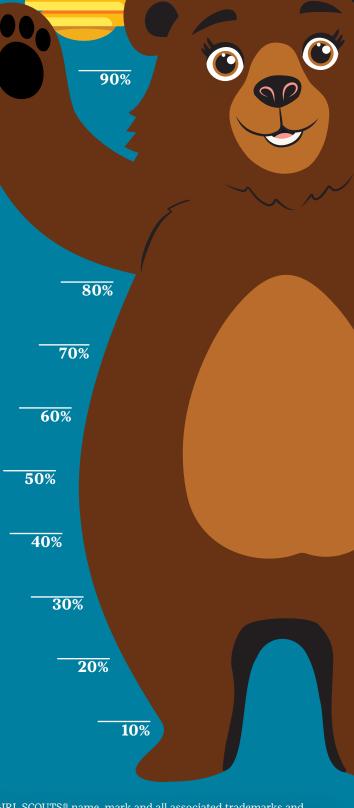
Set your troop goal \$



Set your individual goal

Share your goals with friends and family

- Visit your council's website and click the link to start the online portion of the program.
 - Enter your goals, and your progress will appear online for friends and family to see.
- Check the product program dates and ensure all orders are placed before the deadline.
 - Tell your customers why they should buy from you and what your group will do with the money.
- Be sure to thank every customer.
 - Follow all Girl Scout product program and internet safety guidelines. Only contact people you and your family know.



Keep track of your goals around the bear as you make progress towards

reaching 100%!

100%

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