

Fall Product Program

Frequently Asked Questions

What are the program dates?

- Girl Delivery - September 14-October 26, 2026
- Online sales - September 14-November 9, 2026
- Girl Scouts send emails to customers to shop online. Customers order and pay online. Products can be delivered directly to the customer or by in-person (girl) delivery.

What are Girl Scouts selling?

- Nuts, chocolates, candy, Tervis bottles, candles, bark boxes, stationery, and magazines

Is anything delivered in-person?

- Customers can choose to have nuts, chocolates, Tervis bottles, bark boxes, candles, stationery or magazines shipped directly to them, or they can select from a group of nut and chocolate products that Girl Scouts can deliver in-person. Payment is collected at the time the order is placed online.

Where do Girl Scouts sign up?

- Guardians and Troop Leaders will receive an email with the link from M2. They will follow the link to access their M2 account and then the Girl Scouts will be ready to participate.

Are there any incentives or rewards for participating?

- Yes, the Girl Scouts recognitions are listed on the back of the M2 flyer and on the GSTOP website.
- Troop Leaders can also receive a personalized avatar patch with their avatar when they send emails to the participants in their troops encouraging them to participate in the Fall Program using the parent/adult campaign tool [and](#) when the troop sells \$1,300 worth of items.

What if a Troop Leader does not know who is registered in the Troop?

- Look at your Troop roster in the VTK or get assistance from GSTOP Customer Care at customercare@gs-top.org

What if a Troop Leader has questions about the online platform?

- They should contact their Service Unit Fall Product Chair or M2 Customer Service at 1-800-372-8520.

What do new Troops need to have before participating in fall program?

- New Troops must have two non-related registered adults with Criminal Background Check completed, one of them must have completed the New Leader Learning Path Training and have at least five girls registered in the Troop.
- Troop must be in the process of opening a bank account and have one adult volunteer listed as the Troop Fall Product Chair (TFPC). The Troop Fall Product training will be assigned in gsLearn to the TFPC. Contact your Service Unit Fall Product Chair for questions or help.

Who may participate?

- All Girl Scouts registered in the current membership year beginning on October 1, 2026, may participate in the program. The Parent/Guardian Permission Agreement for each girl will be part of the M2 girl dashboard set up. **Girl Scouts that earned their membership during the Cookie Program will be able to jump start their business on September 14, 2026.

When will product be delivered to Service Units?

- Product will be available to Service Units in the week of November 16th. Service Units will then distribute products to troops and troops will distribute to Girl Scouts so Girl Scouts can deliver to their customers. *Distribution procedures may vary by area. Contact your area Product Program staff for specifics.

When do Girl Scouts and troops receive their recognition items?

- Recognitions should be available for distribution in December.

What do the troops earn in proceeds this year?

- Troops default to 18% of the retail price. (every \$8 sale earns \$1.44 for her troop). Junior, Cadet, Senior, and Ambassador troops that opt out of rewards will earn 22% (an \$8 sale earns \$1.76 for her troop) and they still earn patches!
- When 60% of the girls earn their email patch and sell a minimum of two items; the troop will earn an additional cents (\$0.02) per package during the 2027 Cookie Program.