



**Just
-in-
Time**



Product Programs

Product Programs help to power amazing experiences for girls and troops!

When a girl participates in a product program, she is exposed to a unique experience and learns essential life skills. Her confidence soars and the leader in her begins to step up in powerful, everyday ways – when she raises her hand in class, says ‘yes’ to a challenge, or finds the silver lining in a bad day. She will gain a ton of confidence, and find out what she’s capable of. And there’s more - participating also means big fun, great friends, and a chance to change the world!

Are you ready to unleash that unstoppable Girl Scout shine and ingenuity to make amazing things happen and reach your goals? Great! Let’s do it.

What is a product program?

Girl Scouts Dakota Horizons hosts two product programs a year: Fall Product Program and the Girl Scout Cookie Program.

Fall Product Program

Smaller of the two programs, girls sell nuts, chocolate and magazines to friends and family. The Fall Product Program happens at the start of each new Girl Scout year in October. Learn more about the [Fall Product Program](#).

Girl Scout Cookie Program

The largest girl-led business in the world giving girls an opportunity to sell cookies at cookie booths, in their online store and in-person. The Cookie Program is held February to March each year. Learn more about the [Cookie Program](#).

What are the benefits of the product programs?

- Girl Scouts participating in the girl product programs will learn key skills that will help them in business and life. These include goal setting, decision making, money management, people skills, and business ethics.
- Not only do the girls develop skills during these programs, they earn fun rewards and Dakota Dough for themselves and proceeds for the troop. Dakota Dough is Girl Scout money that can be used in our retail services or to pay for events and membership.
- Girls set their goals to earn the fun, theme-based rewards such as plush animals, camping gear and the latest technology!
- Proceeds are earned by the troop based on girl participation. These proceeds can be used to purchase memberships, uniforms, badges, troop supplies, camp registrations and so much more! This gives the girls the power to fund their own adventures and decide what is most important to them. The more proceeds earned, means less funds needed from the families!
- Based on our packages per girl average, here’s an example of what the average troop of 10 girls can earn:
 - Fall Product Program—\$450 per troop
 - Cookie Program—\$1620 per troop

Who manages the product programs?

Each service unit has a volunteer fall product manager and cookie manager who provides training and support to troops throughout each program. These service unit volunteers serve as the liaison between troops and council, providing information and materials in addition to serving as a troop’s primary point of contact for questions, issues, and guidance throughout the product program.

Each troop should also have a designated fall product coordinator and cookie coordinator who attends training and coordinates the program for the troop. These troop volunteers attend trainings and coordinates the program for the troop. In the absence of a coordinator, the troop co-leader will perform these duties.