



2024 Troop Cookie Coordinator Guide





Welcome to the 2024 Cookie Program

We are thrilled you have decided to take on the MAGIC of the 2024 Cookie Program as your Troops Product Coordinator. Without you, this opportunity would not be available to the girls. Our theme this year is "Own Your Magic" with the Axolotl as the mascot. As you know, girls who participate in the Girl Scout Cookie Program build self-esteem and learn valuable life skills of goal setting, decision making, money management, people skills, and business ethics. On the gssgc.org website there are many resources to share with your troop, along with information about the cookie program.

We are here to support you and cheer you on!

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Include the 5 Skills

Through the Girl Scout Cookie Program®, Girl Scouts gain these 5 skills and learn to think like entrepreneurs!



Goal Setting

Girl Scouts learn how to set goals and create a plan to reach them.



Decision Making

Girl Scouts learn to make decisions on their own and as a team.



Money Management

Girl Scouts learn to create a budget and handle money.



People Skills

Girl Scouts find their voice and build confidence through customer interactions.



Business Ethics

Girl Scouts learn to act ethically—both in business and life.



Resources

ABC Bakers Facebook	Excite and energize volunteers and troops about cookie sales with sales strategies, success stories, technology tips and more	www.facebook.com/abcbakers
Lemonades Facebook	Product sales and marketing tool	www.facebook.com/LemonadesCookie
Lemonades Instagram	Product sales and marketing tool	@Lemonadescookie
Cookie Calculator	Calculate package sales goals based on number of packages sold last year and the desired percentage increase this year	www.abcsmartcookies.com/resources
Cookie theme information	Gallery of images, clip art, certificates	www.flickr.com/photos/abcbakersvolunteergallery/albums
Cookie varieties	Product descriptions and recipes	www.abcbakers.com www.abcsmartcookies.com
Rally Guide	Fun ideas for troop rallies	www.abcsmartcookies.com/resources
Volunteer and girl videos	How-to videos on a variety of topics	www.youtube.com/user/ABCCouncils
Troop goal poster	Poster	www.flickr.com/photos/abcbakersvolunteergallery/albums www.abcsmartcookies.com/resources



Digital Cookie®

Exciting news, your online Girl Scout Cookie® sales platform is getting a revamp! We're moving your online cookie sales to a platform called **Digital Cookie®**. Going forward, you will be using the new Digital Cookie application to sell cookies to customers online, track progress towards a goal, and manage sales. Selling Girl Scout Cookies® online and reaching your goals just got easier!

Please note: Troop leaders and volunteers will still utilize Smart Cookies™ for cookie business management tasks like sourcing additional cookies for the troop and allocating cookie sales.

Digital Cookie® features make selling cookies a fun, universal experience for all entrepreneurs.

For Girl Scouts/Troops:

- Customizable Girl Scout pages allow customers to read your story and sales pitch and view your profile image or video.
- Troops can customize their site with the same marketing tools available on a Girl Scout's site with stories, sales pitches, a photo or a video.
- Cookie Business Badges and Family Entrepreneur Pin requirements are integrated into the system to reinforce the importance of badge work and the Girl Scout experience within the cookie program.
- Girl Scouts can send "cheers" to one another by choosing from an assortment of encouraging and congratulatory images.
- Girl Scouts can make sales on the go at cookie booths



For Parents:

- The option to turn girl delivery off for customers based on family preferences and cookie availability.
- The ability to turn cookie varieties on or off to match available inventory.

For Consumers:

- Customers can order and pay for cookies online and pick them up at a booth.
- All consumers will have the same checkout process when using an individual Girl Scout or troop link, ensuring a unified experience across the Girl Scout brand.



Digital Cookie®

Training Material Index for ABC Council Users

*Instructions for both Girl Scout/Caregiver and Volunteer accounts.

