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Glossary

- ACH Automatic Clearing House is the process of Council electronically depositing and collecting payments to and from troop bank accounts.
- Combined Sales total sales of all nuts, candies, and magazines sold in person and online.
- Direct Delivery online orders shipped to customers from Trophy Nut.
- Girl Delivery items ordered online and delivered by girls to customers.
- Juliette an individual Girl Scout who is not associated with a troop or whose troop is not participating.
- M2 Media Operating System (M2OS) the online platform used for sales of nuts, candies, and magazines.
- Nut Bucks Council-owned incentives reward, starts at \$10 increments, and accumulative up to \$500 MAX. Nut Bucks can be used for Goldmine retail purchases; GSCCS, Service Unit and troop activities; GSCCS membership, and more. Nut bucks have no cash value, and cannot be redeemed for cash.
- Service Unit Director (SUD) designated person in a Service Unit who manages the Product Programs for their troops.
- Troop Coordinator (TC) designated person in a troop who manages the Product Program for their entire troop.

Important Dates

	September 2025
September 23	• Troop & SU Access to M2
	October 2025
October 1	 Program Begins Girl/Parent Access to M2 The site opens for participants, and girls may begin sending emails and gaining sales.
October 16	 First day for Girls/parents/guardians to enter their paper card order into the M2 website
October 22	• First day Troop Coordinators and Service Unit Directors can enter/edit card orders in the M2 System
October 24	Order Card purchases entered into M2 System
October 26	 Last day for Girl Delivery orders allowed in the M2 website
October 24	 Last day for Troop Leader to edit paper orders on behalf of the Troop in the M2 website
October 25	 Last day for Service Unit Directors to edit paper orders in the M2 website
	November 2025
November 10	Service Unit Deliveries Begin
November 14	 Service Unit Deliveries End
	December 2025
December 1	 Campaign End Date Direct Ship Nuts Online Magazines, BarkBox, Tumblers, and Personalized Items
December 2	Parent Delinquency Date
December 3	 Last Day for Girls/Troops to Make Reward Choices

As of 9/9/25

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Entrepeneurship Skills

Product Programs is an integral part of the Girl Scout's journey toward leadership, learning and developing the five key skills in entrepreneurship through the Fall Product and Girl Scout Cookie participation.

Goal Setting

Decision Making Money Management

People Skills Business Ethics

These are the 5 skills learned while participating in the Girl Scout Product Program!

Important Contact Information

Girl Scouts of Central California South

Phone: (800) 490-8653 For regular hours and after hour emergencies

Email: customercare@girlscoutsccs.org

,	Fail Product Service Unit Director:
	Phone:
	Email:
	M2OS Customer Service: 1-800-372-8520 or questions@gsnutsandmags.com
	M2OS Website: www.gsnutsandmags.com/gsccs
	M2OS Username/Email:
	M2OS Password:
	Product Delivery Date, Time, and Location
;	Service Unit/Troop Pick-up Day:
	Location:
	Girl Pick-up Day:
	Location:

Fall Product: Parent Essentials



Receipt, Receipt, Receipt

- Never accept or transfer product without a detailed receipt
- \Box Once you accept and sign a receipt for product, you are financially responsible for it
- Anytime money or product changes hands, both parties should have a signed receipt

NOTE: Adjustments cannot be made without a corresponding receipt that shows the correct transaction, signed by all parties with quantities and date.



Money Handling

- \square No bill larger than a \$20.00 may be taken
- Keep money secure at all times- Daisies cannot handle money

NOTE: Please note that we are unable to reimburse any transactions involving counterfeit currency.

Thank you for your understanding.

