



OWN
YOUR **magic**

girl scouts
of orange county

Cookie Family Guide

2024 Girl Scout Cookie Program

Girl Scouts of Orange County Families

Welcome to the 2024 Girl Scout Cookie Program! Use this guide to prepare both you and your Girl Scout for success.

Participating in the Girl Scout Cookie Program builds self-esteem, and teaches girls valuable life skills of Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics.

With the new Digital Cookie online portal, selling cookies is easy and fun!

As a family, you encourage their success setting and reaching their goals, earning patches, badges, rewards and cookie dough.

As a troop, girls work together to set troop goals and earn proceeds needed to fund their Girl Scout adventures.

As a council, we are here to support you and cheer you on!

Dates & Deadlines

January 7, 2024

Cookie Kickoff Event

Register at www.girlscoutsoc.org/kickoff

January 14, 2024

Pre-Orders begin with order cards, door to door, and online order taking

January 27, 2024

Mega Delivery

January 28, 2024

In-hand Cookie Sales Begin

February 9, 2024

Booth Sales Begin

March 10, 2024

Cookie Program Ends

April -June, 2024

Reward Experiences and Distribution

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Tag you're it!

We want to see your photos and celebrate your successes!

Follow us on Facebook, Instagram, and LinkedIn and tag us @girlscoutsoc.





Welcome to the World's Largest Girl-Led Business

Our Girl Scout Cookie Program is way more than a fundraiser. The Cookie Program is a fun way for girls of all ages to power their dreams and gain hands-on leadership and entrepreneurial experience. Girls will learn first-hand the ins and outs of running her own cookie business. We encourage all Girl Scouts to participate in the Cookie Program. It is a vital part of our program and provides essential funds to support our Movement and Troop activities. When Troops earn proceeds, they can support their chosen fun and educational Troop activities.

All proceeds earned from the Girl Scout Cookie Program are used to benefit girls within our local Council (GSOC). These proceeds are used to fund Troop experiences, activities, and community service projects, as well as Council initiatives such as supporting and building membership, and creating innovative girl programming.

With the support, assistance, and encouragement of her family, there's no stopping a Girl Scout!

Your Girl Scout will learn skills along the way that she will use for the rest of her life.



5 Skills



Goal Setting:

Your Girl Scout sets cookie sales goals individually and with her Troop and creates a plan to reach them.



Decision Making:

Girls decide where and when to sell cookies, how to market their sales and what to do with the earnings.



Money

Management:

Girls develop a budget, take orders, and handle customer's money.



People Skills:

Your Girl Scout learns how to talk to, listen to, and work with all kinds of people while selling cookies.



Business Ethics:

Your Girl Scout is honest and responsible at every step of the Cookie Program. Her business ethics reinforce the positive values she is developing as a Girl Scout.

Easy Steps to Get Started

The Girl Scout Cookie Program is an important (and fun!) part of the overall Girl Scout experience teaching girls five essential skills: goal-setting, money management, people skills, decision making and business ethics.

Every Girl Scout is encouraged to participate in the Cookie Program, even if they are not affiliated with a troop.

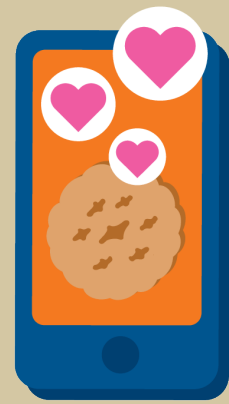
Follow the checklist below for a successful Cookie Program.

Cookie Checklist

- ☐ Make sure you have registered for the 2023-2024 Girl Scout Membership year.
- ☐ Complete both sides of the Parent Responsibility Form and provide a copy to your Troop Cookie Coordinator (TCC).
- ☐ Connect with your TCC and attend your troop's Cookie Family Meeting; make sure to confirm important dates and information with your TCC. Tip: take notes on the next page.
- ☐ Help your Girl Scout set up her Digital Cookie site, beginning January 9, 2024 and help her market her Digital Cookie site. Need assistance with set-up? Check out the tip sheets at gscookiesetc.org. See more on page 6.
- ☐ Review reward options and help your Girl Scout to set goals with her troop and for herself.
- ☐ Work together as a family to earn the Cookie Entrepreneur Family pin. See more on page 17.
- ☐ Be her champion and celebrate her success! Serve as her role model for business ethics and safety rules. Let her do the asking but help connect her with friends and family. Encourage your goal-getter to write and rehearse an elevator pitch. See script on the back page.

Know your Deadlines

Cookie program volunteers, like your Troop Cookie Coordinator, have the authority to set deadlines before GSOC deadlines to help ensure your troop meets deadlines on time. Ask your TCC about troop deadlines.



Stay in the Know

Check out all the Girl Scouts of Orange County Cookie Program Resources.

