# 2024 Cookie Program

GSCI Girl & Parent/Guardian Training

February 2 – March 17, 2024





# **Cookie Rally!**

- Register now!
- January 13, 2024 in Bloomington, IL
- More information on our website
  - getyourgirlpower.org



#### **2023: A Bite-Sized Review**

- Introduced new cookie ONLINE ONLY variety Raspberry Rally
- Changed Shortbread variety to <u>TREFOILS</u>
- Stressed importance of troop initial order
- Adjusted ACH #1 date back 1 week for additional troop in-person/booth sales
- Updated WalMart booth sign-up process
  - Same process to be followed this year
  - More when we discuss booths...
- Debuted new reward option Travel Dough!
- shared theme with 2022 Fall Product program









#### What's New for 2024?

- Raspberry Rally variety has been paused
- Continued importance of placing a troop initial order
- Digital Cookie!
- Cookies are now \$6/box (every variety)
- Troop profit increased!
  - \$0.65/box (standard reward program)
  - \$0.90/box (opt-out reward program)





# **Raspberry Rally Pause**

- As announced by GSUSA in May 2023, the Raspberry Rally variety has been paused
- The online-only launch of Raspberry Rally in 2023 exceeded GSUSA's & the baker's expectations, but caused many logistical challenges.
- In order to simplify logistical & supply challenges, the variety has been paused after baker, council, and volunteer feedback.
- Talking points will be available for Girl Scouts & troops on our website.



# \$6 Price Increase

- Our council made the difficult decision to increase our cost-per-box from \$5 to \$6 for 2024 & future programs.
- Our cookie prices have remained steady for over 5 years, but many factors influenced this increase, including:
  - Nationwide inflation
  - Rising cost of commodities to bake the cookies
  - Increasing baker fees
  - Growing shipping/distribution costs
- Our sister councils (Greater Chicago & Southern IL) are also increasing their price to \$6/box.



# **Troop Profit Increase!**

- Because our council has increased our costper-box to \$6, we are also increasing troop profit!
- Troops with the standard reward program will receive \$0.65/box.
- Troops in the opt-out reward program will earn \$0.90/box.
- Operation Cookie Share will remain at \$1 troop profit per box donated.



### **2024 Cookie Program Timeline**

**December 4, 2023** – Smart Cookie Troop Registration email **December 11, 2023** – Digital Cookie Girl Registration email

 Girl online sales may begin. Direct ship orders will ship as an order is processed; Girl Delivery customers will receive notification their order will be available on/after February 2, 2024.

January 1, 2024 – Initial Order & Booth Scheduler opens

January 8, 2024 – Initial order due (submit via Smart Cookies)

February 2-March 17, 2024 – Direct Sale & Cookie Booths

March 11-18, 2024 – Reward Orders placed in Smart Cookies

**April 24, 2024** – Rewards available for pick-up at local service centers

Girl Scouts of Central Illinois - 2024 Cookie Girl & Parent/Guardian Training

**Six** opportunities to place additional troop orders **Three** automatic money withdrawals (ACH) from troop bank account

All details can be found in your Troop Cookie Coordinator Guide



# **Standardized Pricing**

- ALL cookie varieties are \$6/box.
- You may exchange all varieties at your local Service Center
  - **YES**, you can exchange the gluten-free variety for a different variety!





#### **Troop Profit & Bonus**

- Troop profit is \$0.65 per box
- Opt-out troops earn \$0.90
  - Juniors & older
  - Opt-out via Troop Information tab (more information to come later...)



- Minimum of 900 boxes ordered on initial order with a 180 box pergirl-average
- All payments completed by April 2, 2024.



#### **Finances**

- Checks payable to GSCI
- All girl payments facilitated through Digital Cookie website/app
- Girls can accept credit card payments while at booths via their Digital Cookie app



Make receipts, ask for receipts, and **SAVE** receipts!



### **Important Paperwork!**



#### **Outstanding Balance (OSB) Forms**

# DUE TO LOCAL SERVICE CENTER March 27, 2024

#### To accompany the OSB forms we <u>MUST</u> have:

- Parent permission form(s)
- All receipts associated with the outstanding debt



# **Cookie Program Eligibility**

- Girl Scout eligibility
  - Any registered Girl Scout may participate in the Cookie program. In order to participate a girl must:
    - Owe no money to GSCI
    - Complete a Parent Permission form





### **Parent & Guardian Responsibilities**

- Sign Parent Permission form for each Girl Scout
  - Required for participation in Cookie program
  - Acknowledges parent/guardian financial responsibility & the policy of no cookie returns
  - May be used for the Girl Scout's initial order to the troop
- Help Girl Scout to set her goals
- Pick up cookies & sales materials from troop at the designated site/date
- Work with Girl Scout to set up & approve her Digital Cookie online selling site
- Submit money to your troop leader:
  - February 23, 2024
  - March 7, 2024
  - March 29, 2024







# **Delivery**



January 26 – February 1, 2024

### **Cookie Delivery & Distribution**

- Your troop leader/Cookie coordinator will inform you of your cookie pick-up location
  - Make sure to being a vehicle large enough or all your cookies!
- Remember to sign the receipt 1 copy stays with troop leader, 1 goes with you
- Remember to pick up your order cards, money envelopes, & receipt books!