** Functionality depends on council settings.

Volunteer

Digital Cookie Help:

<https://digitalcookie.girlscouts.org/help/volunteer>

Registration

Volunteer Login

[Tip Sheet](#)

Forgot Password/Password Reset*

[Tip Sheet](#)

Unlock Account*

[Tip Sheet](#)

No Registration Email*

[Tip Sheet](#)

My Account tab*

[Tip Sheet](#)

Site Use

Service Unit Access**

[Tip Sheet](#)

Troop Dashboard

[Tip Sheet](#)

[Video](#)

Troop Site Setup**

(see Virtual Booth Links)

Virtual Booth Links**

[Tip Sheet](#)

[Video](#)

Troop Pickup Orders**

[Tip Sheet](#)

[Video](#)

Troop Refunding Orders**

[Tip Sheet](#)

[Video](#)

Troop Cheers

[Tip Sheet](#)

Customer Support Help

<p>Smart Cookie Site (Access • Registration • Apps • Submitting Troop Initial Order • Signing up for Booths • Tech Issues, etc.)</p>	<ul style="list-style-type: none"> • ABCSmartCookieTechSupport@hearthsidefoods.com
<p>Direct Shipped Order Questions</p>	<ul style="list-style-type: none"> • Order Status Page • Customer FAQs • Contact Customer Support with an Order Issue
<p>Digital Cookie Website (Site set up • Reports • Customer list • viewing orders • Mobile App, etc.)</p>	<ul style="list-style-type: none"> • Volunteer FAQs • Parent/Girl Scout FAQs • Contact Customer Support with a System Issue
<p>Digital Cookie Registration & In-Person Delivery Inquiries</p>	<ul style="list-style-type: none"> • Volunteer FAQs • Parent/Girl Scout FAQs • Contact Customer Support with Registration Issue • Contact Customer Support with Account Information Issue
<p>Other</p>	<ul style="list-style-type: none"> • Contact Customer Support with Other Questions • Provide Feedback to Customer Support



Cookie Team



Regional Team Managers

Central	Samantha Riggs	ecentralteam@gmail.com
Central West	Jiranda Strebel	cwfallcookie@gmail.com
High Desert	Anne Rice	hdfallcookies@gmail.com
Low Desert	Chantal Francisco	lowdesertproductsales@gmail.com
Southwest	Kim Ludlam	swproductsales@gmail.com

Your Who's Who will have a list of Entrepreneurial Team Members and contact information for your specific region.

PLEASE reach out to your local team for support and assistance FIRST before you reach out to staff or customer care

Entrepreneurial Program Council Team

Senior Director of Entrepreneurial Program

Jua-Nita Williams Houston

jhouston@gssgc.org

Director of Entrepreneurial Program

Devon Spira

dspira@gssgc.org

Entrepreneurial Program Manager

Caryn Martin-Patino

cmartinpatino@gssgc.org

Entrepreneurial Program Coordinators

Lisa Reynolds

lisa@gssgc.org

Entrepreneurial Program Assistant

Viki Jagers

vjagers@gssgc.org

Alexis Herrera

aherrera@gssgc.org

Sara Valdez

svaldez@gssgc.org





Volunteer Responsibilities

Before the sale

- Prepare a list of all participating girls in your troop.
- Prepare a list of parent/caregiver phone numbers & email addresses for participating girls.
- Create a designated space to store product and designated areas for Booth Cookies vs Cookies available to restock girl's inventory. Cookies must be stored six inches off the ground and in a cool location at all times.

Schedule a Meeting/Training with Girls and Parents/Caregivers

- Remind parents/caregivers of the importance of the Family Guide and Product Program Rules which can be accessed on GSSGC.org>Cookies+>Cookie Program Tools.
- Review actions that may be required on their part (i.e., approval of Online Girl Delivery orders placed with their social link).
- Cover all Important Dates & Deadlines and provide dates you create for your troop, like when girls can collect their Initial Order and when you plan to collect money before ACH withdrawals.
- Confirm participating girls are current Girl Scout Members in My GS and have parents/caregivers complete the 2024 Cookie Program Parent Permission Forms (online) before giving out ANY cookies.
- Discuss Troop and Individual sales goals – how do the girls plan to spend their Troop proceeds?



During The Sale

Transferring Troop Inventory to Girls Inventory: Initial Orders and Cupboard Orders should be transferred to girls in Smart Cookies once they are picked-up from the Troop.

Shuffling/gifting boxes: You may move boxes between girls in the same troop using the Shuffle/gifting form to help get a girl to the next reward (one level max up to 875 Only). Shuffled/gifting boxes do not count towards top seller qualification for the recipient, and the giver may forfeit their top seller status if their total after gifting drops below the qualifying threshold. You must provide girl sale reports before and after the shuffle/gifting along with the signed form at paper push.