Check Handling

Checks that are taken as a form of payment must have the following written on check

- 1. Personal Information
 - first and last name
 - · Address, city, state, zip code
 - driver license number
- 2. Date: Month, Day, Year
- 3. Pay To: Girl Scouts Troop ###, or if account not set up, Girl Scouts of Central California South
- 4. Amount: in numeric form
- 5. Amount: in word form including cents
- 6. Memo: Troop Number and Girl Name
- 7. Signature

Product Delivery

- ☐ Service Units and Troops are financially responsible for all product ordered
- Council will not accept any product returns, unless product damaged by vendor
- Reach out to other Service Units, Troops and Council's Customer Care for help with excess product
- Remember there are no cupboards, troops must order extra product for booths/lemonade stands

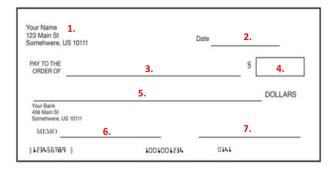
Storage

- ☐ Product should not be stored directly on the ground
- Product must be kept in a temperature controlled environment
- ☐ Chocolate items will begin to melt at 77° degrees
- Do not leave product in a car, Council will not reimburse for stolen product

Rewards and Nut Bucks

- Rewards are automatically calculated. Parent/girl need to enter rewards selections into M2OS
 - ☐ If NO selections are made, the "default" item will be automatically selected for participants
 - ☐ See order card for default item selections
- ☐ Personalized patches will be mailed directly to the Girl Scout by M2
- \square Make sure the address is entered and correct in the M2OS
- □ Nut Bucks are a GSCCS Council owned incentive reward, and not managed by the M2OS
 - \square Nut Bucks are cumulative based on combined sales nut order card, online sales, and magazines sales
 - □ Nut Bucks are digital and managed by Finance Dept.

Please Note: Once financial responsibility has been accepted by the Girl Scout, parent, or guardian, we are unable to accept any product returns.



Safety Basics



Show you're a Girl Scout

- Use the Buddy System. Girl Scouts NEVER sell ALONE!
- Girl Scouts wear the membership pin, a uniform or "Girl Scout" apparel to identify as a Girl Scout
- Adults are present at all times when taking orders, selling and delivering products
- Clean frequently touched objects i.e. phones, order cards, pens etc.



Do Not Enter

- Girl Scouts never enter a strangers' home while selling product
- Girl Scouts never enter a vehicle of a stranger
- Girl Scouts do not enter a yard if there is a dog or closed gate/fence
- Girl Scouts do not enter bars, casinos, or dispensaries



Daytime Selling

- Girl Scouts may not sell door to door after dark
- Girl Scouts stay outside the home where they can be seen by their adult/guardian
- Girl Scouts never accept food or beverages while selling in public from strangers



Be Street Wise

- Girl Scouts may not sell in front of any establishment they cannot legally patronize or enter themselves (i.e. bars, casinos, dispensaries)
- Girl Scouts always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways
- Girl Scouts are aware of traffic when unloading products and passengers from vehicles



Protect Privacy

- Girl Scouts should never give out their last name, phone number, address while selling online
- Girl Scouts protect customer privacy, by not sharing their personal information online
- Girl Scouts never publish your girls direct link to any 3rd party selling sites (eBay, Amazon, Facebook marketplace etc.)

Ways to Participate

There are 3 ways to participate... Girl Scouts can choose them all or customize their sale!

1) In-Person Sales

Participants receive an order card with pictures, descriptions, cost per item, and information; such as gluten-free products, kosher etc. for nuts and candies available.

Order Card

Record items that customers wish to order. Explain that products will be delivered by the Girl Scouts in November. Be sure to fill out the order card completely. Payment may be collected at the time of order (whenever possible) or at the time of delivery.

Care to Share

The Care to Share program offers customers to purchase products to have donated towards Operation Gratitude. These products go directly to first responders, military, and medical professionals. The participants receive credit for the donation and Council will donate the products. This option is also available for online purchase.

2) Online Store Orders

The online platform used for the Fall Product Program is called M2OS. This platform allows participants to enter product ordered on the order card, set up a store, track online orders, and more. To take orders online a participant must set up their own personalized online M2OS store. All orders and payments online will be automatically credited to the girl.

