READY TO

explore



girl scouts of orange county

Juliette Family Guide

2027 Girl Scout Cookie Program

Girl Scouts of Orange County Families

Welcome to the 2027 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 platform, girls can connect with customers, work toward their goals, and make cookie season even more fun!

As a family, you play an important role in encouraging your Girl Scout as she sets and reaches her goals, earns patches, badges, rewards, Cookie Dough and Juliette Dollars, and builds new skills along the way.

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 provide resources, support, and encouragement every step of the way.

Dates & Deadlines

January 10, 2027
Cookie Kickoff Event
Register at **www.girlscoutsoc.org/kickoff**

January 12, 2027
Cookie Pre-orders Begin

January 22–24, 2027
Cookie Distribution

January 24, 2027
Cookie In-hand Sales Begin

February 5, 2027
Booth Sales Begin

March 14, 2027
Cookie Program Ends

April–June, 2027
Reward Experiences and Distribution

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.

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Welcome to the World's Largest Girl-Led Business

Our Girl Scout Cookie Program is **more than a fundraiser!**

Through the Cookie Program, Girl Scouts gain hands-on leadership and entrepreneurial experience while building confidence and learning valuable life skills.

Cookie proceeds help fund activities, adventures, and community service projects. **All proceeds stay local** and support Girl Scouts of Orange County through girl experiences, membership, and programming.

With support and encouragement from their families, Girl Scouts can set goals, grow their skills, and achieve great things.

The skills learned during cookie season can last a lifetime.



5 Skills

Goal Setting: Your Girl Scout sets cookie sales goals 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.

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.

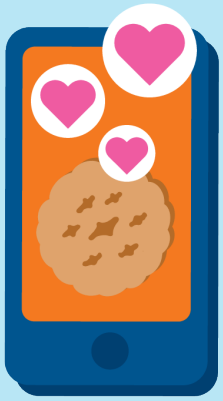
Follow the checklist below for a successful Cookie Program.

Cookie Checklist

- ☐ Make sure you have registered for the 2026–2027 Girl Scout Membership year at mygs.girlscouts.org. Only Girl Scouts with a current membership may participate in the 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 8, 2027, 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 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! Model strong business ethics and safety practices, while letting your Girl Scout take the lead. Help her connect with friends and family, and encourage her to practice her elevator pitch. See the sample 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



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 form.



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**. 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 to keep cookie money safe. Avoid carrying large amounts of cash or storing it at home or school. Turn in money to your Juliette Coordinator frequently so it can be deposited safely.

Do not enter

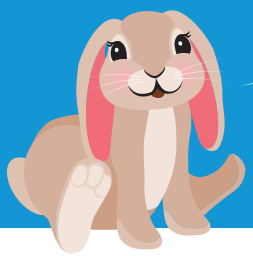
Never enter the home or vehicle of a person when you are selling or making deliveries. Avoid selling to people in vehicles or going into alleys.

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. This training is a quick way to make sure every Girl Scout is having a positive, safe and successful Cookie Booth.





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 Ship: Customers order online through a Girl Scout's Digital Cookie® storefront, and cookies get delivered right to their doorstep!

Digital: Girls use the Digital Cookie® online platform to reach customers near and far.

PARTICIPATION TYPE	ONLINE COOKIES	HYBRID: *ORDER TAKING AND DELIVERY*	IN-PERSON: *COOKIES IN HAND*
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 8, 2027**.

January 12–March 14, 2027: Girl Scouts can share their personal link for customers to place orders.

Customers will have three purchase options:

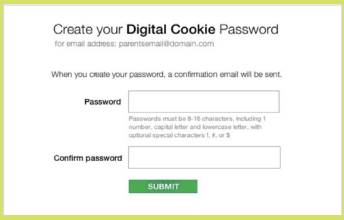
1. **Girl Delivery:** Customers can place orders for Girl Delivery from January 24–March 14, 2027. Additional cookies can be requested from your Juliette Coordinator throughout the season.

2. **Virtual Cookie Share:** Customers can donate cookies online. Donated cookies are fulfilled through council inventory and do not come from the Juliette's inventory.

3. **Direct Ship:** Customers can order cookies online and have them shipped directly to their home by the bakery.

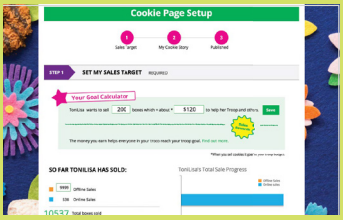
Be a Cookie Boss in Four Steps!