Sisters in the same troop may combine their sale and share rewards, but all participating sisters must retain at least the participation level total of 24 boxes. Sisters combining their sale may not qualify for top seller awards.

Closing The Sale

Paper Push is the time to close out the 2024 Cookie Program. The Troop Coordinator MUST meet with the Regional Cookie Team to close out their Cookie Program. This is also the deadline to submit any changes or debt reports. Failure to attend will result in the close out of your Troop's program as Smart Cookies stands and may result in incorrect reward choices, miscalculations of proceeds, etc.

Contact participating families to close out each girl's sale, including completing booth transfers, reward selections, etc. Collect and deposit all outstanding monies. Once everything has been verified in Smart Cookies, print the Recognition Order Summary by Girl Report and the Troop Balance Summary Report. Complete the Online Paper Push Form before 11:59 p.m. on March 23, 2023. Provide Regional Team with any requested documentation (i.e., Bank Statements, Booth Calculator, Outstanding Debt Paperwork. Regions may require a Paper Push appointment. Check with your Regional Team!



MEGA Drop



Mega Drop attendance is required!!

January 27, 2024



**NO CHILDREN
& NO PETS**

This regionally run event is for troops to collect their Initial Order.

- Troops Coordinators will receive more information, including an assigned pick-up time prior to Mega Drop and site-specific requirements – please stick to your assigned time slot!
- Coordinators/Substitutes (18+ years) are required to show government issued photo ID to collect the Initial Order on behalf of the Troop.
- The driver(s) must remain in the vehicle with the engine running.
- The entire Initial Order for each Troop must be picked up, in-full, at one time. Troops with larger Initial Orders may require several vehicles and should consider renting a U-Haul truck.
- Vehicle MAX – Troop/Groups MUST enter line together. If, when you arrive at your Mega Drop location, and one or more of your Troop/Group is incomplete, please wait until all vehicles arrive to enter the line.

Vehicle must be clear of all items, including car seats, existing trunk items, etc. Troops must bring their own ropes and tie-downs and/or netting to ensure cookies are secure.

How much can I pickup?

Compact car	23 cases
Hatchback car	30 cases
Standard car	35 cases
SUV	60 cases
Station Wagon	75 cases
Minivan	75 cases
Pickup truck	100 cases
Cargo van	200 cases

If the Coordinator is unable to pick up the Troop's Initial Order, they must complete a Coordinator Substitute Form to have a responsible ADULT attend in their place.

NOTE: If the Troop Bank Account is not entered into Smart Cookies by January 26, we will not release the product to you.

Troops are financially liable for all cookies they receive. Before the end of the sale, they can work with their Regional Team to transfer cookies to other troops if they are having difficulty moving their inventory. Council also makes an effort to convert unsold cookies to cover virtual I CARE when possible. There are no returns of unsold inventory to Council

A-lot-I things to know

Reports



Reports are vital to the success of the Cookie Program. Smart Cookies allow you to access reports to keep up to date on Troop progress, along with troop inventory.

Reward Reports: It is important to keep track of each girls' sales. Once a girl's final cookie totals are correct, create their recognition order and make the appropriate reward selections.

Walkabout Reward: Qualifying dates are January 14 - February 6, 2024

- To Be Eligible: the girls must have sold and paid for 250+ boxes by February 6, 2024. Complete the required Transfers in Smart Cookies. Girls must maintain 250+ boxes through the remainder of the program to earn the Walkabout reward.
- Ensure payment is collected and credited to each girl in Smart Cookies.
- Confirm walkabout with parent/guardian for all eligible girls using balance summary report.

Mid Sale Inventory Report: Complete the form online by February 16, 2024 before 11:59 p.m. The On-Hand Inventory report is designed to remind troops exactly how many unsold boxes of cookies their troop needs to sell. This allows Troops who are low on inventory to submit a Planned Order and arrange pick-up at cupboard, or for those who have a surplus of cookies, to plan and schedule more booths, if necessary.

Clean-Up Inventory Report: Complete the form online by March 1, 2024 before 11:59 p.m. The Clean-Up Inventory Report is designed to be a final reminder of what the troop needs to sell with remaining inventory, especially during the last weeks of the Cookie Program.