#### **Need Additional Cookies?**

- If you find that your Girl Scout is need of additional cookies, let your troop leader know! The leader can place a planned order weekly, or swing by their local service center cupboard/warehouse for a walk-in order.
- Be sure to keep up on your inventory needs by checking the Digital Cookie website!





# 2024 Rewards

#### **Reward Order**

- If GSCI places all or part of a troop's reward order, Cookie Dough will be chosen
- Troop reward orders are due March 18
  - Orders placed after that date may expect a delay in receiving troop reward order
- Rewards will be available for pick-up by troop leader and/or parents on April 24
- Rewards are cumulative!
  - Excluding the 1,800 box level if a girl earns the Disney trip/MacBook Pro
- Cookie Dough also accumulates!
  - For example, a girl earns \$55 in Cookie Dough for 500 boxes sold



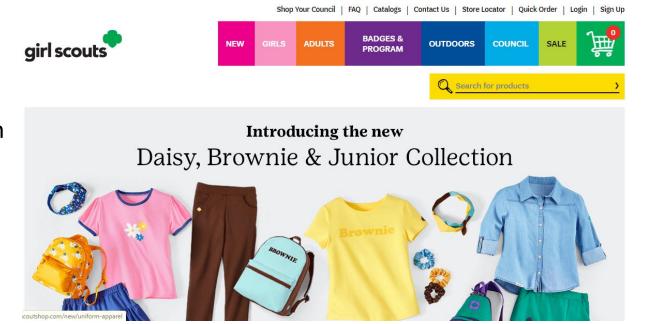
# **Cookie Dough**

- Credit earned that can be used for:
  - GSCI-sponsored events & programs
  - Membership registration
  - Special "Cookie Dough only" items in local boutiques
- Leaders may use a girl's Cookie Dough for troop purchases, with a parent/guardian signature on the Cookie Dough Permission form



### **Cookie Dough**

- Cookie Dough expires
   September 21, 2024
- Want to use your Cookie Dough code to shop online?
  - Submit request for online shopping code by
     September 6, 2024





# **Travel Dough**

- Travel Dough provides an additional opportunity to assist girls with Girl Scout travel experiences.
- Travel Dough can be used for GSCI council sponsored trips,
   GSCI travel camps, and Girl Scout Destinations.
- Travel Dough can be earned for a total of 5 cookie seasons and will expire during that 5<sup>th</sup> year on the same date that cookie dough expires in September.
  - For example: Travel Dough earned during the 2024 cookie program will expire in September of 2029.



# **Travel Dough**

- Just like Cookie Dough, girls that choose Travel Dough will be emailed their Travel Dough Code after it has been earned at the end of the cookie program.
- Girls will receive the option to choose Travel Dough
   instead of Cookie Dough at each level where Cookie
   Dough is offered.
- Travel Dough is non-refundable and cannot be transferred between Girl Scouts



# **3 Girl Reward Categories**

- Girls can earn rewards in 3 different ways:
  - Total boxes sold
  - Digital Cookie sales
  - Operation Cookie Share donations



#### **Troop Bonus**

Troops will earn a \$100 bonus Is 900+ boxes are ordered on the initial order and the initial order per girl selling average is 180 boxes-per-girl. Troop balances due must be pald by the final ACH date (April 2, 2024) to receive the \$100 troop bonus.

#### **Cumulative Rewards**

All rewards are cumulative, except at the 3,000 box level. Girls who earn the Disney World Trip or MacBook Pro will earn and keep all levels up to and including the 1,200 box level. The 1,800 box level is NOT included with the Disney World Trip or MacBook Pro reward.

Cookle/Travel Dough is cumulative at all levels. For example: If a participant sells 500 boxes they will earn \$55 in Cookle/Travel Dough, and also earn all rewards up to that level.

#### Cookie Crossover Patch

To earn the Cookie Crossover patch, a girl must complete the Fall Product requirements (set up account/avatar, send 18+ emails, sell \$350+ in total sales, & use "Share My Site" feature), plus sell 400+ boxes of cookles during the 2024 Cookle program.



Theme Patch



Mood Cup



Sunglasses



Coin Purse



Flair Bottle



Free Membership AND Goal Getter Patch

#### PLUS \$5 Cookie Dough OR \$5 Travel Dough



Axolotl Plush

OR \$10 Cookie Dough OR \$10 Travel Dough





Cookie Crossover Patch





\$75 Amazon OR

\$75 WalMart gift card OR \$75 Cookie Dough OR \$75 Travel Dough

PLUS \$10 Cookie Dough OR \$10 Travel Dough



At each 100-box increment participants earn \$10 Cookie Dough OR \$10 Travel Dough







amazon

OR \$150 Travel Dough PLUS \$10 Cookie Dough





At each 100-box increment participants earn \$20 Cookie Dough OR \$20 Travel Dough



Boxes Walmart 🔭

\$350 Amazon OR \$350 WalMart gift card OR \$350 Cookie Dough OR \$350 Travel Dough

PLUS \$20 Cookie Dough OR \$20 Travel Dough



At each 100-box increment participants earn \$20 Cookie Dough OR \$20 Travel Dough





Disney World Trip OR MacBook Pro\*





At each 100-box increment participants earn \$20 Cookie Dough OR \$20 Travel Dough



# "Cookie Dough Only" Boutique Items

These items are available at your local service center & boutique for purchase with





# \$1.50 Patches

These patches are available at your local service center & boutique for purchase for only \$1.50!









