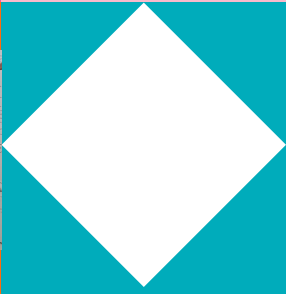
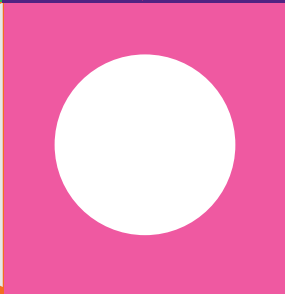
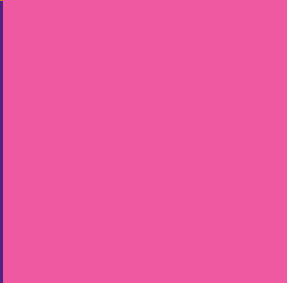
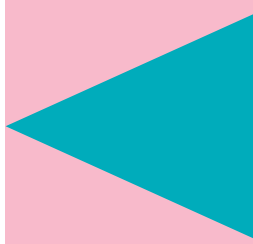




# 2024 Cookie Rookie Guide

Your first year guide to the Girl Scout Cookie Program



## Why Cookies? Five Skills of the Cookie Program

The Girl Scout Cookie Program is so much more than a way for your Troop to earn money. It's a program that gives girls the skills they need for a lifetime of success! There are five key skills that girls learn and develop by participating in the program: Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics. Below is a description of each skill and an example of badges from the Cookie Entrepreneur Badge Series.

### **Goal Setting: Girls learn how to set goals and create a plan to reach them!**

Whether you're a new Daisy Troop earning the Cookie Goal Setter badge by deciding how you will use your money and setting a package goal or you're a Cadette writing a business plan in the My Cookie Venture badge, your Troop will be sure to power amazing experiences for themselves and others all year long!

### **Decision Making: Girls learn to make decisions on their own and as a team!**

Girl Scout entrepreneurs are leaders in the making! They make decisions about how to run and promote their cookie sale, interact with customers, and spend their earnings. If you're a Junior Troop, girls will learn how to build their team with the My Cookie Team badge.



Photo Credit: Chantal Lawrie

### **Money Management: Girls learn to create a budget and handle money!**

Girl Scouts are always sharpening their money smarts! By running their own cookie business, they learn how to make correct change for customers, count and

manage cash flow, and create a budget to fund the experiences they want to participate in with their Troop. Check out the Daisy My First Cookie Business badge.

### **People Skills: Girls find their voice and build confidence through customer interaction!**

Girl Scout Cookie entrepreneurs are relationship builders. In badges like the Brownie My Cookie Customers or the Senior My Cookie Network, girls gain valuable practice communicating with customers, talking about their product and goals, and resolving conflict in a positive and productive way. All skills that will help them succeed in school, in business, and in life!

### **Business Ethics: Girls learn to act ethically, both in business and in life!**

Girl Scout entrepreneurs are honest, fair, and responsible. Through their cookie business, they learn to always do the right thing by their Troop members, customers, and communities. The Cadette Cookie Innovator badge is a perfect example of girls getting to explore the ethics in their cookie business.

*\*Earning badges is not required to participate in the Cookie Program and girls will learn all 5 skills just through participation in the Cookie Program. ▲*

# 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.

	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	

## Ways to Participate: Make it work for you and your Troop!

**1. Order Card:** Girls can begin taking pre-orders from November 20 – December 8 for the Troop’s Initial Order. They can continue to take orders once the Troop receives their cookies on January 13th and continue throughout the Cookie Program in order to help them reach their goals and increase earning potential.

*What makes this easy?* Girls work primarily with their family to collect orders and you can order exactly what you sold!

**2. Digital Cookie:** With the help of their caregiver, Girl Scouts can manage their online storefront starting December 1st (pending GSUSA). Customers can access a Girl Scout or Troop cookie page and can buy all their cookies online. They can opt to have their cookies shipped, donated, or choose Girl Delivery.

