

2026 Treats & Treasures: Family Meeting Agenda

1. Theme: Ready to Explore Mascot: Kangaroo
2. Why participate in the Fall Product Program?
 - a. Girls learn amazing skills that will last a lifetime:
 - i. Goal Setting - Customers want to hear what they're supporting them so be sure to tell them your goals!
 - ii. Decision Making - Girls make the decisions: set goals, how to spend troop money, etc...
 - iii. Money Management – Take customer payments, count change, and balance totals.
 - iv. People Skills - Girl Scouts learn to talk and interact with all kinds of people while selling.
 - v. Business Ethics – Girls learn to be honest and responsible at every step of the sale.
 - b. Your Girl Scout's Troop earns money – \$1 for nut/candy items and \$3 for magazine subscriptions, Bark®Box, Tervis® tumblers, personalized stationery, and candles. All funds go to activities, materials, and supplies that support her Girl Scout Leadership Experience.
 - c. Awesome rewards for girls are earned by selling at higher and higher levels, see Order Card for more details.
3. Fall Products
 - a. Nuts and Candy are sold through Order Cards and sending customers an email with a link to the online store – whenever possible, payment should be collected at the time the order is placed. \$7-\$13 per item
 - b. Online Sales: Magazine subscriptions (new or renewal), Bark®Box, Tervis® Tumblers, personalized stationary, and candles. Girl Scout Bark Boxes are not part of a subscription.
4. Parent Info
 - a. Important dates to remember:
 - i. September 8th – October 12th — Fall Product Program sales begin, both online and in-person Order Card sales
 - ii. By October 12th — Enter Order Card information and turn in money to the Troop Fall Product Manager. TFPMs have until October 14th to enter any Order Card information that is not entered by parents by October 12th. Your TFPM will have more specifics for you.
 - iii. November 4th – 10th — Order Card items arrive. COUNT THEM, SIGN A RECEIPT FOR THEM, AND GET THEM DELIVERED!
 - iv. By November 16th —Turn in all remaining money collected to the Troop Fall Product Manager.
 - b. Don't give customers products until you have the money in hand!
 - c. Checks should be written to "Girl Scouts" or Troop ###.
 - d. Donation Program - Project Thank You - Items will be donated to our hometown heroes like local Municipal Police and Firefighters, Wildland Firefighters, and other brave men and women of service. \$7 per item.
5. Register your Girl Scout for Online Sales
 - a. Go to www.gsnutsandmags.com/gsssc to register.
 - i. Be sure to use her GSUSA registered name and correct troop number to give her credit for all her online sales.
 - ii. Remember to send 18+ emails –as early in the sale as possible – to family, friends, and co-workers through the site to earn the Ready to Explore patch. Each email invites customers to purchase items from your individual account.
 - iii. Earn your Personalized Patch when you sell \$375+ in total sales, send 18+ emails, and use the Share my Site feature 1 time.
 - iv. Earn a new "Visualize" patch when you use the Share My Site feature 9 times. That's less than 2 times per week!
 - v. Additionally, when you earn your Personalized Patch during the Fall Product Program you are qualified to earn a Personalized Patch with your avatar and the Lop-Eared Bunny, the cookie mascot, when you sell 375+ packages of cookies in the 2027 Cookie Program.
6. How parents and family can help:
 - a. Attend the Family Meeting!
 - b. Help your Girl Scout set up her Fall Product site on the M2 system and agree to the permission statements.
 - c. Read the Family Letter and post it to your refrigerator to help remind you of important dates.
 - d. Help your Girl Scout network with family and friends (but let her do the asking).
 - e. Social Media – let people know through Facebook, X, and Instagram where they can get these amazing products.
 - f. Coach your Girl Scout:
 - i. Listen to her sales pitch. HINT: use Project Thank You with every pitch to increase sales.
 - ii. Help her learn product names and types.
 - iii. Ask questions that customers might ask (role play).
 - iv. Teach her the value of setting practical goals.
 - v. Have fun with her!
 - g. Remember that the Fall Product Program is a part of the Girl Scout Leadership Experience, which is girl driven. Let your Girl Scout take the lead in selling and reaching goals. Remember: NEVER do for your Girl Scout what she can do for herself.
7. Questions?