# **Digital Cookies for Girl Scouts**

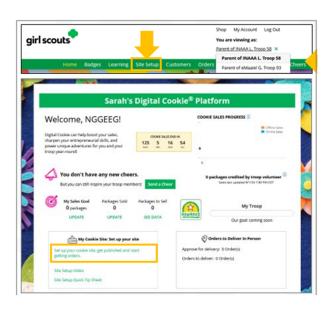
Girl Scout invitation emails arrive December 11, 2023



# **Smart Cookies or Digital Cookie?**

- Girl Scouts & their adults will no longer access Smart Cookies to manage their online Cookie program.
- Girl Scouts will now use Digital Cookie to run their online Cookie storefront.
- Girl accounts will live in Smart Cookies, but accessed through Digital Cookie.

www.digitalcookie.girlscouts.org

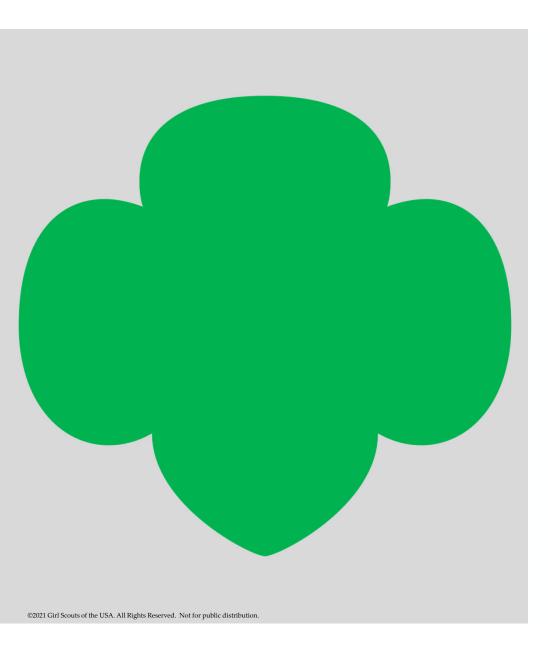




#### A Note on Sharing on Social Media...

- A Girl Scout's Digital Cookie link can be shared on social media. Our council welcomes you to do so!
- Be cautious about posting on "third-party" sales websites like eBay, Amazon, or any Garage Sale/Selling Wall Facebook pages – this is <u>NOT</u> allowed.
  - This includes Facebook Marketplace! To avoid your post automatically sharing as a Facebook Marketplace item, avoid using the "\$" in your post.
- Posts are welcome to be shared on personal pages or in neighborhood groups (without sales), or other public groups, as allowed by that group's standards.





# 4 Steps to Getting Started

digitalcookie.girlscouts.org



#### Become a true cookie boss in four easy steps!



This cookie season, superpower your sale by adding Digital Cookie® to your toolkit.



Look for the Digital Cookie® registration email in your inbox to register. If you can't find it, contact yout council.



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



The app makes it easy for you to take payment from customers purchasing cookies.







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



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

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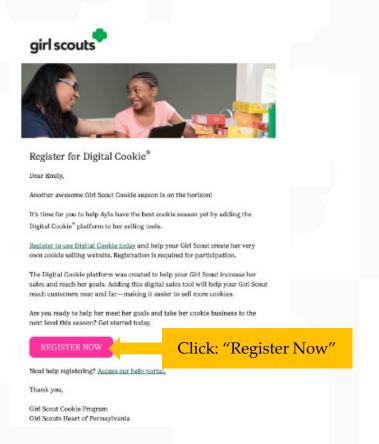
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#### Step 1-Register

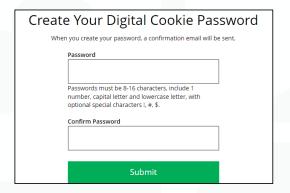
#### December 11, 2023 - Parent Registration email

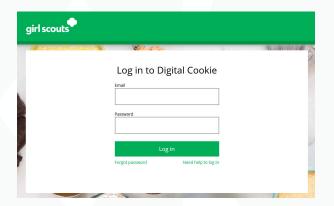
Sender: "Girl Scout Cookies" email@email.girlscouts.org