*What makes this easy?* This is a safe and secure way for girls to reach customers near and far. Even better, all orders are paid for online so there is no money to collect.



**3. Cookie Booths:** Set up outside of a local business with a cookie stand to greet customers. Girls work in a small group in shifts. You can sign up for council sponsored booths or work with your Community Cookie Coordinator to contact your own businesses.



*What makes this easy?* Choose the dates, times, and locations that work for your Troop. Do as many as you like, all while customers just come to you!

**4. Walkabouts:** Girls have cookies in hand that they can sell to customers, without having to worry about the order card. Caregivers assist the Girl Scout while they wheel their wagon or cart around the neighborhood selling their cookies.

*What makes this easy?* Orders and payment happen at the same time. You can take cash or even use Digital Cookie for credit card payments right there and then! ▲



# Ways to Participate in the Girl Scout Cookie Program



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



## Phone or Text Friends and Family

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



## Digital Cookie

Is your Girl Scout ready to take her digital marketing skills to the next level? With the Digital Cookie® platform, Girl Scouts can ship cookies straight to customers, accept orders for cookie donations, or have local customers schedule an in-person delivery. And she can reach her sales goals no matter what her schedule is like.



## Door-to-door

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



## Cookie Stands

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



## Cookie Booths

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

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



## Connecting with Her Community

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

Participating in the cookie program powers Girl Scouts' adventures throughout the year as they learn key business skills to excel in future careers and in life. By participating in different sales methods, girls gain more skills, including: goal setting, decision making, money management, people skills, and business ethics.

**Don't forget:** adult supervision is required at all times.

## Hometown Heroes Gift of Caring

**What is it?** You may have customers that would like to support Girl Scouts but do not want to buy cookies for themselves. In this case, they can donate a box, or a few, to our Hometown Heroes. Encourage girls to tell every customer about our Hometown Heroes cookie donation program.

**How does it work?** Girls ask customers to donate to Hometown Heroes, collect the funds, and turn in the money to their Troop Cookie Manager. Customers can purchase donations for the program through the Order Card, at a Cookie Booth, or on Digital Cookie. While your Troop will get the credit for the boxes donated, the cookies will NOT come out of the girl or Troop's inventory.

Your Troop can choose to pick up donated cookies from Council at the end of the season to personally deliver to the Hometown Heroes of your choice. You can read more about this in the Cookie Manual.

**Who are Hometown Heroes?** Active U.S. military, veterans, teachers, firefighters, police officers, first responders, healthcare workers, and other essential workers all fall under being our Hometown Heroes.



*\*Important reminder: All donations must be earmarked for the Hometown Heroes Gift of Caring program. Troops are not permitted to solicit cash donations for the Troop as per GSUSA. ▲*



## Quick Tips for a Successful Cookie Season

**\*Review your 2024 Troop Cookie Manager Manual and attend the 2024 Cookie Program training:** Don't be afraid to get in the book and tag a few pages with sticky notes or highlight important information. The book outlines the program for you, along with helpful tips and best practices. Make sure to attend our New Troop Cookie Manger Training on October 11th. This training will be a great help with eBudde - the system you will be using to track cookie sales. The training video will be available on our website during the entirety of the Cookie Program if you need to brush up at any point.

**\*Keep an eye on your email:** Email communications will be sent out every week during the Cookie Program, and as needed, to help you keep on track. These emails will include reminders of important deadlines and tips for a successful season.

**\*Hold a caregiver meeting:** This is your first chance to inform girls and caregivers about the expectations for this cookie season and get everyone on the same page. It's an excellent opportunity for your Troop Leader to assist with setting goals too. You are here to help the girls with their cookie business, but it's okay to set clear guidelines and expectations for girls and families. Be sure caregivers complete the Family Responsibility & Permission Agreement and return a signed copy for you to keep on file throughout the entire Cookie Program.