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

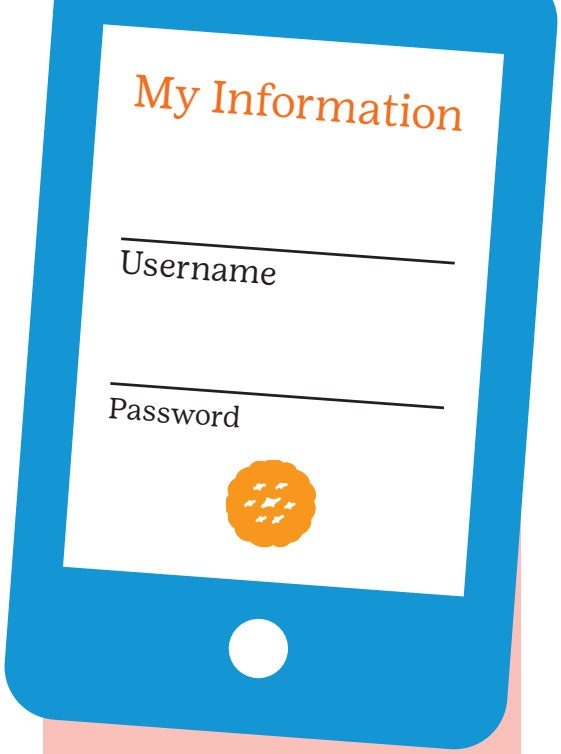


Use the email in Digital Cookie® to reach out to customers. Ask them to visit your site, purchase, and share your site.

4. Track Your Progress



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



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 customercare@girlscoutsoc.org to opt back in.

Check that you are receiving council emails!

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

Step 1: Check your junk, spam, and promotions folders 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 can't find the email, follow the steps below to register 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®.

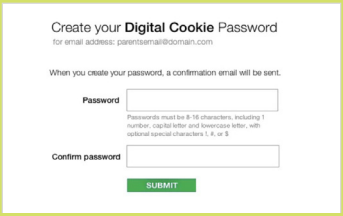
Step 3: Start by clicking on the "Request a Registration Email" and enter the email address that you used to register your Girl Scout.

Step 4: If your email is in the system, you'll see a confirmation message and receive a registration email within 15 minutes.

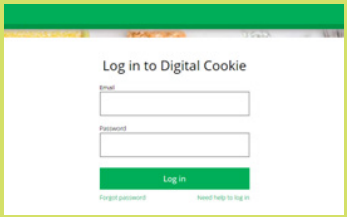
Looking for more Digital Cookie® help?

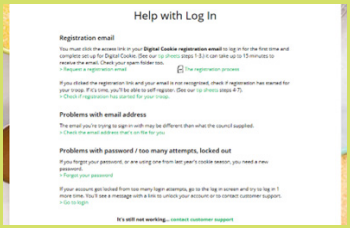
Check out the tip sheets and tutorial videos on this subject and others at gscookiesetc.org.

1. Check your junk mail

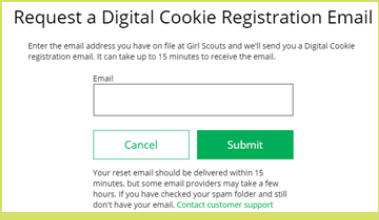


2. Go to digitalcookie.girlscouts.org, Click "Need Help"





3. Request Registration Email





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 Cookie Kickoff	11	12 Cookie Program Begins with Pre-Orders	13	14	15	16
17	18	19	20	21	22	23 GSOC Mega Delivery
24 Cookie In-Hand Sales Begin	25	26	27	28	29	30
31						

1/10: Cookie Kickoff at Great Wolf Lodge
1/12: Cookie Program Begins with Pre-Orders
1/23: GSOC Mega Delivery
1/24: Cookie In-Hand Sales Begin

During January my cookie goal is:

FEBRUARY

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

National Girl Scout Cookie Weekend

2/5: Booth Sales Begin
2/19–2/21: National Girl Scout Cookie Weekend

During February my cookie goal is:

MARCH

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

3/14: Cookie Program Ends

During March my cookie 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	17 500+ Dave & Buster's
18	19	20	21	22	23	24 500+ Dave & Buster's
25	26	27	28	29	30	

500+ Dave & Buster's Girl Extravaganza Reward Experience (Choice of 4/17 or 4/24)

MAY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15 2,027+ Knott's Berry Farm
16	17	18	19 1,000+ All Star Ceremony	20	21	22 4,000+ Universal Studios
23	24	25	26	27	28	29
30	31					

5/15: 2,027+ Knott's Berry Farm Reward Experience
5/19: 1,000+ All Star Ceremony at House of Blues
5/22: 4,000+ Universal Studios Reward Experience

JUNE

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

6/12: 750+ Wild Rivers Water Park Reward Experience
Dates TBA: 5,000+ Cookie Trailblazer Experience to Dollywood, TN—stay tuned!

