

**BRAVE. FIERCE. FUN!**



girl scouts   
of orange county

# Juliette Cookie Family Guide

2026 Girl Scout Cookie Program

# Girl Scouts of Orange County Families

Welcome to the 2026 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 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 Juliette,** girls set goals and earn fun rewards and Juliette Dollars to help fund their Girl Scout adventures.

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

## Dates & Deadlines

**January 6, 2026**

Cookie Pre-orders Begin

**January 11, 2026**

Cookie Kickoff Event

Register at [www.girlscoutsoc.org/kickoff](http://www.girlscoutsoc.org/kickoff)

**January 23-25, 2026**

Cookie Distribution

**January 25, 2026**

Cookie In-hand Sales Begin

**February 6, 2026**

Booth Sales Begin

**March 15, 2026**

Cookie Program Ends

**April - June, 2026**

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 Girl Scout activities. Girls who sell cookies make it possible for Girl Scouts of Orange County to support and expand girl programs and financial assistance that keeps Girl Scouting available and affordable for all.

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 Girl Scout 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!.



## 5 Skills



### **Goal Setting:**

Your Girl Scout sets cookie sales goals 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.



# Important Steps to Get Started

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

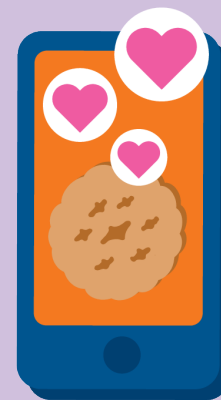
Follow the checklist below for a successful Cookie Program.

## Cookie Checklist

- ☐ Make sure you have registered for the 2025-2026 Girl Scout Membership year at [mygs.girlscouts.org](https://mygs.girlscouts.org). Only girls with up-to-date membership can participate in the Girl Scout Cookie Program.
- ☐ Complete both sides of the Parent Responsibility Form and provide a copy to your Juliette Coordinator. See more on page 15.
- ☐ Look out for an email from your Juliette Coordinator for updates; make sure to confirm important dates and information. See more and take notes on the next page.
- ☐ Help your Girl Scout set up her Digital Cookie® site, beginning January 2, 2026 and help her market her Digital Cookie® site. Need assistance with set-up? Check out the tip sheets at [gscookiesetc.org](https://gscookiesetc.org). See more on page 6.
- ☐ Review reward options and help your Girl Scout to set goals for herself. See more on page 12.
- ☐ 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

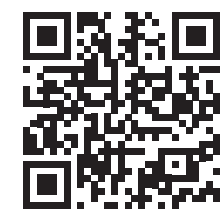
Cookie program volunteers, like your Juliette Coordinator, have the authority to set deadlines before GSOC deadlines to help ensure your girl meets council deadlines on time. Ask your Juliette Coordinator about program deadlines and note them in the box on the next page.



## Stay in the Know

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

Scan the QR code or visit [gscookiesetc.org](https://gscookiesetc.org)



# Your Cookie Support Team

Your Juliette Coordinator is a dedicated **volunteer** who helps make the Cookie Program a fun and successful experience—and they can use your partnership to make it even better!

## Keep the following in mind:

- **Know their availability.**  
Take note of when and how your Juliette Coordinator prefers to communicate.
- **Reach out when you:**
  - ▶ Have questions or are concerned about an upcoming deadline.
  - ▶ Need more cookies.
  - ▶ Want to check in on money owed or your Girl Scout's progress toward her goals.
  - ▶ Are interested in signing up for additional cookie booths to boost your Girl Scout's sales.

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

- ▶ Caregivers and the Juliette Coordinator should sign a receipt for all money turned in, and cookies picked up.
- ▶ Caregivers should turn in all payments to the Juliette Coordinator 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

Juliette Coordinator: \_\_\_\_\_

Juliette Coordinator's Phone Number/Email: \_\_\_\_\_

Our Cookie Share donations will benefit: \_\_\_\_\_

My Girl Scout's Final Cookie payment and reward selections are due by : \_\_\_\_\_

Notes:

Register and select a volunteer role at [mygs.girlscouts.org](https://mygs.girlscouts.org). Then, complete required trainings to assist your Juliette at cookie booths, cookie pickups, and more!





# Have a Safe and Successful Season

Girl Scouts, follow these tips to stay safe and have fun as you reach your cookie goals.

## Show you're a Girl Scout

Wear your Girl Scout uniform and branded apparel 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 to your Juliette Coordinator 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 a group walkabouts!

**Digital:** Girls use the Digital Cookie® 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.	Girls, through their Juliette Coordinator, 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 TO CO-WORKERS	Girls can team up with their caregiver to post a flyer with QR Code, or collect email addresses of the interested co-workers, 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 Juliette Coordinator to be sure you have all permissions and training before setting up a booth or selling on the go.