Scan the QR code or visit gscookiesetc.org



How to Support Your Troop

Your Troop Cookie Coordinator is a volunteer who needs your help to deliver a fun and successful cookie program to the troop.

Keep the following in mind:

Note how and when your TCC is available and reach out with:

- ▶ Questions or if you're concerned about an upcoming deadline.
- ▶ Digital Cookie orders and other additional orders you need cookies to fulfill.
- ▶ To touch base on money owed and your Girl Scout's progress toward her goals.

You are personally financially responsible for all cookies ordered and received by your Girl Scout and all money collected from customers.

- ▶ Caregivers and the TCC should sign a receipt for all money turned in, and cookies picked up.
- ▶ Caregivers should turn in all payments to the TCC by the given deadlines.
- ▶ Any lost or stolen money is the responsibility of the caregiver who signed the girl's parent responsibility from.



My Girl Scout's Cookie Program Information

My Girl Scout is a member of Troop # _____

Troop Cookie Coordinator: _____

Troop Cookie Coordinator's Phone Number/Email: _____

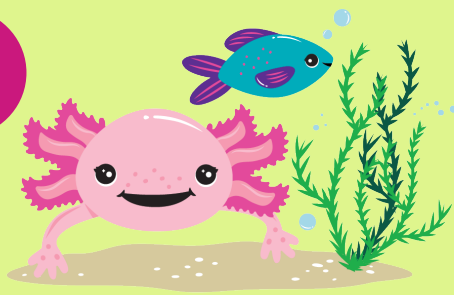
My Girl Scout's Initial Order is Due to the Troop by: _____

Our Troop's Cookie share donations will benefit: _____

My Girl Scout's Final Cookie payment and reward selections are due to the troop by : _____

Notes:

Sign up to be a troop helper and become trained to help at troop cookie booths, pick up cookies, and support your Leaders and TCC.



Have a Safe and Successful Season

Follow these tips to stay safe and have fun while helping your Girl Scout crush her cookie goals.

Show you're a Girl Scout

Wear your Girl Scout uniform to identify yourself as a Girl Scout.

Buddy up

Always use the buddy system. It's not just safe, it's more fun.

Partner with adults

You must be accompanied by an adult when taking orders or selling/delivering product.

Plan ahead

Always have a plan for safeguarding money. Avoid walking around with large amounts of money or keeping it at home or school. Turn in money to be deposited in your troops bank account frequently.

Do not enter

Never enter the home or vehicle of a person when you are selling or making deliveries. Avoid selling to people in vehicles or going into alleys.

Be safe on the road

Always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways. Be aware of traffic when unloading product and passengers from vehicles.

Complete Booth Sale Training

All adults participating in booth sales must complete booth sale training, but we encourage every adult supporting their Girl Scout in the Cookie Program to take this training.



Hey Adults,
Take this training!



Protect privacy

Girls' names, addresses and email addresses should never be given out to customers. Use a group contact number or email address overseen by an adult for customers to request information, reorder or give comments. Protect customer privacy by not sharing their information.

Be net wise

Take the Girl Scout Internet Safety Pledge before going online and follow the specific guidelines related to marketing online.



Ways to Participate

Girl Scouts can participate in any or all of the options listed on the chart below to customize their cookie experience.

Order Taking: Girls can use a cookie order card to collect orders then deliver!
Use the cookie order card to help manage your sales.

Direct: Girls can go door-to-door, participate in cookie stands, booth sales, and join in troop or group walkabouts!

Digital: Girls use the NEW Digital Cookies online platform to reach customers near and far.



PARTICIPATION TYPE	ONLINE COOKIES	HYBRID: <i>ORDER TAKING AND DELIVERY</i>	IN-PERSON: <i>COOKIES IN HAND</i>
DIGITAL COOKIE ONLINE ACCOUNT	Girls set up their Digital Cookie online account for direct ship orders and donations (deactivate girl delivery).	Girls set up their Digital Cookie online account for direct ship orders, donations and girl delivery orders.	Girls set up their Digital Cookie online account for contactless payment to be accepted for in-person purchases.
DIGITAL COOKIE PROGRAM LINKS	Girls share their unique cookie link via email and social media.	Girls share their unique cookie link via email, social media, and at caregiver workplaces.	N/A
COOKIE BOOTHS	Virtual Booths: Girls can conduct virtual booths using Digital Cookie online link for direct shipped and donated orders.	Virtual Booths - With delivery: Girls share upcoming booth information, take online orders/payments, deliver via curbside pick-up or porch drop-off.	Troops can sign up for cookie booths, take payments, and give cookies to customers.
DOOR-TO-DOOR	Girls can add their Direct Ship cookie link or QR Code to door hangers or business cards to leave at residences for when going door-to-door.	Girls take orders with their order card while going door-to-door in their neighborhood and then deliver the cookies later.	Girls can go door-to-door with cookie inventory, take payments, and give cookies to customers.
IN THE WORKPLACE	Girls can team with their care giver to post a flyer with QR Code, or collect, email addresses of the interested customers, or share cookie links from Digital Cookies for Direct Ship orders.	Girls write a personal statement that the caregiver can leave with the order card. Orders are collected, then cookies are delivered later.	Girls can visit the caregiver workplaces with cookie inventory, take payments, and give cookies to customers.
Walkabouts	N/A	Girls can participate in walkabouts in Orange County residential neighborhoods with a wagon, take payments, give cookies to customers.	