Outstanding Debt: If you know there is an Outstanding Debt within your troop (Troop Leader, Product Coordinator, or Parent/Caregiver) let your Regional Team know as soon as possible. Troop Coordinators will need to submit an Outstanding Debt Report.

The following will need to be included in your submission:

1. Girl Permission Slip (virtually submitted by the parent/caregiver).
2. Receipts of ALL product transfers (must be signed by the parent/caregiver).
3. Receipts of ALL money exchanged (must be signed by the parent/caregiver).
4. Girl Balance Summary Report from Smart Cookies showing the amount owed.

**Note: All attempts to collect need to be very specific, as these will be documented.
Be sure to include dates, conversations, meetings and any other related notes.**

A-lot-l things to know



Cookie Booths

Begin February 9, 2024

Troop Booths are a huge part of the Cookie Program as it plays a role in building the five key skills. Try and get every participating Girl Scout to work at least one booth.

Booth Questions: Contact your Region's Booth Coordinator, listed in your Who's Who.

Scheduling Booths in Smart Cookies:

- Secure booth locations by participating in the online booth lotteries and by scheduling booths throughout the program in Smart Cookies.
- After lotteries take place, first come, first serve booth selections can be made.
- Troops are never allowed to booth without being scheduled for it in Smart Cookies.
- Scheduling Limits: Troops may have up to 30 active booths scheduled at any given time. After Booths are completed, they are no longer considered active and more may be scheduled within the limit.
- Daisies cannot booth after sunset and are not permitted to work 6 - 8 p.m. booths.

Regional First Picks: January 15 -20 (6 a.m. - 11 p.m.): Over a period of six days, Coordinators will be able to schedule booths via Smart Cookies in their region. If you choose not to participate and pick these 15 booths, you will still be able to secure up to 15 booths during the Council Wide Booth Lottery.

DAY 1: January 15 - select 1 booth

DAY 4: January 18 - select 3 booths

DAY 2: January 16 - select 2 booths

DAY 5: January 19 - select 3 booths

DAY 3: January 17 - select 2 booths

DAY 6: January 20 - select 4 booths

Note: Coordinators may not select more than two consecutive booths at the same location during the Regional First Picks Booth Selection. They will be removed.

Council Wide Booth Lottery: January 22-24

During these three days, Coordinators can view all remaining available booths in Smart Cookies and enter up to fifty requests for booths council wide. The booth scheduler will randomly assign a maximum of fifteen booths per troop on January 25.

First Come First Serve (FCFS) Booth Scheduling for all troops, begins on January 28, 2024.

A-lot-I things to know

Cookie Booth Set-Up & Etiquette

Your troop is responsible for bringing all your own supplies. Tables, posters & banners, cash for change, etc.

Booth times: (Two) hour increments for many locations

Booth Location(s) Restrictions: Each location has its own guidelines per its contract, such as: where you may or may not set-up, if you may or may not use an EZ-UP or umbrellas, etc. Be sure to review stipulations prior to each booth you are scheduled for to ensure you are following all location regulations.

Set-up/Break Down: Booths are scheduled for a certain time period. Once that time is up, your booth is over. If the next troop has arrived a couple minutes early, allow them to set-up behind you. We are Girl Scouts, and sisters to one another; be kind, help each other, and don't make this transition complicated. If the troop after you arrives late, you are welcome to stay until the fully staffed troop arrives; then vacate immediately.

Note the Three Strike Rule: Any unacceptable behavior displayed during a booth or other cookie related activities including but not limited to: running late 20+ minutes to booths without proper communication to team, incorrect storage of cookies (cookies on the ground), unfavorable behavior or disregard for instruction from entrepreneurial team members, etc. may result in a strike.

Strike 1: Verbal warning

Strike 2: Your troop will be unable to book any additional booths for a week

Strike 3: All your troop's remaining booths will be canceled, and the troop will not be able to booth for the rest of the program.

Booth Calculator: After all Troop Booths are done you will credit booth sales to girls in your troop.

The most "honest and fair" way to distribute booth sales is based on a per hour sales average. The Booth Calculator Spreadsheet will be available on the website gssgc.org. It will help Coordinators calculate the booth cookie sales to transfer to the Girls Smart Cookies account.

