

2026 TREATS & READS TROOP GUIDE

MEET OUR MASCOT!

SERVICE UNIT CONTACT INFORMATION

SERVICE UNIT: _____

SERVICE UNIT TREATS & READS MANAGER: _____

PHONE: _____

EMAIL: _____

READY
TO **explore**



THE KANGAROO!

SCIENTIFIC NAME: Macropus rufus **LIFE SPAN:** up to 23 years

MAXIMUM JUMP HEIGHT: 10 feet **MAXIMUM JUMP LENGTH:** 30 feet

FUN FACTS

- ◆ Kangaroos use their strong tails for balance while jumping
- ◆ They are the tallest of all marsupials, standing over 6 feet tall
- ◆ They live in Eastern Australia in small groups called troops or herds
- ◆ Female kangaroos sport a pouch on their belly to cradle baby kangaroos
- ◆ Baby kangaroos are called joeys and are only one inch long at birth

GIRL SCOUTS, HORNETS' NEST COUNCIL

7007 Idlewild Road | Charlotte, NC 28212 | 704-731-6500
customer care@hngirlscouts.org | www.hngirlscouts.org



THANK YOU & PARTICIPATION REQUIREMENTS



Thank you for your volunteer support—it makes a big difference!

- With your help, Girl Scouts build life skills and raise funds through programs like **Treats & Reads**.
- This program supports local troops and community programming.
- **Treats & Reads is for friends and family only**—no booth sales are allowed.

PROGRAM REQUIREMENTS

- Participation in both **Treats & Reads** and the **Cookie Program** is required for additional fundraising.
- Troops must submit their **Annual Troop Report** to receive proceeds
 - (Exception: troops formed after the 2026 Cookie Sale)

NEXT STEPS

- Review the **Family Guide**
- Complete all required **online training**

OUR PARTNER



GSHNC is pleased to partner with **Ashdon Farms** again this year to provide our nut and candy products.

New items include:

- Girl Scout **Exploration Tin** with mint chocolate treasures
- **Snowman Holiday Tin** with chocolate-covered pretzels
- **Cranberry Trail Mix** featuring roasted and salted cashews and almonds with dried cranberries
- **Vanilla Honey Roasted Pecans** (new to the order card this year)

We are excited to continue offering **Direct Ship options** introduced last year.

Featured product partnerships include:

- Magazines, including premium titles like Car & Driver, Food Network, Good Housekeeping, and more
 - **Tervis Tumblers**
 - **New scented candles** (51 total options)
 - **Personalized stationery**, including new items such as napkins, soaps, candles, and calendars
 - A new Girl Scout-branded **Bark Box: Campfire Sing-A-Long Bundle**
 - Includes a cozy campfire treat hider, Roastin' S'mores tug toy, and Squeak-Along Guitar
 - **Returning Bark Boxes** from last year (while supplies last)
- All products are available through the Girl Scout's **M2 online storefront**.

OUR PRODUCTS



New for 2026: Campfire Sing-A-Long Bundle

Includes 3 toys (Cozy Campfire treat hider + Roastin' S'mores tug toy + Squeak-Along Guitar) + 1 Treat Cannister

Price point: \$28.99



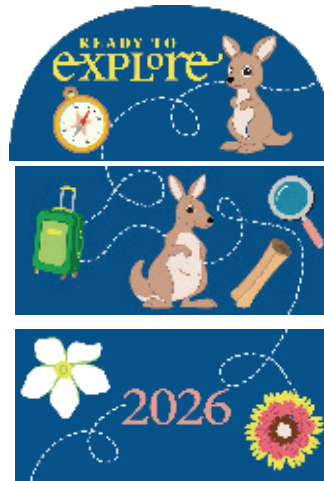
PROCEEDS AND REWARDS

TROOP PROCEEDS

- Troops earn **15%** of all product sales.
- Older Girl Scout troops (**Cadette and above**) may opt out of rewards to earn an additional **2% in proceeds**.
- Girls will still receive their patches.

GIRL SCOUT REWARDS

- See the **nut order card** for a complete list of Girl Scout rewards.
- Rewards will be shipped to the **Service Unit Treats & Reads Managers** for distribution to troops.
- **Note:** If an older Girl Scout troop opts out of rewards, they will only receive **patches**.