Check with your TCC to be sure you have all permissions and training before setting up a booth or selling on the go.

New: Digital Cookie®

GSUSA developed Digital Cookie® as our new customer facing platform for 2024. Use it to take orders, run credit card payments for in-person sales, and watch your Girl Scout build her digital marketing skills as she sets up her very own Cookie website.

January 14-March 10, 2024: Girl Scouts can share their personal link for customers to place orders.

Customers will have three purchase options:

1. Order cookies for **girl delivery from January 28-March 10, 2024**, to be fulfilled after the Initial Order is picked up by your troop in January, request more cookies from your TCC throughout the season.
2. Donate cookies online through Virtual Cookie Share. These donated cookies are handled through council inventory and do not come from the girl or troop's inventory.
3. Order Direct Shipped cookies and pay to send them directly to their home. *These cookies are shipped by a third party.*

Be a cookie boss in Four Easy Steps!

1. Register for Digital Cookie®

Look for the Digital Cookie® registration email in your inbox to register.

2. Set Up Your Site

Take a few minutes to set your sales goal, share your cookie story, and upload a fun picture or video. Then publish and go!

3. Invite Customers



Use the email in Digital Cookie® to reach out to customers. Ask them to visit your site, purchase, and share your site.

4. Track Your Progress



Use your Digital Cookie® platform to track sales and inventory and check progress towards your goal.

My Login Information

Username

Password



Important Digital Cookie Reminders

- ▶ All Girl Scout-delivery orders must be approved by the parent/adult within five business days of the order in Digital Cookie.
- ▶ Links can be shared on social media, but may not be posted in buy, sell, trade, exchange type groups. Always make sure to follow the GSUSA Digital Marketing Guidelines when selling online.



- ▶ Parent/caregiver with Digital Cookie access may opt to turn off the girl-delivery option. Find this feature in the My Cookies Tab.
- ▶ The My Cookies Tab in Digital Cookie® allows you to track your inventory and make changes to your available varieties. The default setting is ON, so be sure to visit the Delivery Settings to make changes to available varieties. Remember to check in with your TCC about whether additional inventory is available.

Missing Your Digital cookie Registration Email?

In order to receive a Digital Cookie registration email, a Girl Scout must be registered for the current membership year and the Girl Scout council will need to have the correct email address on file for her primary caregiver. If you have opted out of receiving emails from the council, you will need to reach out to customercare@girlscoutsoc.org to opt back in.

Check that you are receiving council emails!

If you've opted out of emails you will miss out on important communications from GSOC, including registration and reward information. To opt back in please email customercare@girlscoutsoc.org.

Step 1: Check your junk/spam/promotions inbox one more time for an email from "Girl Scout Cookies" (email@email.girlscouts.org) with the subject "It's time to register your Girl Scout for Digital Cookie!". If you do not see the email, follow these steps to get registered for Digital Cookie.

Step 2: Go to digitalcookie.girlscouts.org and click the "Need help to log in" link. (For best results, use the most up to date web browsers)

You will get a screen of steps you can use to try and get registered for Digital Cookie.

Step 3: Start by clicking on the "Request a Registration Email" and enter the email address that you used to register your Girl Scout.

Step 4: If your email is in the system, you will get a message letting you know that you have been sent a registration email and you will receive it within 15 minutes.

1. Check your junkmail

2. Go to digitalcookie.girlscouts.com, Click "Need Help"

3. Request Registration Email

Looking for more Digital Cookie help?
Check out the full tip sheet on this subject
and others at www.gscookiesetc.org.



Check out gscookiesetc.org for all things related to GSOC Cookies

- ▶ Tools for Selling
- ▶ Forms & Documents
- ▶ Important updates
- ▶ Program opportunities
- ▶ And more!