# Digital Cookie®

GSUSA developed Digital Cookie® as our customer facing platform. 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. You will receive a Digital Cookie® registration email and have access to your account beginning on **January 2, 2026**.

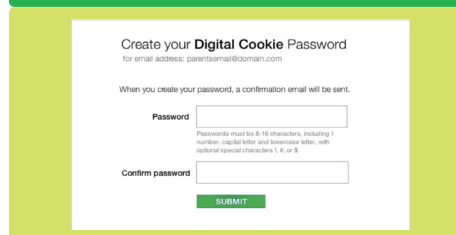
**January 6-March 15, 2026:** Girl Scouts can share their personal link for customers to place orders.

Customers will have three purchase options:

1. Order cookies for **girl delivery from January 25-March 15, 2026**, to be fulfilled after the Initial Order is picked up by your Juliette Coordinator in January, request more cookies from your Juliette Coordinator throughout the season.
2. Donate cookies online through Virtual Cookie Share. These donated cookies are handled through council inventory and do not come from your own inventory.
3. Order Direct Shipped cookies and pay to send them directly to their home. *These cookies are shipped by a third party.*

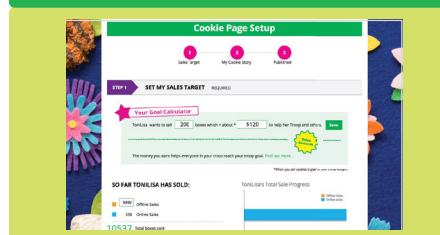
## Be a Cookie Boss in Four Steps!

### 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 personal 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 Juliette Coordinator 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 [customer care@girlscoutsoc.org](mailto:customer care@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 [customer care@girlscoutsoc.org](mailto:customer care@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®.

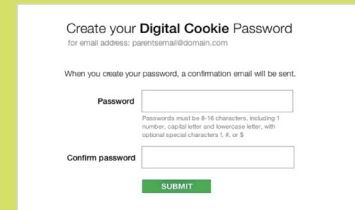
**Step 2:** Go to [digitalcookie.girlscouts.org](https://digitalcookie.girlscouts.org) and click the “Need help to log in” link. (For best results, use the most up to date web browsers)

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

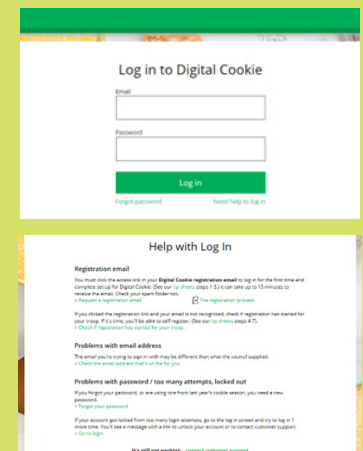
**Step 3:** Start by clicking on the “Request a Registration Email” and enter the email address that you used to register your Girl Scout.

**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.

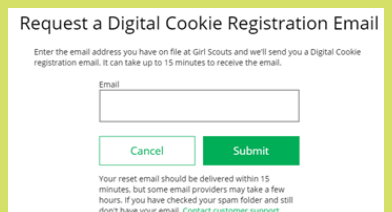
## 1. Check your junk mail



## 2. Go to [digitalcookie.girlscouts.com](https://digitalcookie.girlscouts.com), Click “Need Help”



## 3. Request Registration Email



Looking for more Digital Cookie® help? Check out the tip sheets and tutorial videos on this subject and others at [gscookiesetc.org](https://gscookiesetc.org).



Check out [gscookiesetc.org](https://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 Pre-orders Begin	7	8	9	10
11 Cookie Kickoff	12	13	14	15	16	17
18	19	20	21	22	23	24 Mega Delivery
25 In-hand Sales Begin	26	27	28	29	30	31

1/6 - Cookie Pre-orders Begin

1/11 - Cookie Kickoff at Great Wolf Lodge

1/24 - Mega Delivery at Wild Rivers

1/25 - Cookie In-hand Sales Begin

During January my goal is:

## FEBRUARY

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

2/6 - Booth Sales Begin

2/20-22- 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 1,000+ Ducks Cookie Celebration	9	10	11	12 Girl Scout Birthday	13	14
15 Cookie Program Ends	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

3/8 - 1,000+ Ducks Cookie Celebration

3/15 - Cookie Program Ends

During February my goal is:

## APRIL

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

500 + Dave & Buster's Experience (Choice of 4/18 or 4/25)

During April my goal is:

## MAY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2 Girl Scout Night at Angel Stadium
3 1,500+ Scrapbook and 2,000+ Cooking Experiences	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21 1,000+ All Star Celebration	22	23
24	25	26	27	28	29	30 850+ Lego Experience

5/3 - 1,500+ Scrapbook and 2,000+ Cooking Experiences  
 5/15-5/16 - 4,000+ Disneyland Resort Overnight Experience  
 5/21 - 1,000+ All Star Celebration at House of Blues  
 5/30 - 850+ Lego Experience

During May my goal is:

## JUNE

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13 750+ Water Park Experience
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

6/13 - 750+ Water Park Experience  
 6/22-27 - 5,000+ Mackinac Island Trip with the CEO

During June my goal is:





# Your Girl Scout Cookie favorites are back!

\$6



**Adventurefuls®**

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

\$6



**Exploremores™**

*Rocky road ice cream-inspired cookies filled with flavors of chocolate, marshmallow and toasted almond crème*

\$6



**Lemonades®**

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

\$6



**Trefoils®**

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

\$6



**Thin Mints®**

*Crispy chocolate wafers dipped in a mint chocolaty coating*

\$6



**Peanut Butter**

**Patties®**

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

\$6



**Caramel deLites®**

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

\$6



**Peanut Butter**

**Sandwich**

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

\$7



**Caramel**

**Chocolate Chip**

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

\*Limited availability

**Don't forget to donate to Cookie Share, \$6 per package.**

(See page 11 for more info)





"Cookie Share" is a way for customers to buy cookies for donation. Since the cookies are donated, the purchase is tax-deductible.

**GSOC donates these 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](http://www.gscookiesetc.org)).

**5. Turn in Cookie Share money** to your Juliette Coordinator.

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

# 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/](http://www.gscookiesetc.org/cookies/faqs/).



## Did You Know?

As a nonprofit organization, 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.
- ▶ All Cookie Dough would apply to the rewards cap. Cookie Dough should never be redeemed for cash.

*\*Virtual Cookie Share will be donated by GSOC and does not come out of your own inventory.*

# Powered by Cookies

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

Juliette Dollars may be redeemed towards GSOC and Service Unit events, GSOC Day Camps, Camp Scherman, Girl Scout destinations, Group (not family) travel, Silver Award or Gold Award expenses, Lifetime Membership for graduating High School Seniors, and/or in our GSOC Shops. See page 13 for more information.

## My Goals:

Our family has set a goal to sell \_\_\_\_\_ packages!

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

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

Scan the QR code to view the 2026 Cookie Rewards Flyer for all of the exciting things they can earn:



**500+ Dave & Buster's Girl Extravaganza** (Girl Only, Morning)  
Choice of 4/18/2026 or 4/25/2026



**750+ Water Park Experience**  
(Girl + 1 Adult, All Day)  
6/13/2026



**850+ Lego Experience**  
(Girl + 1 Adult, AM or PM Sessions)  
5/30/2026



**1,500+ Scrapbook Experience**  
(Includes your own Portable Photo Printer and Accessories\*)  
5/3/2026



**2,000+ Cooking Experience**  
(Includes your own Ninja CREAMi)  
5/3/2026



**3,000+ Silent Disco Experience**  
(Includes your own Beats Headphones)  
6/6/2026



**4,000+ Disneyland Resort Over Night**  
(Girl + 1 Adult, All Day and Overnight)  
5/15/2026 - 5/16/2026



**5,000+ Trip with the CEO (Mackinac Island, Michigan)**  
(Girl + 1 Adult)  
6/23/2026 - 6/27/2026



## Juliette Dollars

In addition to the cumulative patches & prizes, girls registered for the Juliette Cookie Program and girls whose troop has not yet formed may earn Juliette Dollars to help fund their Girl Scout program activities. Girls earn the highest level of Juliette Dollars achieved (see chart) for highest number of packages sold. Juliette Dollars are earned in bands or ranges and are not cumulative. Juliette Dollars end at 972-5000+ band.

**BRAVE.  
FIERCE.  
FUN!**



From # Packages	To # Packages	Juliette \$ Earned
12	35	\$9.00
36	71	\$27.00
72	107	\$54.00
108	143	\$81.00
144	179	\$108.00
180	215	\$135.00
216	251	\$162.00
252	287	\$189.00
288	323	\$216.00
324	359	\$243.00
360	395	\$270.00
396	431	\$297.00
432	467	\$324.00
468	503	\$351.00
504	539	\$378.00
540	575	\$405.00
576	611	\$432.00
612	647	\$459.00
648	683	\$486.00
684	719	\$513.00
720	755	\$540.00
756	791	\$567.00
792	827	\$594.00
828	863	\$621.00
864	899	\$648.00
900	935	\$675.00
936	971	\$702.00
972	5000+	\$729.00

### Did You Know?

You can now use Cookie Dough and Juliette Dollars towards National Membership dues! It's the perfect way to keep the fun and adventure going. Get ready for another year of incredible experiences!