If your troop decides not to use this method, you must decide prior to the start of the program, create a document with agreed procedure, along with all girls and parent signatures.

Booths should have Prop 65 posted at all times. See Order Card for Prop 65 Information

A-lot-l things to know

Money Matters



Collecting Payment from Girls/Families.

Parents and Caregivers may use services like PayPal, Zelle, or Venmo to collect payments for in person cookie sales from family and friends and must be documented with a receipt. The Parent/Caregiver is responsible for making payment to the troop, via cash, check or app. Best practice is for families to pay the troop via debit/credit card by creating a Girl Delivery Order in Smart Cookies.

NOTE: Troops should never link 3rd party payment apps/services to the Troop bank account. Doing so will result in Troop audit and suspended proceeds until the audit is complete.

If you have trouble collecting payments from families:

1. Contact your regional team as soon as possible. **DO NOT WAIT!**
2. Send email notifications to families with their balance due, provide ways they can make payments (please offer multiple dates/times).
3. Document all communications regarding payments (emails, texts, and phone conversations).

NOTE: As soon as you notice a family not making payments, contact your Regional Team. Incomplete reports will not be accepted at Paper Push – dates dependent on Region. Check with your Regional Team for Paper Push details.

As Troop Coordinator you may become aware of financial matters that will need support by your Regional Team. These include Financial Delinquencies, Outstanding Debt, Counterfeit issues, and Stolen Product or Money.

Counterfeit Procedures:

If money collected is deemed counterfeit by the bank or police, you can apply to have the "debt" waived by Council by providing documentation by a police report or bank seizure receipt. Council will only accept counterfeit bills of a \$20 denomination or less.

Monies larger than \$20 should not be accepted.

Stolen Product or Money:

If cookies or money have been stolen, it must be included on the homeowners or car insurance claim. The troop is financially responsible for the debt pending Councils review of the situation.

A-lot-I things to know

Scheduled Mandatory ACH Troop Account Withdrawals



February 13, 2024 - 25% of Balance is Due

If for any reason 25% has not been collected or deposited into the GS Account, an adjustment can be made by completing the online form provided via email and is due by February 11, 2024.

March 5, 2024 - 50% of Balance is Due

If for any reason 50% has not been collected or deposited into the GS Account, an adjustment can be made by completing the online form provided via email and is due by March 3, 2024.

March 26, 2024- 100% of Balance is Due

If for any reason the full balance has not been collected and deposited into the GS account, contact your Regional Team immediately.

As Troop Coordinator you are responsible for ensuring deposits/payments have been made before each ACH (Automated Clearing House) withdrawal. ACH is transferring from your troop bank account to Council. You are responsible for collecting payments from the girls/families throughout the Cookie Program (weekly is best).

Note: Using Smart Cookies to collect payments will automatically credit the girl and troop and reduce the Troop's Remaining Balance Due.

Financial Delinquencies: Volunteers handling funds are legally accountable for proceeds from the sale of cookies. Girl Scouts of San Gorgonio Council reserves the right to take any legal action if it deems necessary. If there is outstanding debt by the Troop, the Coordinators position may be in jeopardy.

If a Troop is not found to be in good standing, they will not be allowed to participate in the Cookie Program until the situation is resolved. If a Parent/Caregiver is delinquent, the girl's participation is limited to Direct Ship online sale ONLY, or Troop Booths where product and money is not the responsibility of the parent or caregiver.

NOTE: Troops with delinquencies may have their proceeds withheld until an audit is performed. This is determined on a case-by-case basis at the discretion of GSSGC council.

A-lot-l things to know



Cupboards

Select Cookie Cupboards are available January 29- March 17. Check your region's Cupboard Schedule for specific cookie locations days/hours and procedures. Planned Orders are highly recommended and must be submitted 48 hours in advance in Smart Cookies. Walk-in orders may be unavailable the first 2 weeks of the sale, so plan ahead!

Planned Orders let the cupboard manager know what you are picking up. Planned Orders will be available for scheduling in Smart Cookies beginning January 22. If you didn't submit an Initial Order, consider Girl Delivery sales collected during the Early Online Marketing Period plus additional product for girls to use during Walkabout and other individual girl sales opportunities for your first Planned Order. Also, take into consideration orders collected using Troop Cookie Link and additional inventory for future Booths scheduled through Smart Cookies.