JANUARY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14 Pre-orders Begin	15	16	17	18	19	20
21	22	23	24	25	26	27 Mega Delivery
28 In-hand sales Begin	29	30	31			

1/14 - Pre-orders Begin

1/27 - Mega Delivery

1/28 - Cookies in-hand sales begin

During January my goal is:

FEBRUARY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9 Booth Sales Begin	10
11 Super Bowl	12	13	14 Valentines Day	15	16 National Girl Scout Cookie Weekend	17
18 GS Cookie Weekend	19	20	21	22	23	24
25	26	27	28	29 Leap day		

2/9 - Booth Sales Begin

2/16- 18 - National Girl Scout Cookie Weekend

During February my goal is:

MARCH

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10 Cookie Program Ends	11	12 Girl Scout Birthday	13	14	15	16
17	18	19	20	21	22	23
24 1,000+ Ducks Cookie Celebration	25	26	27	28	29	30
31						

3/10 - Cookie Program Ends

3/24 - 1,000+ Ducks Cookie Celebration

During March my goal is:

APRIL

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6 Angel's Game
7	8	9	10	11	12	13
14 Trefoil Trot	15	16	17	18	19	20 500+ Dave & Busters
21	22	23	24	25	26	27 500+ Dave & Busters
28	29	30				

4/6 - Girl Scout Night at Angel Stadium
 4/14 - Save the date for Trefoil Trot
 Choice of 4/20 or 4/27 - 500 + Dave & Buster's Experience

During April my goal is:

MAY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4 3,000+ Disneyland
5 3,000+ Disneyland	6	7	8	9	10 1,000+ Broadway Option 1	11 1,000+ Broadway Option 2
12	13	14	15	16	17	18 850+ Build a Bear
19	20	21	22	23	24	25
26	27	28	29	30	31	

5/4-5 - 3,000+ Disneyland Overnight
 Choice of 5/10 or 5/11 - 1,000+ Aladdin on Broadway
 5/18 - 850+ Build-a-Bear

During May my goal is:

JUNE

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1 2,000+ Nintendo Switch Experience
2	3	4	5	6	7	8 1,500+ Crocs Experience
9	10	11	12	13	14	15 750+ Water Park Experience
16	17	18	19	20	21 5,000+ Trip with the CEO	22
23/30 5,000+ Pennsylvania Trip with the CEO	24	25	26	27	28	29

6/1 - 2,000+ Nintendo Switch Experience
 6/8 - 1,500 + Crocs Experience
 6/15 - 750+ Water Park
 6/21-24 - 5,000+ Pennsylvania with the CEO Trip

During June my goal is:

2024 Cookie Lineup

All varieties are \$6 per package



Adventurefuls®
made with
vegan
ingredients

*Indulgent brownie-inspired cookies with
caramel flavored crème and a hint of sea salt*



Toast-Yay!®
made with
vegan
ingredients

*French Toast-inspired cookies
dipped in delicious icing*



Lemonades®
made with
vegan
ingredients

*Savory slices of shortbread with a
refreshingly tangy lemon flavored icing*



Trefoils®

*Iconic shortbread cookies inspired by
the original Girl Scout recipe*



Thin Mints®
made with
vegan
ingredients

*Crispy chocolate wafers dipped
in a mint chocolaty coating*



**Peanut Butter
Patties®**
made with
vegan
ingredients

*Crispy cookies layered with peanut butter
and covered with a chocolaty coating*



Caramel deLites®

*Crispy cookies topped with caramel,
toasted coconut, and chocolaty stripes*



**Peanut Butter
Sandwich**

*Crisp and crunchy oatmeal cookies
with creamy peanut butter filling*



**Caramel
Chocolate Chip**
made with
vegan
ingredients

*Caramel, semi-sweet chocolate chips, and
a hint of sea salt in a delicious cookie**
*Limited availability



**Share the cookie love!
Donate to Cookie Share.**
(See page 11 for more info)

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girl scouts



What is Cookie Share?

Cookie Share is a Girl Scout community service project where customers purchase cookies to be donated. Because your customers have chosen to donate the cookies, their purchase is tax deductible.

GSOC donates the cookies to the military and local food banks.

What a great way to help Girl Scouts and your community!

How to participate:

1. Ask every customer to make a Cookie Share donation.

2. Collect \$6.00 for each package of Cookie Share purchased.

3. Record each donation on your cookie order card in the “Donate Cookie Packages” column.

4. Give each customer a receipt (Download printable PDFs at www.gscookiesetc.org).

5. Turn in Cookie Share money to your Troop Cookie Coordinator.

Sell 15+ packages of Virtual Cookie Share* and you earn the **Cookie Share patch** — plus, credit towards awesome rewards!

**Virtual cookie share will be donated by GSOC and does not come out of troop's inventory.*

Got Questions? We have answers!

Check out our list of frequently asked questions on everything from booth sales & cookie ingredients to the rarer tough questions that might come up when you are out and about representing Girl Scouts at:
www.gscookiesetc.org/cookies/faqs/.