**\*Ask for help:** Throughout the Cookie Program you have plenty of opportunities to recruit helpers in your Troop. Parents who are registered can help with picking up cookies at cupboards, Cookie Booths, and planning activities recognizing the Troop's successful season.

Also be sure to tune in to our Cookie Chat Virtual Office Hours throughout the season to ask any questions you may have and hear helpful tips. Register for the Cookie Chat Virtual Office Hours on our website. [Click here to register.](#)

You can always email us at [customer care@girlscoutsfl.org](mailto:customer care@girlscoutsfl.org) if you have questions or need guidance.

**\*Stay organized:** The most tried and true tip for any Troop Cookie Manager is to stay organized! Make sure you have all Family Responsibility & Permission Agreements forms, are giving out receipts when girls take cookies or caregivers make a payment, and are allocating cookies consistently throughout the season. The Troop Cookie Manager Manual has lots of detail to help with organization.

[Visit the Council website for helpful resources and tip sheets for eBudde and Digital Cookie!](#) ▲



Photo Credit: Chantal Lawrie



## Cookie Program Checklist

Use this handy checklist as a quick guide to help navigate and keep organized throughout the entire Cookie Program.

- Register and attend New Troop Cookie Manager Training on October 11th
- Hold a caregiver meeting, share important deadlines and collect all Family Responsibility & Permission Agreement Forms.
- Set up the Troop's Digital Cookie site.
- Sign up for Cookie Booths if your Troop chooses to do them. Choose available booth slots in eBudde under the Booths Sales tab.
- Coordinate adult volunteers to help at Cookie Booths. Check out the Troop Cookie Manager Manual for Cookie Booth guidelines.
- Schedule girls to work Cookie Booths, in shifts if needed.
- When submitting your Troop's Initial Order, don't forget to:
  - Order booth cookies (if applicable)
  - Select delivery location and time slot
  - Submit Initial Order rewards
- Pick up cookies at your designated Cookie Pick-Up Day site and time.
- Sort cookies by girl, then have caregivers pick up cookies from you for delivery to their customers.
- Collect money from caregivers throughout the program and deposit in your Troop bank account regularly.
- Give girls credit for sales by allocating all sold cookies in eBudde throughout the season to ensure credit for rewards and ensure all numbers match up.
- Make final deposit of money to your Troop bank account and be aware of the March 6th final ACH balance due to council.
- Make any Final Rewards selections in eBudde.
- Pick up rewards, sort, and give to girls.
- Celebrate everyone's hard work and dedication!





## Important Dates

Jot these dates down in your calendar or agenda to help you stay organized throughout the Cookie Program:

<b>October 11:</b>	New Troop Cookie Manager Training
<b>November 20-December 8:</b>	Cookie Pre-Orders
<b>December 1 (tentatively):</b>	Digital Cookie opens
<b>December 7:</b>	Cookie Chat Virtual Office Hours
<b>December 9 at 10am:</b>	eBudde Cookie Booth selection begins
<b>December 11 by 11:59pm:</b>	Initial Cookie Order and Initial Rewards due in eBudde
<b>January 13:</b>	Cookie Pick-up Day & Booth Sales and Direct Sales begin
<b>January 18:</b>	Cookie Cupboards Open
<b>January 30:</b>	1st ACH Payment Due (25% of balance due to Council) Cookie Cupboards Open
<b>February 8:</b>	Cookie Chat Virtual Office Hours
<b>February 13:</b>	2nd ACH Payment Due (50% of balance due to Council)
<b>February 22:</b>	Cookie Chat Virtual Office Hours
<b>February 23:</b>	Cookie Cupboards close
<b>February 25:</b>	Direct, Digital, and Booth Sales end
<b>March 3 by 11:59pm:</b>	Closeout eBudde and Submit Final Rewards
<b>March 6:</b>	3rd ACH Payment Due (100% of balance due to Council)
<b>March 18-21: (tentatively)</b>	Hometown Heroes Cookie distribution for Troops to take to Hometown Heroes
<b>April/May:</b>	Pick up and distribute Final Rewards to the girls.