TROOP PARTICIPATION INCENTIVES

50% PARTICIPATION

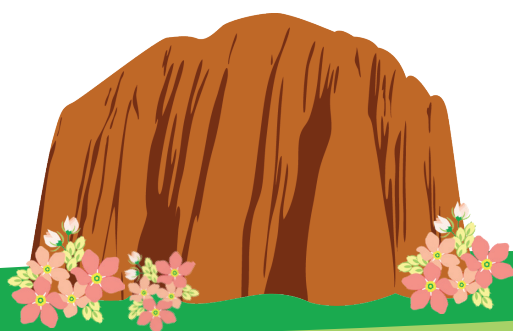
Troops receive **early access to Cookie Booth selection** for the upcoming season.

75% PARTICIPATION

Troops are entered into a drawing to win a **\$500 troop shopping experience** at the GSHNC store.

100% PARTICIPATION

- Eligible for the **Cookie Cross-Over Bonus:**
 - Treats & Reads:** 100% participation with a troop PGA of **\$220**
 - Cookies:** 100% participation with a troop PGA of **\$260**
- Troops earn an additional **\$0.05 per package** sold during the **2027 Cookie season**.



PROCEEDS AND REWARDS

PARTICIPATION REQUIREMENTS

- Minimum of 3 girls per troop
- Each girl must sell:
 - 3 Magazine & More items
- or**
- 15 nut/candy items during Treats & Reads (to earn the first-level patch)
- Each girl must also sell at least 12 packages of cookies during the Cookie Program

ADULT AWARD

Leaders can earn a personalized M2 avatar patch.



To qualify:

- Troop must achieve \$1,300 or more in total sales
- Leader must send the caregiver email blast through the M2 system

2026 REWARDS

READY TO EXPLORE PATCH



KANGAROO PATCH



2026 PATCH



ONLINE PATCH



READY TO EXPLORE POSTER



SMALL KANGAROO PLUSH



READY TO EXPLORE T-SHIRT



EXPLORER WET/DRY BAG & CAMP CLIP TOWEL



LARGE KANGAROO PLUSH



EXPLORE & GO WATER BOTTLE



TRAVEL BAG



FRIENDSHIP BRACELET WHEEL



YARN CRAFT KIT



XL KANGAROO PLUSH



TREATS & READS MANAGER TRAINING



TRAINING & SUPPORT

- Troop Treats & Reads Managers (TTRMs) must complete online training in **gsLearn**, accessible through **MyGS at hngirlscouts.org**.
- TTRMs can contact their **Service Unit Treats & Reads Manager** with any questions.
- After logging into **M2**, TTRMs will watch a short instructional video for a system overview.

TTRM RESPONSIBILITIES

- Train Girl Scouts and caregivers on the program.
- Distribute program materials, product, and rewards in a timely manner.
- Ensure you and all caregivers meet the important deadlines.
- Encourage girls to have a fun and successful sale.

KEY TOPICS TO REVIEW FOR SUCCESS

- ♦ **Calendar:** Important dates and deadlines.
- ♦ **Program tools:** Order card and M2 system (Avatar creation and online sales)
- ♦ **Goals:** Set individual and troop goals
- ♦ **Entrepreneurship Skills:** Plan how to reach out to friends and family
- ♦ **Rewards:** Earn incentives and celebrate achievements
- ♦ **Badges:** Visit the Volunteer Toolkit for badge opportunities tied to product programs

TREATS & READS GIRL TRAINING

OPTION 1: ONLINE ORDERS

ONLINE SETUP & SHARING

- Girl Scouts and caregivers create their online store through the **M2 site**
- Girl Scouts can invite friends and family via **email**
- Caregivers may share the link on **private social media pages only**

ORDERING & PAYMENT

Customers can purchase **magazines, nut/candy items, and more** using a **credit card**

SHIPPING FOR SELECT ITEMS

Items like **magazines, Tervis Tumblers, scented candles, Girl Scout Bark Box, and personalized stationery** are processed quickly and typically arrive within **6–8 weeks**



NUT/CANDY DELIVERY OPTIONS

1. Direct Ship

- Customers pay a shipping fee for **direct delivery**
- Includes an **expanded selection** of products
- Ideal for **out-of-town supporters**