Did You Know?

Girl Scouts of Orange County follows the guidance provided by GSUSA and IRS when developing the rewards for the Cookie Program.

Product program rewards are benefits received by Girl Scouts participating in the program. Per the IRS, “a section 501(c) (3) organization must not be organized or operated for the benefit of private interests. No part of the net earnings of a section 501(c) (3) organization may inure to the benefit of any private shareholder or individual.”

Per this guidance:

- ▶ It is important that all recognitions and rewards are based on escalating bands or ranges, are not based on dollar-for-dollar calculations, and are used for program and mission related activities or items.
- ▶ An item that exceeds the monetary cap can be given as part of a learning experience, only if the item is necessary for an experiential learning event. The item **MUST** be offered as part of a group event or class.
- ▶ Councils must not provide recognitions in the form of cash, gift cards, promo codes, or tickets to external establishments.
- ▶ Trips or events should not include funding the cost of family members or friends who are not required chaperones or troop members.
- ▶ All cookie dough/online loot would apply to the rewards cap. Cookie dough should never be redeemed for cash.
- ▶ All Cookie Program proceeds are for the benefit of the entire troop; they should be used in ways that are agreed upon by the troop; and they are the assets of the troop or council and do not follow girls who leave the troop.

Powered by Cookies

The Girl Scout Cookie Program provides a way for Girl Scout troops to plan and finance their own activities, and an opportunity for girls to learn money management skills as they earn and budget troop funds.

Remember that proceeds earned during the cookie program belong to the troop and must be used for the purposes of Girl Scouting. Funds are administered through the troop and do not belong to individuals.

Work with you troop to set goals and plan how they will use cookie proceeds.

Troop Goals:

Our troop has set a goal to sell _____ packages!

We plan to use the money we earn to pay for:

If she can't read and write yet, have her draw a picture!

Girl Rewards & Experiences

Girl Scouts also earn cumulative rewards and experiences based on their individual sales. See 2024 Cookie Rewards Flyer for all of the exciting things they can earn.

Please also mark your calendars for Reward Experience dates as they are not transferable.



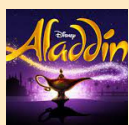
500+ Dave & Buster's Girl Extravaganza (Girl Only, Morning)
Choice of 4/20/2024 or 4/27/2024



750+ Water Park Experience (Girl + 1 Adult, All Day)
6/15/2024



850+ Build-A-Bear Experience (Girl + 1 Adult, AM or PM Sessions)
5/18/2024



1000+ Aladdin on Broadway (Girl + 1 Adult, Evening)
Choice of 5/10/2024 or 5/11/2024



1,500+ Crocs Experience (Girl + 1 Adult, Morning)
6/8/2024 (Date printed on rewards sheet is incorrect)