For <u>magazines</u>, a customer can only order and pay through the participant's online M2OS store. Magazine orders will be delivered directly to the customer. A customer orders, renewals, and pays for a subscription in the online store.

For <u>nuts and chocolates</u> with the <u>direct delivery</u> option, the customer orders, pays and the product is shipped directly to the customer.

For <u>nuts and chocolates</u> with the <u>girl delivery</u> option, the customer orders, pays online and the product is delivered by girls. Online girl delivery orders are automatically added to a girl's order in M2OS and delivered with order card orders to their Service Unit Director.

3) Booths and Lemonade Stands

A <u>booth</u> takes place in front of a business, with the permission of the store owner. A drive-thru booth is permitted, however, only adults may approach vehicles. Booth sales may not take place in streets or medians.

A <u>lemonade stand</u> is an individual stand located on residential property that is owned by the parent/guardian or by someone they know. Individual Girl Scouts and Juliettes may host a lemonade stand with adult supervision at all times.

Troops, and Juliettes will need to secure their own booth locations, Council does not secure booths for Fall Product. All booths must be marked with Girl Scout signage. If a location requests a Certificate of Insurance (COI), please contact Customer Care at (800) 490-8653 or by email at customercare@girlscoutsccs.org.

To secure a <u>booth</u>, contact the store owner/manager and establish a time and date your Girl Scout/Troop will be there. Bring plenty of product, a table for showcasing items, a secured cash box/apron/fanny bag with change, and Girl Scout signage to display at your booth. On day of activity, check-in with the store owner/manager to inform them you have arrived and to receive any special instructions from store management.

Sale Types

Product	Sale Type	Money Collections	Delivery to Customers	Proceeds
	In-Person	□ Girls collect money from customers □ Parents/Troops enter orders into M2OS by deadline □ Girls turn in money to troop	Girl Delivery to customers	Troops: \$1.00 per item Service Units: .05¢ per item *OPT-OUT Troops: \$1.20 per item sold
Nuts and Chocolates	M2OS Online Girl Delivered	☐ Girls create a store in M2OS and send emails to friends and family ☐ Customers pay online for girl delivery ☐ Orders/payments automatically credited to girls	Girl Delivery to customers	Troops: \$1.00 per item Service Units: .05¢ per item *OPT-OUT Troops: \$1.20 per item
	M2OS Online Direct Ship	☐ Girls create a store in M2OS and send emails to friends and family ☐ Customers pay online for direct ship ☐ Orders/payments automatically credited to girls	Direct Shipped to customers by Trophy Nut (1-2 weeks standard delivery after order processing; customers have options for expedited shipping)	Troops: \$1.00 per item Service Units: .05¢ per item *OPT-OUT Troops: \$1.20 per item
Magazines, Tumblers, Personalized Items	M2OS Online Only	□ Girls create a store in M2OS and send emails to friends and family □ Customers pay online □ Orders/payments automatically credited to girls	Direct Shipped to Customers by Trophy Nut (6-8 weeks standard delivery time after order processing)	Troops: 20% total section sold *OPT-OUT Troops: 23% total this section sold

 $*OPT\text{-}OUT\ Troops\ are\ for\ Cadettes-Ambassadors$



girl scouts of central california south

Patches

2025 Patch Send 18+ Emails

Brave. Fierce.
Fun! Patch

15+ Nut Units



Grizzly Patch

2+ Products that are not listed on the order card. (Magazines, Personalized Items, Tumblers, and Bark Boxes.)

Grizzly Patch



Visualize Patch

Upload a video to your M2 profile



Online Patch

Share My Site and one sale for two different online sites



Goal Getter Patch

\$400 in combined sales and 18+ emails



Super Seller Patch

Top 25 sellers in each County



Care to Share Patch

5+ Care to Share items



Earn a Fan Personalized Patch with your avatar. Here's how!