Trades:

Trading different flavors are allowed from troop to troop anytime and with the Cupboard during the trading period. You cannot trade Gluten-Free cookies. You can reach out to troops via your Regional "Trading Post" on Facebook before collecting additional cookies from the cupboards.

Starting March 1, Troops can trade one full case of one flavor for a full case of another flavor at select cupboard locations (limits or restrictions depend on inventory).

starting March 8. Troops can exchange mixed cases, twelve cookies per case, at select cupboard locations (limits or restrictions depend on inventory).

Transferring Cookies to another Troop:

Cases of cookies may be transferred from one troop to another if BOTH troops agree to do so. A Troop-to-Troop transfer must be completed in Smart Cookies. Use a receipt book to clearly note the number of packages, both troops' numbers and both signatures, then complete the transfer in the system once available.

Families Returning Cookies to the Troop:

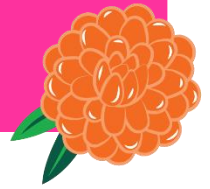
Girls with inventory at home can return cookies to the troop until March 1, 2024. Troops should be prepared for this possibility and take this into consideration before picking up more product from cupboards. Remind families that returned product must be in saleable condition and that returning cookies does not relieve them of their responsibility to help the troop as a whole to sell them.

Damages: Cookies that have been left in the sun, rain, dropped, or appear opened or damaged in any way, are not sellable. If you have received damaged cookies from Council (Mega Drop or Cupboard), Troops have 48 hours to report damages to exchange for saleable cookies through Cupboard.

Note. If a customer claims that they received a damaged box of cookies, replace them; no questions asked, regardless of who/ where they purchase them. Take the damaged box to any of our Council Cupboard locations for replacement.



Promising Practices



Do's

- Use receipt books - ANY cookie transfer or money collection to or from girls/parents (including checks, cash or via apps)
- Be respectful to the volunteer team, staff, and each other.
- Train and prepare your troop girls/parents on the rules, deadlines, and expectations.
- Confirm receipt of the Parent Permission Slips for ALL girls.
- Keep a copy of the Stater Bros. contract at booths.
- Contact your Regional Team FIRST using your Who's Who list before going to Council.
- Read the booth stipulations for the location you are scheduled for.
- **Review Product Program Rules** and other helpful resources on gssgc.org Cookies +
- Read all your emails!

Don'ts

- Do not give samples of cookies to potential customers.
- Girls never sell during Walkabout after sunset.
- No Daisies at booths after sunset.
- Never leave any trash at booths.
- No pets allowed on Walkabouts and at booths.
- Not allowed to booth anywhere unless scheduled in Smart Cookies.
- Do not leave siblings (or other tagalongs) in the vehicles or bring them along to scheduled booths.
- Girls never go into someone's house or car during Walkabout.
- Do not link troop bank account to 3rd Party payment services.
- Never sell cookies for more than they cost.
- Never sell another Council's cookie or other products.



Ways to Participate in the Girl Scout Cookie Program

Get ready for your Girl Scout to make (cookie) boss moves this year! No matter how she takes part in the Girl Scout Cookie Program, she'll grow her people skills, learn to set goals, make smart decisions, and so much more. Talk with her about which options she's excited to explore this year!



Phone or Text Friends and Family

Is this your Girl Scout's first time running her own cookie business? Texting or phoning friends and family is a great way to help her feel comfortable connecting with cookie customers. And if your seasoned cookie boss's free time is limited—hello, school, sports, and extracurriculars!—this option has maximum flexibility.



Online Sales

Is your Girl Scout ready to take her digital marketing skills to the next level? With the ABC Smart Cookies platform, Girl Scouts can ship cookies straight to customers, accept orders for cookie donations, or have local customers schedule an in-person delivery. And she can reach her sales goals no matter what her schedule is like. Check out Girl Scouts [Digital Marketing Tips for Cookie Entrepreneurs and Families](#)



Door-to-door

They're the perfect way to hone her sales pitch! With door-to-door sales, Girl Scouts can stay local and sell in their neighborhoods—and use door hangers and business cards for customers who aren't home. They'll also grow their people skills by meeting new neighbors (with the necessary adult supervision, of course)



Cookie Stands

Would your Girl Scout feel more comfortable on her own turf? Cookie stands, similar to lemonade stands, are set up in front of a residence on private property, where she'll market her cookies to customers in her neighborhood. They're a great way to ease more introverted girls into connecting with their communities. This can be fun for the whole family!