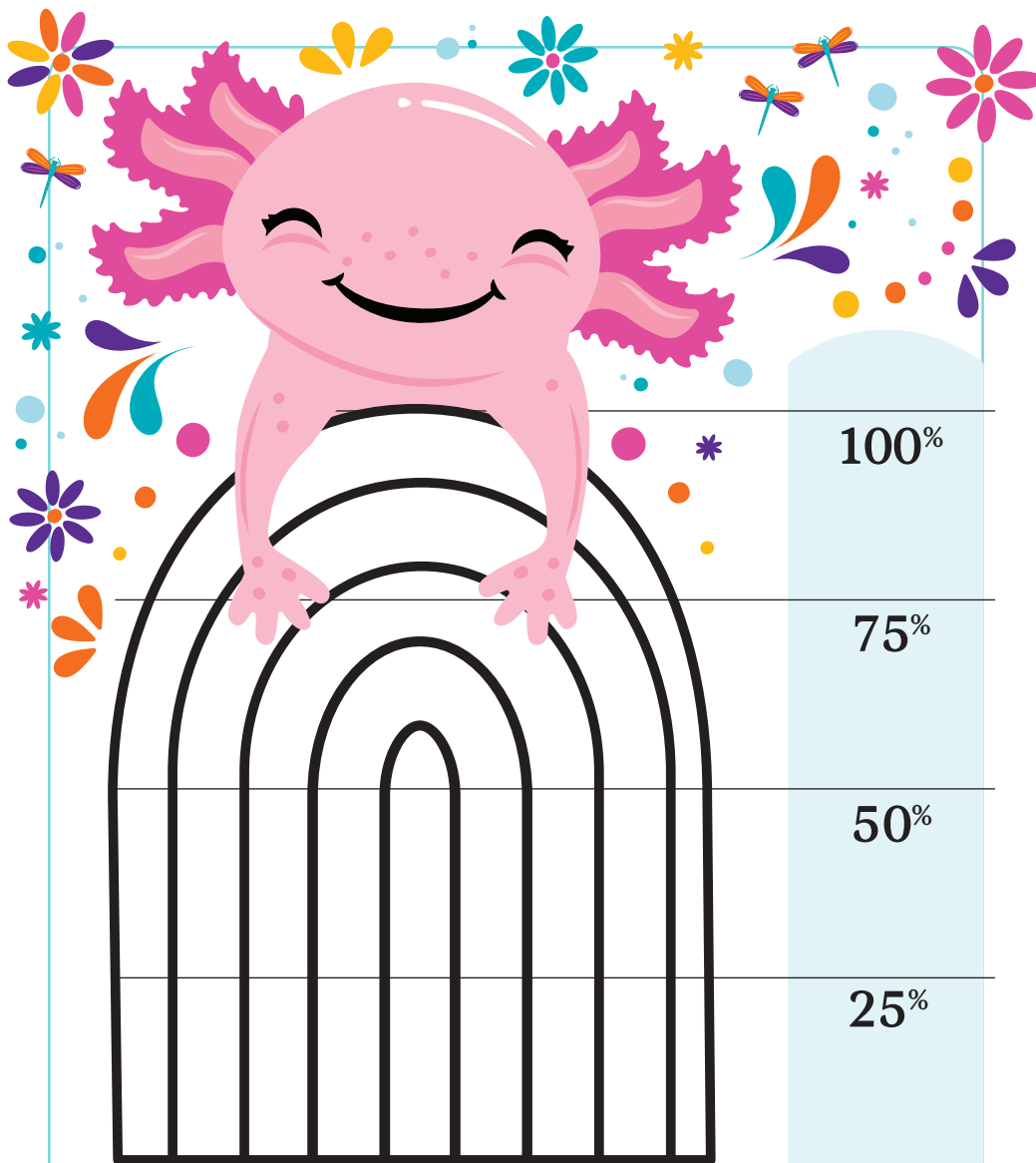
2,000+ Nintendo Switch Experience (Girl + 1 Adult, Morning)
5/18/2024



3,000+ Disneyland Resort Over Night (Girl + 1 Adult, All Day and Overnight)
5/4-5/2024



5,000+ Historic PA with the CEO (Girl + 1 Adult)
6/21-24/2024
(Planning Meetings will be held for those that qualify)



My Cookie Goals:

My goal is to sell _____ packages!

What I want to do most in Girl Scouts this year:

Color in the rainbow above as you work towards meeting your goal!

OWN
YOUR magic

Online Loot

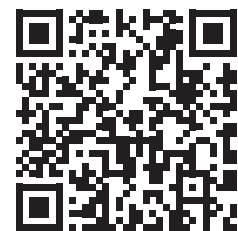
Online Loot is a girl reward item earned for selling Girl Scout cookies, which can be used for shop purchases made online. Girls have the option of selecting “Online Loot” at almost every reward level that has “Cookie Dough” as a reward choice. Online Loot expires on April 30, 2025, and can only be use at girlscoutshop.com.

Cookie Dough

Cookie Dough is a girl reward item earned for selling Girl Scout Cookies. It expires on April 30, 2025 and can be used with Girl Scouts of Orange County only to pay for:

- ▶ *Council Service Fee*
- ▶ *Items purchased from the GSOC Shop only, not online*
- ▶ *Service Unit events and/or day camp*
- ▶ *Girl Scout resident or weekend camp (Council or Service Unit sponsored)*
- ▶ *Approved Troop/Group Travel (see Troop Travel packet for specific details)*
- ▶ *Girl Scout destinations*
- ▶ *Gold Award expenses*
- ▶ *Girl Scout Lifetime Membership submitted to Council office by September 1st (Girl Scout Ambassadors who are graduating high school only)*

To redeem submit certificate at time of purchase in the GSOC Shop or complete the Reimbursement form.



Did you know? All proceeds from Girl Scout Cookies® stay local!

When you purchase Girl Scout Cookies from a young, budding entrepreneur, you're supporting their success today and tomorrow. Girl Scout Cookies' proceeds stay local to:

1



Cover the costs of running the Girl Scout Cookie Program, including the costs of cookies, materials, and logistics.

2



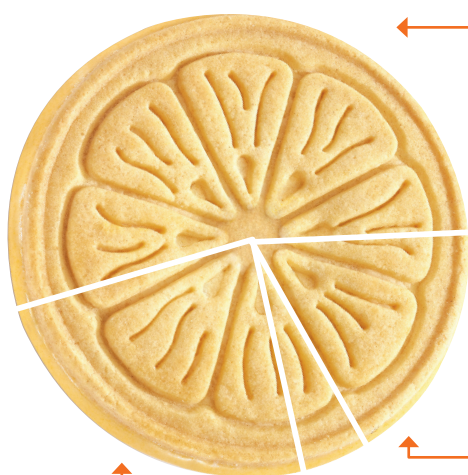
Fund Take Action projects for the community and amazing girl-led adventures for troops.