- Create your avatar in the M2OS
- Send 20+ Emails
- Use the "Share My Site" function in the M2 system to ask friends and family for support.
- Reach \$400 in combined sales (in-person and online)

rizzly Patch

Earn a Girl Scout Cookie Crossover Personalized Patch with your avatar. Here's how!

- Create your avatar in the M2OS
- Send 20+
- Use the "Share My Site" function in the M2 system to ask friends and family for support.
- Reach \$400 in combined sales (in-person and online)





ALL REWARDS ARE CUMULATIVE, unless otherwise stated. Rewards are subject to change due to unforeseen circumstances, and similar items might be used as a substitute; this includes color, brand, and design. Dates and times for events and experiences are subject to change due to the venue's operating schedule and availability.

All information for events and details listed are at the time of publication; additional details may

All information for events and details listed are at the time of publication; additional details may follow, and information is subject to change. Default items are "<u>bold and underlined</u>" and do not include events. Once a reward is selected, it is non-transferable and non-exchangeable, meaning it cannot be traded with other participants or exchanged for an alternative reward.
*All reward images are representative. Exact items may vary.



Instant Rewards

We're excited to bring a little extra fun to our Girl Scouts with the Fall Product Instant Rewards! This program is designed to give girls a quick, easy, and super fun way to earn rewards while they rock their sales.



How it works:

For every \$50 in sales (up to \$400), your Girl Scout will earn a squishy toy! The more your Girl Scout sells, the more she can collect! It's like a little celebration for each milestone!



How to Claim:

It's all based on the honor system – when your Girl Scout hits \$50 in sales, they can swing by one of our two council offices or connect with her SU Directors, who will be fully stocked to make it easy for those in the outer areas! Just make sure to tell your Troop Coordinator that you've picked up your Instant Rewards.

Bonus Alert!

This is just a little something extra – your Girl Scout will still get all her main rewards, too! We appreciate all the hard work and can't wait to see the girls having fun with this awesome bonus program! Let's make this season exciting and rewarding—one squishy at a time!

girl scouts of central california south

Events



COMBINED SALES

Date:

TBD

Time:

TBD

Location:

Bakersfield, Fresno, or Visalia

Ice Skating

Description of the event:

Glide into fun! Enjoy a day on the ice with this exciting skating reward, perfect for making memories with friends while showing off your moves. Whether you're trying new tricks or just enjoying the music, this reward promises a cool adventure you won't forget.

Girl Scout receives a ticket to skate, if chaperone wants to skate there may be additional tickets available, based on capacity of facility.



\$400 + COMBINED SALES

Date:

TBD

Time:

TBD

Location: Bakersfield, Fresno,

or Visalia

Brunch

Description of the event:

Come together with your fellow Girl Scouts for a special brunch filled with laughter, friendship, and fun! Enjoy tasty bites, share stories, and make lasting memories while practicing a touch of table etiquette along the way.

Girl Scout receives a ticket to Brunch, if chaperone wants to participate there may be additional tickets available, based on capacity of facility.



\$800 + COMBINED SALES

Take Home VIP Milk and Cookie Tasting

Date:

TBD

Time:

TBD

Location: Bakersfield, Fresno,

or Visalia

Description of the event:

This exclusive experience brings the fun straight to your doorstep! Each participant will receive a special take-home package filled with cookies. You'll get the chance to sample the delicious new Exploremore Cookie alongside Girl Scout classics—all from the comfort of home.



VIP Milk and Cookie Tasting

Date:

TBD

Time:

Location:

Tulare County

Description of the event:

This exclusive event is packed with exciting activities, sweet surprises, and memories you'll be talking about all year. You earned it, and now it's time to celebrate in style. Exclusive cookie tasting event, including tasting the new Exploremore Cookie at Cookie University, held in Tulare County.

Girl Scout receives a ticket to the Cookie University. This is not a drop-off event. The Chaperone will be required to purchase an additional ticket to attend the Cookie University. No chaperone tickets to the VIP Milk and Cookie Tasting will be available.