Cookie Booths

This option has maximum customer interaction, teamwork, and all the fun! Troops or groups of Girl Scouts work together to market their cookies outside a preapproved location (like a grocery store, bank, mall, or even a drive-through booth in a parking lot) where they can practice their business skills with new customers.

Note: cookie booths must be coordinated by troop cookie managers; may only happen at council-approved locations; and must be legally open to, accessible, and safe for all girls and potential customers.)



Connecting with Her Community

The possibilities are endless! Girl Scouts team up with their parents/caregivers to sell cookies to their employees and coworkers, at places of worship, and at community groups. They could prepare a corporate pitch to sell cookies in bulk to car dealerships, real estate agents, or financial institutions. When these budding entrepreneurs secure a large sale, they get a taste of sweet success!

Participating in the cookie program powers Girl Scouts' adventures throughout the year as they learn key business skills to excel in future careers and in life. By participating in different sales methods, girls gain more skills, including: goal setting, decision making, money management, people skills, and business ethics. **Don't forget:** adult supervision is required at all times.



TROOP PROCEEDS & COORDINATOR REWARDS

NOTE: All rewards are subject to change without notice and are cumulative unless otherwise stated. Photos of rewards are mockups and subject to change. Any substitutions will be comparable to the advertised reward.

PGA PROCEEDS SCALE

<250 BOXES PGA	90¢/package
250-399 BOXES PGA	92¢/package
400-549 BOXES PGA	94¢/package
550-699 BOXES PGA	96¢/package
700-849 BOXES PGA	98¢/package
850-999 BOXES PGA	\$1/package
1000+ BOXES PGA	\$1.02/package

Note: Troop **MUST** have a minimum of three participating girls to qualify for PGA proceeds.

* Opt Out applications **MUST** be received by February 1, 2024.

To apply to opt out visit: <https://qrco.de/2024cookieoptout>

ADDITIONAL PROCEED OPPORTUNITIES

- ◆ Reward Opt Out*: +30¢/package
- ◆ Bonus Opportunities:
 - ◆ Fall PGA 250+: 2¢/package
 - ◆ Cookie Initial Order:
 - 50% Total Sold 2023: 1¢/package
 - 60% Total Sold 2023: 2¢/package
 - 70% Total Sold 2023: 3¢/package
- ◆ Council Volume:
 - ◆ 2,000,000 packages: 1¢/package
 - ◆ 2,200,000 packages: 2¢/package

TROOP PROCEEDS

COORDINATOR REWARDS

On-time Initial Order
Clip and Zipper Pouch



500 Troop PGA
Power Bank for iPhone or USB C



3 or more Walkabout Girls
Phone Lanyard set and Keyring



875 Troop PGA
Ninja Portable Blender



3 per Troop
Volunteer Patch



Note: Troop **MUST** have a minimum of three participating girls to qualify for PGA rewards.

Rewards


Set Your Cookie Goals

www.gssgc.org
 800.400.GIRL

Early Online Marketing Period Begins January 14, 2024
 In-Person Sales begin January 28, 2024. **NO EARLY SELLING**

My Goals: _____

50+ Boxes


 Magic Sand
 OR Axolotl Eraser Set

75+ Boxes


 GS Logo Matic 8 Ball
 OR Stuff It Tech Microfiber Cloth with Clip

100+ Boxes


 \$5 Extra Cookie Dough
 OR Axolotl Plush clip

200+ Boxes


 \$5 Extra Cookie Dough
 OR Mood Mixer Camp Light

250+ Boxes

Walkabout
 Own Your Magic Belt Bag AND Walkabout Patch AND Extra \$25 Cookie Dough boxes sold and paid for from 1/14/24 to 2/6/24

300+ Boxes


 \$10 Extra Cookie Dough OR Clear Stadium Tote

400+ Boxes


 \$15 Extra Cookie Dough OR Axolotl Plush Pillow

500+ Boxes


 Donation & Axolotl Charm OR Make it Magical Dance Party

600+ Boxes


 \$15 Extra Cookie Dough OR Convertible Duffle OR Puffy Outdoor Blanket

700+ Boxes


 Pizza and Paint Party (multiple days and times TBD) OR Axolotl Neon Sign OR \$50 Camp Credit