**Subject:** It's time to register your Girl Scout for Digital Cookie!



#### Create Password/Login with password





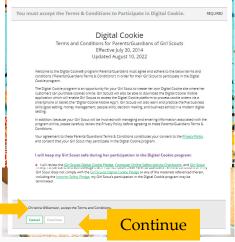
#### Step 1-Register

Check box to accept

#### View Safety Video/Approve Terms and Conditions/Safety Pledge



Continue button will turn green after video



#### Select View/Activate Girls

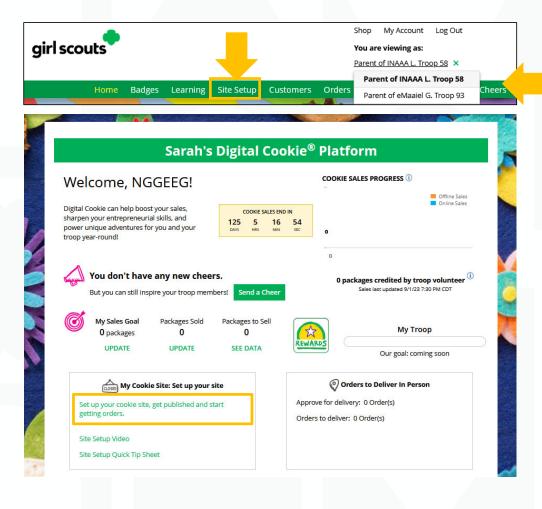
Click to activate Girl Scouts





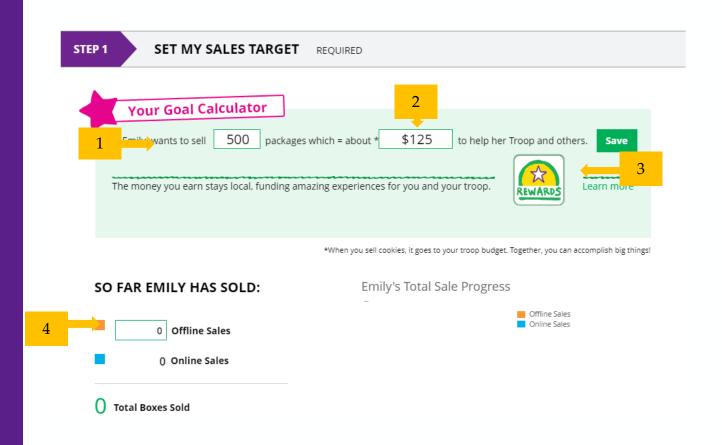
rls 13 and older	can add their ow	n email address. Tl	nis allows them to	manage details	for their cookie site.		
Digital Cookie Status	Girl Scout	Date of Birth	GSUSA ID	Troop	Preferred First Name*	Girl Email Address	Actio
Registered	UG_AGCI_ICN IIRCOIOIORA NTO	04/03/2012	110182156	44	Sarah		Edit

To setup the Girl Scout's cookie site, click on the "Set up your Digital Cookie site..." link in the My Cookie Site section, or the "Site Setup" link at the top.

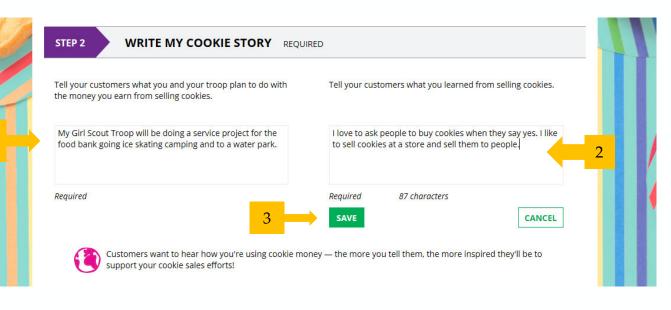


Have multiple Girl Scouts? Easily switch between each site here.

Goal Setting: Set My Sales Target



My Cookie Story

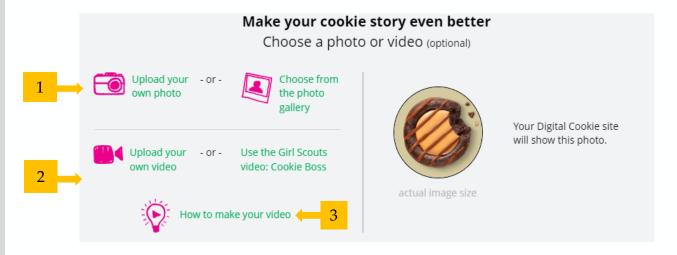


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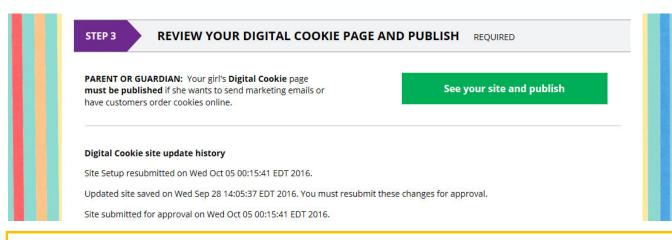




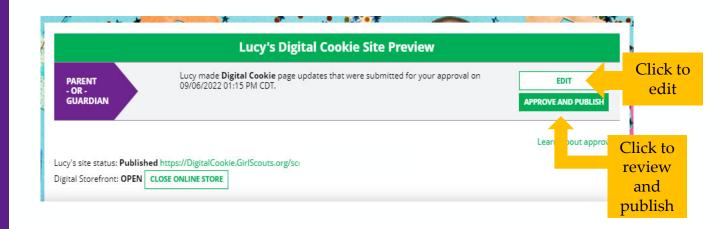


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#### Approve and Publish



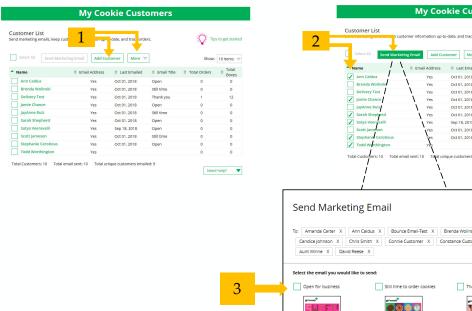
If your button only says "see your site" you may be missing some required fields or didn't make any changes. Go back and check that everything has been completed.