Events



Adventure Park

Description of the event:

Come for adventure and stay for the FUN! Adventure Park offers seven acres of excitement with attractions and activities for all ages to enjoy. Since 2004, it's been the Valley's go-to spot for safe, family-friendly entertainment—perfect for making memories with your Girl Scout friends.

Girl Scout will receive a ticket for themselves and a chaperone to have fun at Adventure Park.

The Adventure Park will be open to the public.



Date: TBD Time: TBD Location: Bakersfield & Fresno,

Date:

TBD

Time:

TBD

Location:

Visalia

Games with the CEO

Description of the event:

Roll the dice, draw a card, and get ready for fun! Girl Scouts will enjoy an afternoon of board games with our CEO, sharing laughs, friendly competition, and a chance to connect in a unique and playful way.

This is a drop off event which will include playing board games, eating fun snacks and having a memorable experience with fellow Girl Scouts.

Walk away with a new board game to challenge family and friends.

Nut Bucks









What Are Nut Bucks?

Nut Bucks are special reward credits earned during the Fall Product Program. Girl Scouts who reach \$400 in sales start earning Nut Bucks at the rate of 10 Nut Bucks for every additional \$100 sold. (Max of 500 Nut Bucks earned.)

What can I spend Nut Bucks on?



Nut Bucks can be redeemed at the GSCCS Gold Mine Stores in Fresno and Bakersfield for merchandise, program supplies, patches, and more. They can also be redeemed for GSCCS-hosted workshop/events.

Combined	Nut Bucks	
Product Sold	Earned	
\$400	10	
\$500	20	
\$600	30	
\$700	40	
\$800	50	
\$900	60	
•••	•••	
Continued until the m	ax of 500 Nut I	Bucks

Please note that Nut Bucks earned during the Fall Product Season expire on January 31 of the following year.



If your Girl Scout is unable to participate or not interested in the Fall Product events listed on the prior pages, they can pick from the following GSCCS events and workshops coming up on our calendar as an alternative.



Pick any event on GSCCS Calendar between January 2026 - September 2026. Complete the form selecting the event so registration and payment can be entered timely. Please make selection by Jan. 15, 2025.



The form will be sent via email to those who selected this reward after the Fall Product Season has been completed.

Girl Scout Requirements

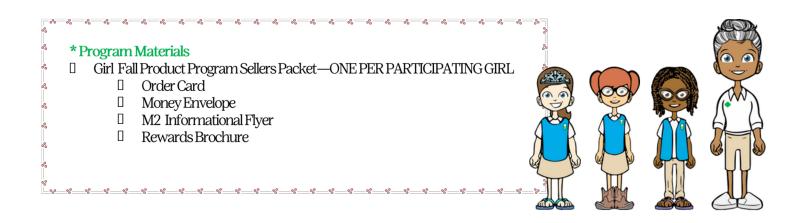
A Girl Scout in a Troop works directly with her **Troop Coordinator** and they are your first point of contact for questions or concerns. The parent/guardian, Girl Scout, and Troop Coordinator work as a team to track transactions and orders, receive product, and distribute them to customers. Parents/guardians and girls work together to collect and turn in monies to the Troop Coordinator in a timely manner. The Troop Coordinator enters/ edits recognition orders on behalf of the Girl Scouts.