875+ Boxes


 Cookie Boss on April 20, 2024 OR Choice between Universal Yums or Brick Loot or Baketivity 6 Month Subscription Box OR \$100 Camp Credit

\$100 Camp Credit



1000+ Boxes


 DJ Control Mix for Android/IOS OR Canon Instant Camera OR \$150 Camp Credit

\$150 Camp Credit



1250+ Boxes


 Second Chance Cookie Boss on April 20, 2024 OR Ninja Thirsti OR \$200 Camp Credit

\$200 Camp Credit



Rewards

Patches



- 1 **Participation Theme Patch:**
24+ boxes sold
- 2 **Achievement Rocker:**
100+ boxes sold. Rockers come in 100 box increments and are not cumulative.
- 3 **I Care Patch:**
12+ boxes of I Care sold via Digital Cookie Direct Ship.
- 4 **Cookie Techie Patch:**
48+ boxes sold via Direct Ship.
- 5 **Magical Patch (Milestone 1):**
Council-wide packages sold reach 2,000,000 and all participating girls earn this patch.
- 6 **Prestige Patch (Milestone 2):**
Council-wide packages sold reach 2,200,000 and all participating girls earn this patch.
- 7 **Cookie Crossover Patch:**
2023 Fall Program requirements plus selling 24+ boxes of cookies and selling 10+ Online I Care Donations in the 2024 Cookie Program.

1500+
Boxes:



OR



OR



Great Wolf Lodge on May 3-4, 2024. OR \$250 Camp Credit OR IdeaPad Duet Chromebook

2000+
Boxes:



OR



OR



OR



Girl-only adventure at Catalina Environmental Learning Program (C.E.L.P.) on Catalina Island (multiple dates to be released based on number of participants) OR Smart Watch Choice Apple 8 or Samsung 6 OR Sound Table

3000+
Boxes:



OR



OR



OR



OR



Girl-only San Francisco Food Tour. Trip dates are 5/31/24-6/2/24. OR ASUS ROG Ally Handheld Gaming Computer with Case OR Dyson Styling Tool Choice

Cookie Dough



300-399 BOXES	\$20
400-499 BOXES	\$40
500-599 BOXES	\$60
600-699 BOXES	\$80
700-874 BOXES	\$100
875-999 BOXES	\$125
1000-1249 BOXES	\$150
1250-1499 BOXES	\$175
1500-1999 BOXES	\$200
2000-2499 BOXES	\$250
2500+ BOXES	\$300

Cookie Dough is NOT Cumulative

4000+
Boxes:



OR



OR



Girl and Adult Chaperone Trip. Puerto Rico Trip with Community Service Project. Trip dates are 6/9/24-6/14/24. OR Samsung Freestyle Projector OR Underwater Scooter

5000+
Boxes:



OR



OR



Girl and Adult Chaperone Trip. Mediterranean Cruise including Spain, France, and Italy. Trip dates are 7/12/24-7/21/24. OR MacBook Pro 16 OR Microsoft Surface Studio 14.4"

Promotions



I CARE Cookie Share

Girl Scout Cookies purchased through “Cookie Share” are donated to a charitable organization chosen by the Girl Scouts’ troop or council. The Girl Scout will receive credit for your cookie donation purchase, as will the troop.




Subsidized Shipping

Digital Cookie’s minimum order for shipping is 4 packages. The base shipping price is 4-8 packages at \$12.99 and 9-12 packages at \$14.99.

There is a \$5.00 surcharge to orders shipping to Hawaii, Alaska, Puerto Rico, APO/FPO/DPO, Guam and US Virgin Islands

Shipping Fees with a \$5 off Shipping Promo (Available 2/1/2024-3/17/2024)

Packages		Shipping Cost	\$5 off Shipping Promotion
6	8	12.99	7.99
9	12	14.99	9.99
13	20	27.98	22.98
21	24	29.98	24.98
25	32	42.97	37.97
33	36	44.97	39.97
37	44	57.96	52.96
45	48	59.96	54.96
49	52	72.95	67.95



Have a magical
sale!

girl scouts
of san gorgonio