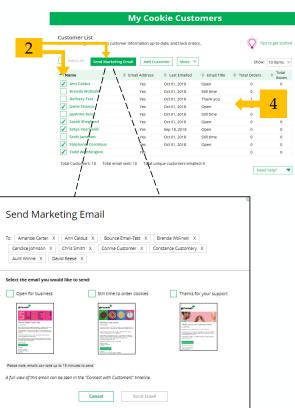


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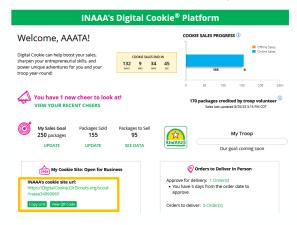
#### **Step 3-Invite Customers** (when cookie sales start)

#### Add or import customers Send one of three marketing emails

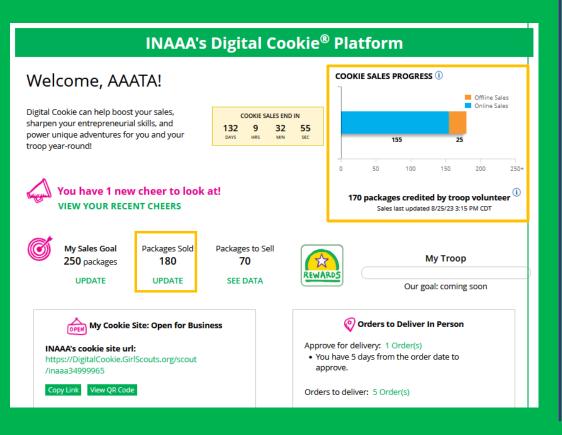


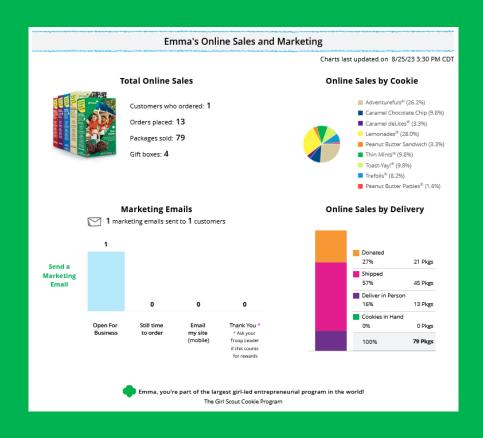


#### Copy URL Email link or share QR code



### **Step 4-Track Your Goal**

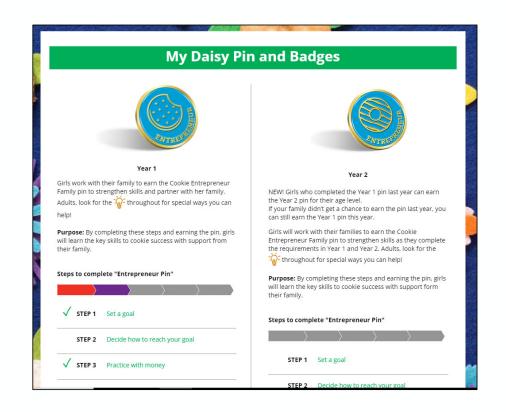






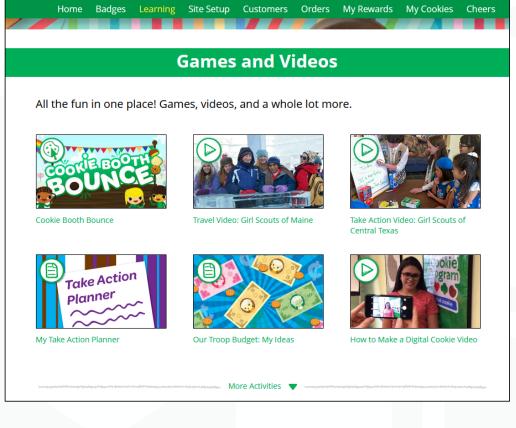
Digital Cookie Tabs

#### Badges Tab





### **Learning Tab**



#### **Cookie Program Learning**

#### Learning to Be an Entrepreneur

Everything you do on the **Digital Cookie** site-whether you're playing a game, taking a quiz, or checking your sales progress-helps you learn how to run a business. That makes you an entrepreneur!

Click on each circle to see how to build your business skills.

#### **Cookie Page Setup**



Stay Safe and Treat People Fairly



Set Your Sales Target

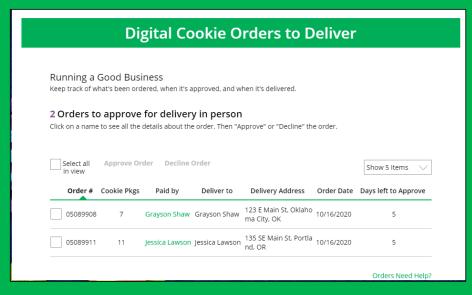


Come Up with a Troop Goal

#### **Cookie Planning**

#### **Orders Tab: In-person Delivery Orders**

Click on the "Paid by" name to review customer and order details



When determining whether to approve or decline the order, consider:

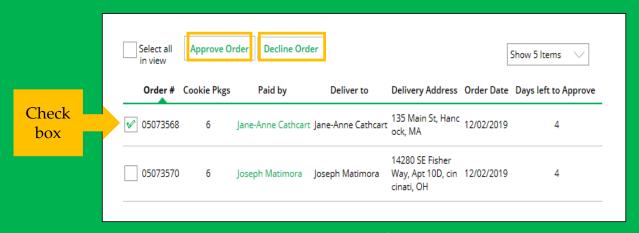
- Is the customer a known and trusted individual?
- Are you willing and able to get the cookies to the customer's location before the end of the sale.