Your Girl Scout Cookie favorites are back!

ABC Smart Cookies handles Cookie operations while Digital Cookie enables online sales. Girl Scouts have these delicious options to share with customers! For full nutrition and allergen information, visit gscookiesetc.org.





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



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



Savory slices of shortbread with a refreshingly tangy lemon flavored icing



Iconic shortbread cookies inspired by the original Girl Scout recipe



Crispy chocolate wafers dipped in a mint chocolaty coating



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



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



Crisp and crunchy oatmeal cookies with creamy peanut butter filling



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

**Gluten Free Caramel Chocolate Chip cookies are available only through in-person sales to Juliettes that pre-ordered them.*

New!

Online Exclusives

Digital Cookie exclusively features two new products this year: an allergy friendly cookie and Girl Scouts' first cookie for dogs!



Allergy friendly oatmeal chocolate chip cookies dotted with colorful sprinkles



Girl Scouts' first cookie for dogs, baked with blueberries and honey

Don't forget about Cookie Share! Donations are $6 per package (see page 11 for more information).



"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 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 **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 and cookie ingredients to the rarer, tougher questions that might come up when you're out and about representing Girl Scouts. Find them at: 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 and Juliette Dollars would apply to the rewards cap. Cookie Dough and Juliette Dollars should never be redeemed for cash.

***Please note:**
Virtual Cookie Share donations are fulfilled by GSOC and do not come out of your own inventory.

Powered by Cookies

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

Juliette Dollars and Cookie Dough may be redeemed towards GSOC and Service Unit events, GSOC Day Camps, council outdoor events, Girl Scout destinations, approved group (not family) travel, Silver 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 all of the exciting things Girl Scouts can earn:



500+ Dave & Buster's Girl Extravaganza Reward Experience
(Girl Only, Morning)
Choice of 4/17/2027 or 4/24/2027



750+ Wild Rivers Reward Experience (Girl + 1 Adult, All Day)
6/12/2027



1,500+ Cookie Shopping Adventure
Amazon Shopping Voucher
Item only, no experience



2,027+ Knott's Berry Farm Reward Experience (Girl + 1 Adult, All Day)
5/15/2027



3,000+ Digital Camera
(Photo and Video)
Item only, no experience



4,000+ Universal Studios Reward Experience (Girl + 1 Adult, All Day)
5/22/2027



5,000+ Cookie Trailblazer Experience to Dollywood, TN
(Girl + 1 Adult, All Day and Overnight)
Stay tuned for the dates!

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 the highest number of packages sold. Juliette Dollars are not cumulative. The most a girl can earn is $729.00, the last level on the chart (972-5000+). Juliette Dollars expire on August 31, 2028.

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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 reward item earned by any Girl Scout, including Juliettes, for selling Girl Scout Cookies. It expires on August 31, 2028, and can only be used with Girl Scouts of Orange County 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
- Council outdoor events
- Approved Girl Scout Travel (see Travel packet for specific details)
- Girl Scout destinations
- Silver Award expenses
- Girl Scout Lifetime Membership submitted to council office by September 1 (Girl Scout Ambassadors who are graduating high school only)

To redeem, submit your 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



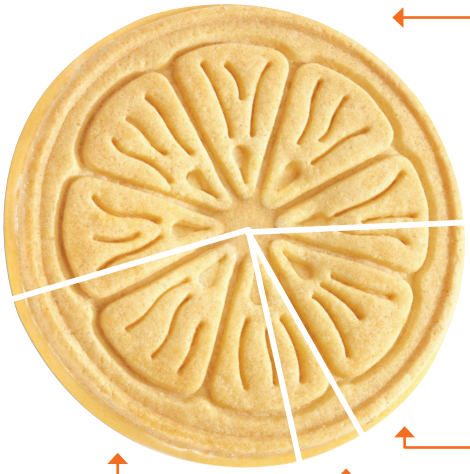
Fund Take Action projects for the community and amazing girl-led adventures for Girl Scouts.