3



Help councils provide Girl Scout programs in STEM, the outdoors, life skills, and entrepreneurship, as well as camps, and more!

How Girl Scout Cookies support Girl Scouts of Orange County



52%

Our Council

Subsidizing and supporting:

- ▶ Girl Scout Program,
- ▶ Volunteer Training,
- ▶ Camp Scherman,
- ▶ Facilities
- ▶ & Financial Assistance

13-18%

Troop proceeds

- ▶ Service projects
- ▶ Supplies
- ▶ Activities
- ▶ Travel
- ▶ & More

26-31%

Cost of cookies

- ▶ Cookies
- ▶ Kickoff event
- ▶ Service Unit Bonus
- ▶ Program Materials

4%

Rewards

- ▶ Patches
- ▶ Girl Rewards
- ▶ Cookie Dough
- ▶ Girl Experiences

Our Cookies are on a Mission

Each package helps to subsidize programs, keeping Girl Scouting affordable and accessible for all girls.

The cookie program is vital to our mission of building girls of courage, confidence and character, who make the world a better place.



Your Responsibility as a Parent/Guardian

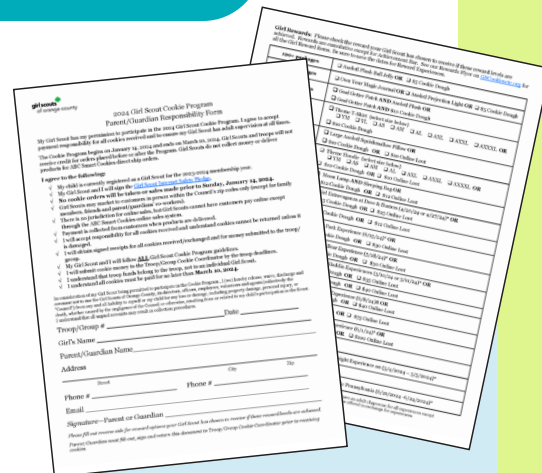
Every Girl Scout must have a completed Parent Responsibility Form on file with her Troop Cookie Coordinator before selling Cookies.

By signing this form you are granting your Girl Scout permission to participate in the 2024 Girl Scout Cookie Program and agree to accept payment responsibility for all cookies received and to ensure the Girl Scout has adult supervision at all times.

The Cookie Program begins on January 14, 2024 and ends on March 10, 2024. Girl Scouts and troops will not receive credit for orders placed before or after the Program. Girl Scouts do not collect money or deliver products for direct ship orders.

You agree to the following:

- Your child is currently registered as a Girl Scout for the 2023-2024 membership year.
- Your Girl Scout and you will read and sign the Girl Scout Internet Safety Pledge.
- No cookie orders will be taken or sales made prior to Sunday, January 14, 2024.
- Girl Scouts may only market to customers in person within the Council's zip codes only (except for family members, friends and parent/guardians' co-workers).
- There is no jurisdiction for online sales, but Girl Scouts cannot have customers pay online except through the Digital Cookie online sales system.
- Payment is collected from customers when products are delivered with the exception of some Online preorders.
- You accept responsibility for all cookies received and understand cookies cannot be returned unless they are damaged.
- You will obtain signed receipts for all cookies received/exchanged and for money submitted to the troop/group.
- Your Girl Scout and yourself will follow ALL Girl Scout Cookie Program guidelines.
- You will submit cookie money to the Troop/Group Cookie Coordinator by the troop deadlines.
- You understand all cookies must be paid for no later than March 10, 2024.
- You understand that proceeds belong to the troop and not the individual girl or family.



**Scan this qr code,
download the form,
and turn it in to
you Troop Cookie
Coordinator.**



**Don't forget to fill
out the second page
with you Girl Scouts'
Reward selections!**

Cookie Ethics

As Girl Scouts in everything we do, including the Girl Scout Cookie Program, we are guided by the principles of the Girl Scout Law.