AND

• Do you have or will you have the inventory available?

If so, "Approve Order."

#### **Approving/Declining Orders in Bulk**



Once you approve or decline you can't change the action and an email is deployed to the customer.

#### **Approve Delivery for Cookie Orders**

Orders selected: 2

#### Items to check before you approve order delivery for Jennifer:

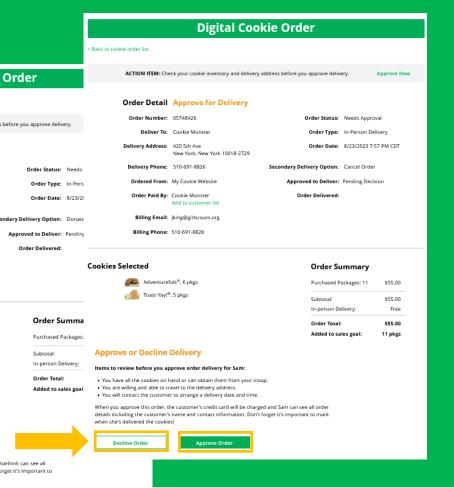
- · You have all the cookies on hand or can obtain them from your troop.
- · You are willing and able to travel to the delivery address.
- · You will contact the customer to arrange a delivery date and time.

When you approve delivery of these orders, the customer's credit card will be charged for the cookies and Jennifer will be able to see all order details including the customer's name and contact information. Don't forget it's important to mark when she's delivered the cookies!

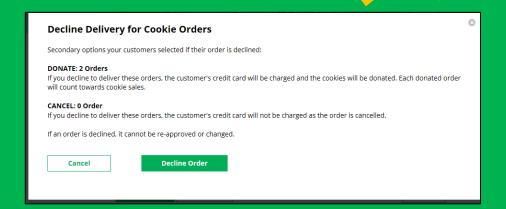
CANCEL

**Approve Order** 

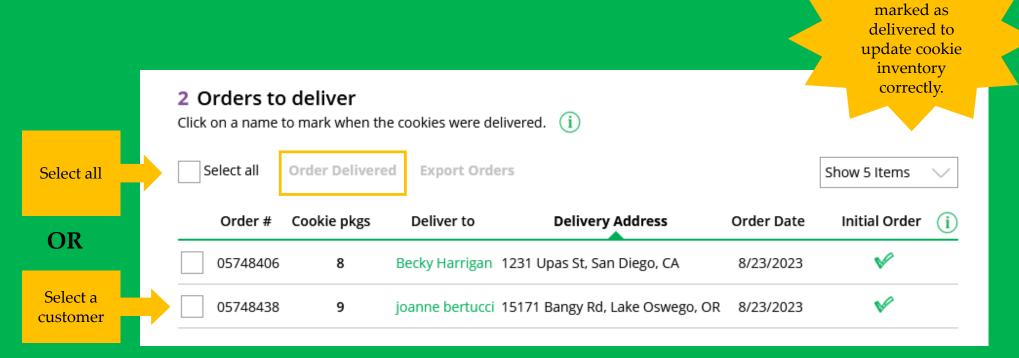
### **Approving/Declining Orders Individually**



Once approved:
customers receive
an email to expect
their cookies
within two weeks
of when you have
them.