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*

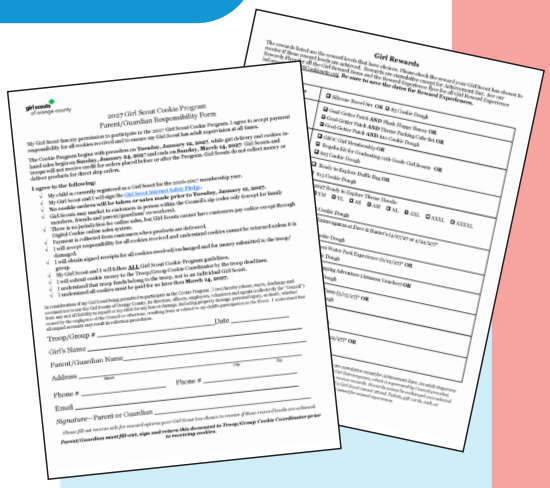
Our Cookies are on a Mission

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 participating in cookie sales.

By signing the form, you give your Girl Scout permission to participate in the **2027 Girl Scout Cookie Program**, accept financial responsibility for all cookies received, and agree to provide adult supervision throughout the program.

The Cookie Program runs from **January 12–March 14, 2027.** Orders placed before or after these dates will not count toward Girl Scout cookie totals. For Direct Ship orders, Girl Scouts do not collect payment or deliver cookies.

You agree to the following:

- Your child is currently registered as a Girl Scout for the 2026-2027 membership year.
- You and your Girl Scout will read and sign the Girl Scout Internet Safety Pledge.
- No cookie orders will be taken or sales made prior to Tuesday, January 12, 2027.
- 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.
- You and your Girl Scout 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 14, 2027.

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

Don't forget to fill out the second page with your Girl Scout's Reward selections!

Cookie Ethics

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

I will do my best to be

honest and fair: I sell Girl Scout Cookies when the program begins and not before.

friendly and helpful: I'm polite to everyone I ask to buy Girl Scout Cookies and to fellow Girl Scouts who are selling.

considerate and caring: I arrive on time to cookie booths, and I give advance notice if I can no longer make a booth sale so other girls have the opportunity to sell.

courageous and strong: I ask people to buy Girl Scout Cookies, even if I'm a little nervous to speak to them.

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

and to

respect myself and others: I wear my Girl Scout uniform with pride and remember that I'm representing Girl Scouts.

respect authority: I know the Girl Scouts of Orange County Cookie Program guidelines, and I listen to directions from store managers at booth sales.

use resources wisely: I recycle cookie packaging, and I use and share reusable materials to decorate my booth.

make the world a better place: I tell customers they can purchase Girl Scout Cookies for local food banks, military organizations, or Cookie Share recipients. I share how I have used or plan to use my cookie earnings to improve our community and the world.

and be a sister to every Girl Scout: First and foremost, I work together with my Girl Scout sisters and lift others up as we help each other master the 5 Skills, reach our cookie goals, and celebrate our successes. The Girl Scout Cookie Program is a team effort, not a competition. Through it, we all work together to support access to the life-changing experiences Girl Scouts provides.



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

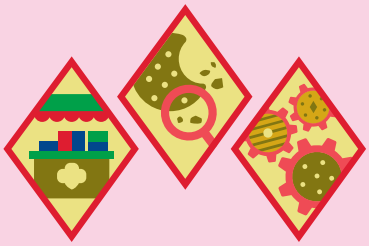
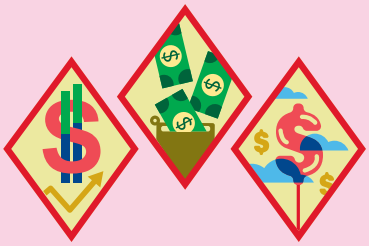
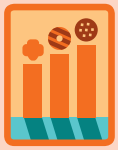
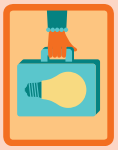
Note: Selling cookies at a booth is a privilege granted to us by local businesses. This privilege, if abused even unintentionally, could cause all Girl Scouts to lose the opportunity for additional booths at these locations. If complaints arise, you may be asked to leave.

Entrepreneurship Badges & Pins

When you sell Girl Scout Cookies, you build five essential skills: **Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics**, all while learning to think like an entrepreneur. You can also earn badges and pins as you grow your cookie business skills, then take it a step further by exploring your own business ideas with an **Entrepreneur badge**.

Scan to learn more about Cookie badges and pins

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 10, 2027. Sign up at 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
- ☐ _____

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 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, she will receive a patch and be honored at our All Star Cookie Ceremony on May 19, 2027.