2. Girl Scout Delivery (no shipping fee)

- Orders are delivered by the **Girl Scout and caregiver**
- Customers pay online by **credit card**
- **Deadline:** October 6 for online Girl Scout delivery orders
- Orders are **automatically recorded** in M2
 - Do **not** manually enter these orders to avoid duplicates
- Products available match those on the **nut/candy order card**



OPTION 2: IN-PERSON ORDERS

In-Person Sales

- Use the **nut/candy order card** to take in-person orders
- Refer to the order card for **product options, pricing, and reward levels**

Payments

- Girl Scouts should **collect payment at the time of the order**
- Troops decide whether to accept **checks**
- If accepted, deposit checks **promptly into the troop account**
- Troops are responsible for any **returned/bounced checks**

Promoting Online Sales

- Girl Scouts can provide customers with **business cards** linking to their online store
- Use the **door hanger with a QR code** to direct customers to the M2 storefront
- Available on the Girl Scout's **M2 dashboard**

Online-Only Products

- **Magazines, Tervis Tumblers, scented candles, Bark Boxes, and personalized stationery** must be **ordered and paid for online**

2026 PRODUCT EXAMPLES

COZY PUP CAMPOUT BUNDLE



GOOD DOG GOALS BUNDLE



HAPPY TRAILS & TAILS BUNDLE



RETURNING! 2024 PUP PATCHES & S'MORE KIT



RETURNING! 2024 THE S'MORE THE MERRIER KIT



5 CORE SKILLS OF PRODUCT PROGRAMS



GOAL SETTING

To set goals and create a plan to reach them.



PEOPLE SKILLS

To be confident through customer interactions.



DECISION MAKING

To make decisions on their own and as a team.



BUSINESS ETHICS

To act ethically, both in business and life.



MONEY MANAGEMENT

To create a budget and handle money.

IMPORTANT DATES



AUGUST 20 - TROOP TRAINING AVAILABLE

- **TTRM Training Opens**

- Complete online training
- Pick up materials from your **Service Unit Treats & Reads Manager (SUTRM)**

- **Getting Started**

- Watch for an email from **Girl Scouts–Hornets' Nest Council** with access details
- Or visit **www.hngirlscouts.org**

AUGUST - SEPTEMBER

- **Kick-Off Events**

- Service Units and troops host events for Girl Scouts and caregivers

- **M2 Access Setup**

- Leaders and TTRMs receive M2 access email (around September 7)
- Log in, create password, and set up avatar

- **Caregiver Communication**

- Add caregiver emails in M2
- Approve parent email blast to support login access and avatar patch eligibility

- **Verify Registrations**

- Confirm all Girl Scouts are registered and information is accurate in MyGS

SEPTEMBER 10 - PROGRAM BEGINS

- **Sales Launch**

- In-person sales and online storefronts open

- **In-Person Orders**

- Collect payment at the time of sale

- **Boost Online Sales**

- Encourage Girl Scouts to send emails early to drive sales



IMPORTANT DATES CONTINUED

OCTOBER 5

- Final day for caregivers to enter **paper orders into M2**
- **Last day for in-person paper orders**

OCTOBER 6 — FINAL DEADLINE (11:59 P.M. EST)

- **System Access**
 - TTRMs are locked out of M2
- **Order Management**
 - Enter/update any remaining in-person orders
- **Rewards**
 - Caregivers finalize reward selections
 - Troop leaders must select if not completed
 - Unselected rewards default to the **first listed option**
- **Finances**
 - Check your Troop Summary Report in the M2 system
 - If your **Balance Due to Council is negative**, the Council owes your troop its proceeds
- If your **Balance Due to Council is positive**, your troop owes that amount to the Council
 - Deposit all funds for ACH draft
 - **New troops:** Submit check or money order if your troop bank account is not open
 - **Existing troops:** Submit updated ACH forms (if needed)
- **Troop Proceeds**
 - Troops may retain proceeds if the **Annual Troop Report (due June 30)** is submitted

OCTOBER 8 — FINAL ONLINE ORDERS

- Last day for **online shipped orders**
- SUTRMs verify all troop in-person orders
- **11:59 p.m. EST:** SUTRMs locked out (no late entries)

OCTOBER 23 — 24

- Product delivery to **Service Units** for troop distribution

DECEMBER 1

- All Girl Scout–delivered products must be delivered to customers