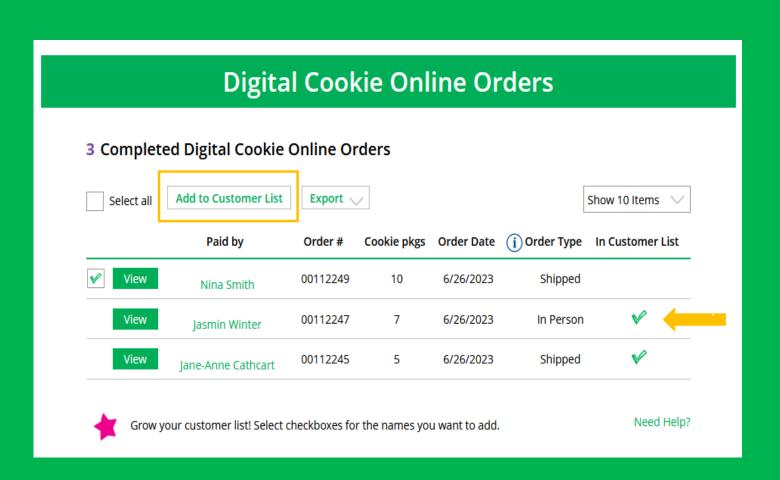
#### **Orders to Deliver**



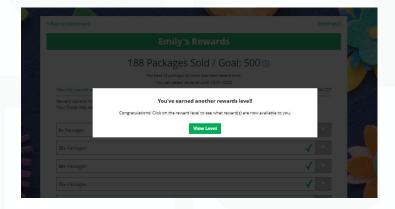
Orders must be

#### **Completed Orders**

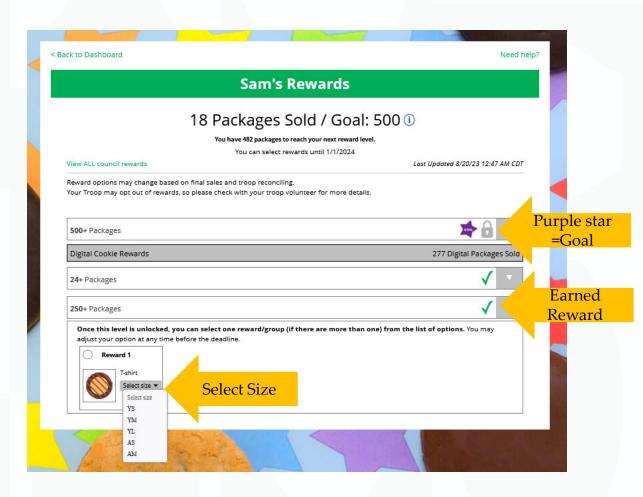
Customers not added to the customers list will not roll over to the following year.



#### My Rewards Tab

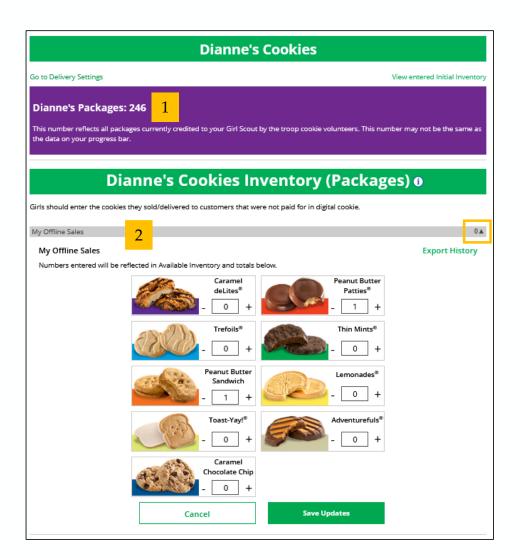


As Girl Scouts earns a reward, they will see a message on their "My Rewards" tab letting them know they earned another reward.



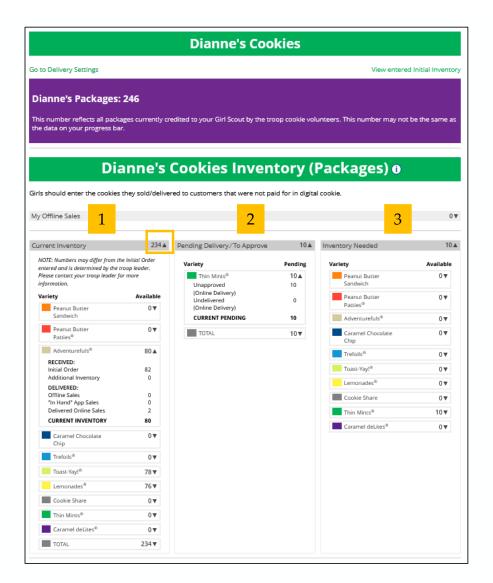
#### My Cookies Tab-Inventory: Offline Sales Entry

- 1. The total number of packages that have been allocated to your Girl Scout from the troop cookie volunteer.
- 2. Offline sales need to be updated by the Girl Scout/caregiver when the Girl Scout delivers cookies not ordered/paid for through Digital Cookie.



My Cookies Tab-Inventory by Variety cont.

- 1. Current Inventory
- 2. Pending Delivery/To Approve
- 3. Inventory Needed



#### My Cookies Tab-Financials

See how much money is owed for cookies and how that has been calculated.

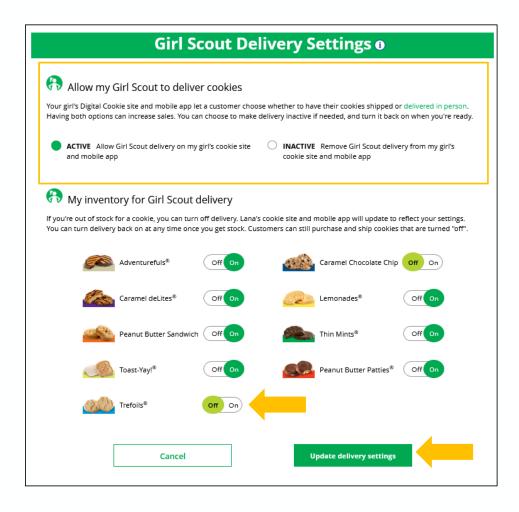
## Quinn's Financials o

Reflects cookies and payments entered by the troop cookie volunteer.

08/31/23 12:00 AM CDT

Initial Cookies (Order Card)	61▲	Payments	\$392.00▲
Council Charity (\$5.00)	10	Online Paid	\$387.00
Cookie Packages (\$5.00)	33	Offline Paid	\$5.00
Specialty Packages (\$6.00)	18	TOTAL PAID	\$392.00
PACKAGES	61		
Additional Cookies Received	37▲	Total Balance Due	\$42.00▲
Council Charity (\$5.00)	8	Total Money Owed	\$434.00
Cookie Packages (\$5.00)	13	Total Money Paid	\$392.00
Specialty Packages (\$6.00)	16	TOTAL BALANCE DUE	\$42.00
PACKAGES	37		

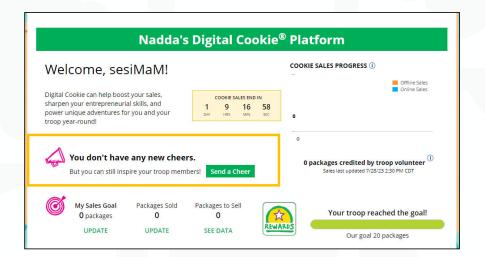
### My Cookies Tab-Delivery Settings



#### Cheers Tab

Girl Scouts can see and send cheers from their dashboard or Cheers tab.