In order to participate, all girls must

- 1) Be a GSCCS registered member for the 2025/2026 membership year
- 2) Owe no money to Council
- 3) Have a completed Annual Permission Form—submitted to the Troop Coordinator

Duties and Responsibilities

- Review Parent/Guardian Product Program training provided by Council
- Review all Fall Product literature, materials and M2OS training videos on council website
- Be in constant communication with your Troop Coordinator
- Receive program materials from Troop Coordinator
- Follow all Program Basic guidelines
- Follow all Safety guidelines
- Follow all Lemonade Stands and Booth guidelines
- Take customer orders on the Fall Product order card
 - Inform customers that nuts/chocolate items will be available in November 2024
 - Order card orders payments are turned into Troop Coordinator
 - Discuss with Troop Coordinator for order card payment options
- Check girl delivered orders on M2OS to ensure accurate product is ordered and received.
- Receive nut/chocolate items from Troop Coordinator and verify counts, signs receipts
- Deliver nuts/chocolates to customers
- Collect all monies from customers and submit to Troop Coordinator for payment
- Manages their own M2OS Media Girl dashboard and promotes their own store and online sales
- Manages their own lemonade stands, walkabouts and coordinates booth activity with Troop Coordinator
- Manage final choice selections for recognitions in M2OS



As of 9/9/25

Juliette / Super Troop

A Juliette / Super Troop (ST) Girl Scout works directly with the Product Programs department. Juliettes & ST Girl Scouts work directly with their local council office for product pick-up, the Goldmine store for payments and Product Department for recognition distribution. Communications are sent directly to customercare@girlscoutsccs.org.

Fresno Council Office—1377 W. Shaw Ave. Fresno, CA 93711 Bakersfield Innovation Center - 2160 Mars Court, Bakersfield CA 93380

Juliette Information

Troop 1377: Fresno, Madera, Kings and Tulare County

Troop 1831: Kern County

Start Up Troop Information

Troop 2006: Fresno and the surrounding area Troop 2016: Kern and the surrounding area

Troop 2026: Madera

In order to participate, all girls must

- 1) Be a GSCCS registered member of 2025/2026 membership year.
- 2) Owe no money to Council
- 3) A completed Annual Permission Form -submitted to their Product Programs Dept.

Duties and Responsibilities

- Review all Fall Product literature, materials and the M2OS training videos on the council website
- Be in constant communication with **Product Programs Dept**.
- Receive program materials from your local Council office (Fresno/Bakersfield)
- Follow all Program Basic guidelines
- Follow all Safety guidelines
- Follow all Lemonade Stands and Booth guidelines
- Take customer orders on the Fall Product order card
 - ☐ Inform customers that nut/chocolate items will be available in November 2025
 - ☐ For order card orders payments, are turned in Goldmine Store (Fresno/Bakersfield)
 - Discuss with Product Programs for payment options
- Receive nut/chocolates items from Council Office and verify counts, and signs receipts
- Deliver nut/chocolate items to customers
- Collect all monies from customers and submit to Council Staff for payment
- Manages their own M2OS Medial Girl dashboard and promotes their own store and online sales
- Manages their own lemonade stands, walkabouts and coordinates booth activity with Product Programs dept.
- Manage final choice selections for recognitions in M2OS

* Program Materials

- ☐ Girl Fall Product Program Sellers Packet—ONE PER PARTICIPATING GIRL
 - Order Card
 - ☐ Money Envelope
 - M2 Informational Flyer
 - Rewards Brochure



Managing My Campaign

girl scouts
of central california
south



Girl Scouts of Central California South





Welcome to M2 Media system (M2OS), the online platform for the Fall Product Program.

Participants will receive an email invitation to set up their Girl Scout access to the M2OS. Below are the steps to successfully manage your Girl Scout campaign using M2OS.

Getting Started

Go to www.gsnutsandmags.com/gsccs. Select the Girls and Parents/Adults, Login or Create an Account.

- Enter your zip code
- Enter Girl Scout Information
- · Add Account Details

You will be navigating the M2OS Girl Dashboard, you will be prompted to do the following upon login. The more you personalize your site, the better your results will be.

- Watch a training video
- Create your Girl Scout avatar
- Record a special message to have your avatar deliver to friends and family
- Upload a photo of your Girl Scout
- Create a video message to share on your campaign storefront
- Create your Girl Scout personalize patch and add shipping information

TIP: Write down your username and password on the Contacts Page.