I will do my best to be

honest and fair; Sell cookies when the program begins and not before.

friendly and helpful; Be polite to all the people you ask to buy Girl Scout cookies.

considerate and caring; Arrive on time to cookie booths and give advance notice if you can no longer make a booth sale so other girls have the opportunity to sell.

courageous and strong; Ask people to buy Girl Scout cookies, even though you might be a little afraid to speak to them.

and responsible for what I say and do; Deliver cookies when promised, always give the correct change, and follow through on booth sale commitments.

and to

respect myself and others; Wear my Girl Scout Uniform with pride and understand I am representing Girl Scouts.

respect authority; Be aware of Girl Scouts of Orange County Cookie Program guidelines and listen to directions from store managers at booth sales.

use resources wisely; Recycle cookie packaging, use and share reusable materials to decorate your booth.

make the world a better place; Tell customers that they can purchase cookies for local food banks, military organizations, or our troop's Cookie Share recipient and share with them the other ways your troop has or plans to use Troop proceeds to improve your community and world.

and be a sister to every Girl Scout; First and foremost work together and lift each other up as you help each other master the 5 skills, reach your cookie goals, and celebrate your successes. The cookie program is a team effort, not a competition. Through the Girl Scout Cookie program we all work collectively to support access to the life-changing experiences provided through Girl Scouts.



Booth Etiquette

Girls sell, adults supervise! Participation in cookie booths gives girls the opportunity to learn new skills, to promote Girl Scouts, and to sell more cookies. Review the following etiquette rules with your Girl Scout.

I will:

- Follow the Girl Scout Promise and Law
- Be polite, friendly, and helpful
- Remember my behavior reflects Girl Scouts
- Follow the Cookie Booth sale start dates
- Arrive on time and give notice of cancellations
- Wear Girl Scout uniform
- Say thank you to every customer, *even if they say no*
- Clean up and take all trash home with me

I will not:

- Block entrances
- Go into a host business without an accompanying adult
- Get in the way of customers
- Give out my full name, address, or phone number
- Run around or play while selling at a booth
- Eat or chew gum while at a booth

Note: Selling cookies at a booth is a privilege granted to us by local businesses. This privilege, if abused even unintentionally, could cause all Girl Scouts to lose the opportunity for additional booths at these locations. If complaints arise you may be asked to leave.

Entrepreneurship Badges & Pins

When you sell Girl Scout Cookies, you practice goal setting, decision making, money management, people skills, and business ethics—as you learn to think like an entrepreneur. You can earn badges and pins each year you run your own Girl Scout Cookie business. Then explore your own business idea by earning an Entrepreneur badge.



Earn a Cookie Entrepreneur Family Pin every year as family!

	Cookie Business		Financial Literacy		Cookie Entrepreneur Family	Entrepreneur		
Daisy	 My First Cookie Business	 Cookie Goal Setter	 Money Explorer	 My Money Choices	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Toy Business Designer		
Brownie	 My Cookie Customers	 Cookie Decision Maker	 Budget Builder	 My Own Budget	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Budding Entrepreneur		
Junior	 My Cookie Team	 Cookie Collaborator	 Budget Maker	 My Money Plan	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Business Jumpstart		
Cadette	 My Cookie Venture	 Cookie Market Researcher	 Cookie Innovator	 Budget Manager	 My Money Habits	 My Dream Budget	 Year 1, 2, and 3 Cookie Entrepreneur Family Pins	 Business Creator
Senior	 My Cookie Network	 Cookie Boss	 Savvy Saver	 My Financial Power	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Business Startup		
Ambassador	 My Cookie Business Resume	 Cookie Influencer	 Financial Planner	 My Financial Independence	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Entrepreneur Accelerator		

Be a Stellar Seller!

Practice your pitch using the simple script below and follow these top seller tips. Looking for more? Join us at the Cookie Kickoff on January 7, 2024. Sign up at www.girlscoutsoc.org/events.

Simple Script for Selling

Fill in the blanks and use this handy tool when you speak with friends and family to see if they'd like to purchase cookies. Phone calls are a great way to stay connected!

Hello! My name is _____ (First Name)

and I am a Girl Scout in Troop # _____.

Would you like to buy some Girl Scout Cookies?

All varieties are \$6 per package including Gluten-free.

By participating in the Girl Scout Cookie

Program, I'm learning how to _____.

My Goal is to sell _____ packages so
my troop and I can:

- ☐ complete a service project
- ☐ save for a future trip
- ☐ purchase badges and supplies
- ☐ _____

Always say
"Thank You"!

Would you like to buy some Girl Scout cookies to donate to
Cookie Share? These cookies are tax deductible and will be
donated to local food banks and the military.

Ask everyone

Most people will buy cookies if asked, so ask and always have packages with you.

Share your goals

Explain and make a display of you and your troop's goals and what you've done with money from previous years.

Wear your uniform

This means a white top, khaki bottoms, or other official uniform apparel and vest or sash.

Repeat customers

Ask customers who bought from you last year. (Keep those order cards!)

Fill cookie voids

Find out which neighborhoods don't have a troop and go there to sell door-to-door!

Do you know a Stellar Seller?

Nominate your Girl Scout or a Girl Scout you know for the way she has excelled in one or more of the 5 Skills this cookie season. If selected as a stellar seller they will receive a patch and will be honored at our All Star Cookie Ceremony in May.