## Cookie Dough

Cookie Dough is a girl reward item earned for selling Girl Scout Cookies. It expires on August 31, 2027 and can be used with Girl Scouts of Orange County only to pay for:

- ▶ Council Service Fee if applicable
- ▶ Girl Scout Membership
- ▶ 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 Girl Scout Travel (see 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 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



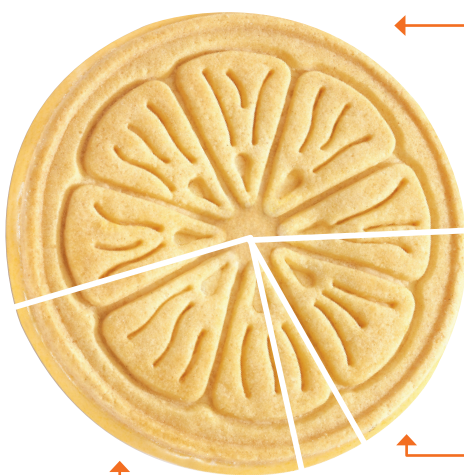
Fund Take Action projects for the community and amazing girl-led adventures for Girl Scouts.

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%  
**Proceeds**

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

26-31%  
**Cost of cookies**

- ▶ Cookies
- ▶ Cookie 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

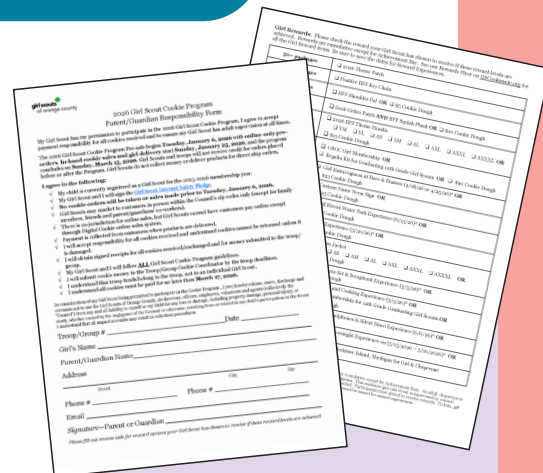
Every Girl Scout must have a completed Parent Responsibility Form on file with her Juliette Coordinator before selling Cookies.

By signing this form you are granting your Girl Scout permission to participate in the 2026 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 6, 2026 and ends on March 15, 2026. Girl Scouts 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 2025-2026 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 Tuesday, January 6, 2026.
- Girl Scouts may only market to customers in person within the council's zip codes only (except for family members, friends and caregivers' 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 pre-orders.
- 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 Juliette Coordinator.
- Your Girl Scout and yourself will follow ALL Girl Scout Cookie Program guidelines.
- You will submit cookie money to the Juliette Coordinator by communicated deadlines.
- You understand all cookies must be paid for no later than March 17, 2026.



**Scan this QR code, download the form, and turn it in to you Juliette Coordinator.**



**Don't forget to fill out the second page with your 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 Girl Scout Cookies when the program begins and not before.

**friendly and helpful;** Be polite to all the people you ask to buy Girl Scout Cookies and other Girl Scouts selling.

**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 Girl Scout Cookies for local food banks, and/or military organizations, and share with them the other ways your Girl Scout has or plans to use her funds 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 and branded apparel
- 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
- Have an adult or other child conduct sales when a Girl Scout is not present
- Get in the way of customers
- Give out my full name, or contact information
- Run around or play while selling at a booth
- Eat or chew gum

*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.



Scan to learn more about  
Cookie badges and pins

Earn a Cookie Entrepreneur Family Pin every year as family!

 Scan to learn more about Cookie badges and pins	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 11, 2026. Sign up at [www.girlscoutsoc.org/kickoff](http://www.girlscoutsoc.org/kickoff).

## 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 from \_\_\_\_\_ (City).

Would you like to buy some Girl Scout Cookies?

By participating in the Girl Scout Cookie  
Program, I'm learning how to \_\_\_\_\_.

My Goal is to sell \_\_\_\_\_ packages  
so I can:

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

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.

Always say  
"Thank You"!

### 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 goals and what you've done with money from previous years.

### Wear your uniform

This means a white top, khaki bottoms, or Girl Scout branded apparel with a vest, sash, or tunic.

### 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 Girl Scout 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 on May 21, 2026.