Managing My Campaign

Campaign Set Up

Promote your campaign to family and friends. Once your campaign is "launched" you can start to share your girl link on several social media platforms.

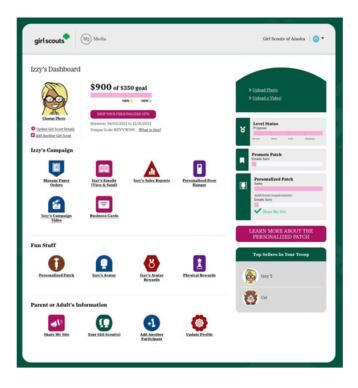
Emails Blasts

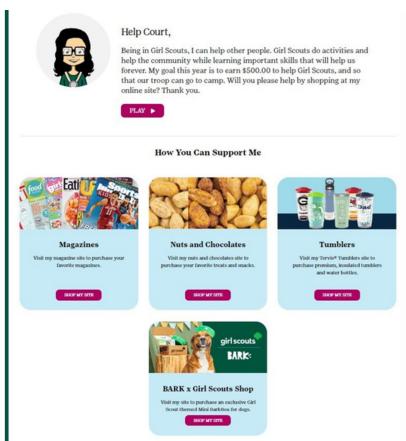
- Send out emails to family friends to promote your campaign
- Enter /import your email contacts
- Check statuses to ensure your emails are being received and manage accordingly
- Launch your Campaign

Share your Site

Promote your campaign by sending out your campaign link directly.

- Share your site to mobiles, email, phone message, Facebook, and Twitter
- This feature will share your avatar with a link to shop your storefront
- Customers can purchase magazines, nuts and chocolates





TIP: M2 instructional videos are on the council website at www.girlscoutsccs.org.

Fall Product Page



Managing My Campaign

Manage Paper Orders

Parent/Guardians will first work with girls to enter the girls order cards items into their own M2OS girl dashboard account.

- Enter girl total nut/chocolates items by variety from girls' paper order card
- Make sure the totals match the order card, and enter total quantities for each item
- Do not enter products that were ordered "online for girl delivery", as orders are automatically entered into the M2OS system
- There are no council cupboards to acquire additional product, order accordingly if you plan on hosting a lemonade stand
- Order Cards are a one-time submission, and no re-orders/restock available

TIP: DO NOT enter "Online Girl Delivered" products

Business Tools

M2OS has several business tools to support her online and in-person business. Utilize the marketing tools to generate sales.

- Send emails directly to family and friends using M2OS to promote your sale
- Use the "Share My Site" feature to send a direct link via text or to post on various mobile apps (Facebook, Twitter etc.)
- Download the print the doorhangers with your QR code already printed on them
- Download the print the business cards that have a special code for customers to use to access your storefront











Product Delivery and Distribution to Customers

- Coordinate with your Troop/Council Coordinator to pick up your nut/chocolates items
- For discrepancies with products, contact your Troop/Council Coordinator immediately
- Distribute items to each customer, and collect payments
- Turn in all monies to your Troop Coordinator, or Goldmine Store

TIP: Never accept product without a receipt from the Troop/Council Coordinator

Rewards Management & Personal Patches

Review the rewards options for at each level. Rewards are automatically calculated for each girl in M2OS.

- Parent/girl will need to enter their rewards selections into M2OS.
 - ☐ If no selections are made, default items will be automatically selected by Product Programs Dept.
 - Default items on rewards brochure
- Personalized Patches will be mailed directly to the Girl Scout using the address provided in the M2OS
 - Ensure the address are entered and correct
 - □ Ensure all avatars have been created
- Nut Bucks are a product of GSCCS Council, and not managed by the M2OS
- Nut Bucks are accumulated by combined sales (nuts, chocolates and magazine orders combined)

Rewards Delivery and Distribution for Girls

Coordinate with your Troop/Council Coordinator to pick up your rewards items

Congratulations! You have successfully managed your 2025 Fall Product Program!