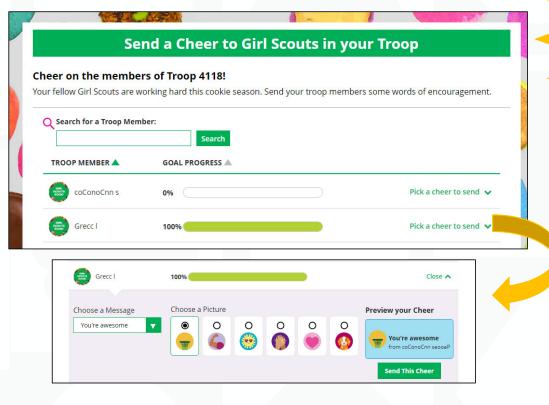


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**Cheers Tab** 

### Sending A Cheer

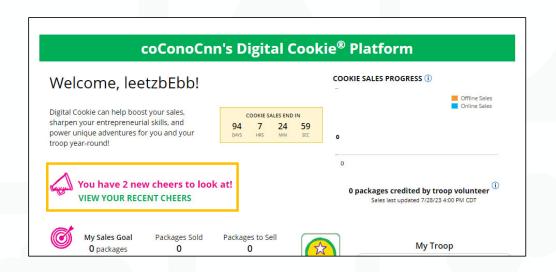
To send a Cheer, Girl Scouts can click Pick a cheer to send next to the Girl Scout they want to cheer.

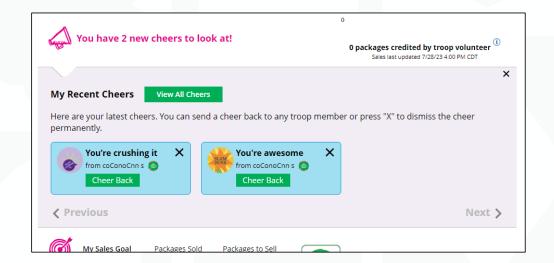


Girl Scouts can only send to other girls in their troop but can receive Cheers from customers and leaders, and other girls in their troop. **Cheers Tab** 

## Viewing Cheers

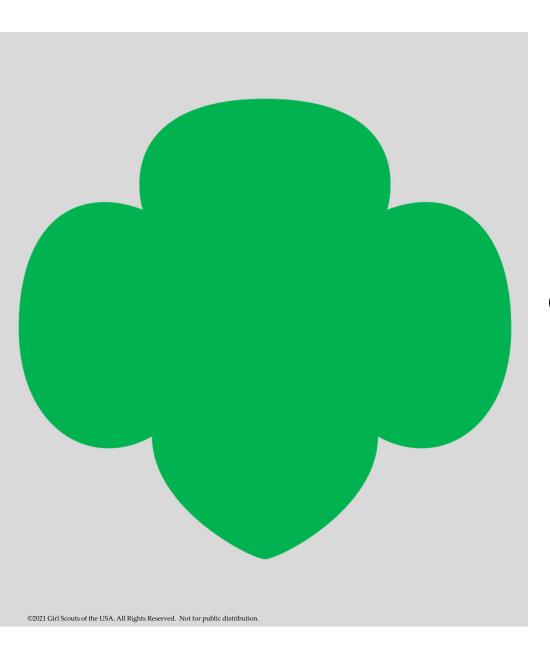
The dashboard will alert Girl Scouts when a new Cheer has been received.





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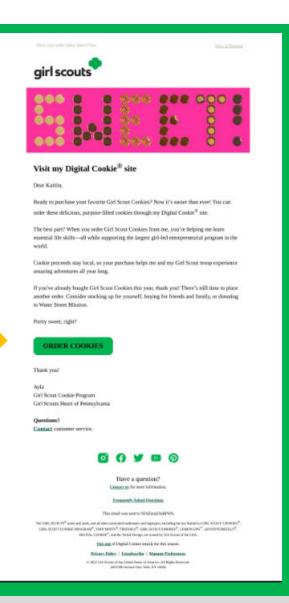
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**Customer View** 

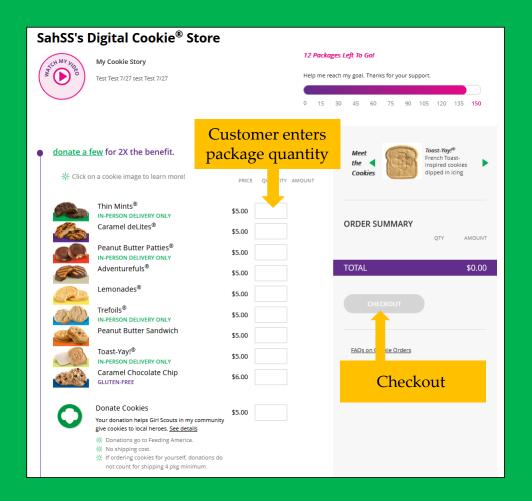
#### Customer View-Email

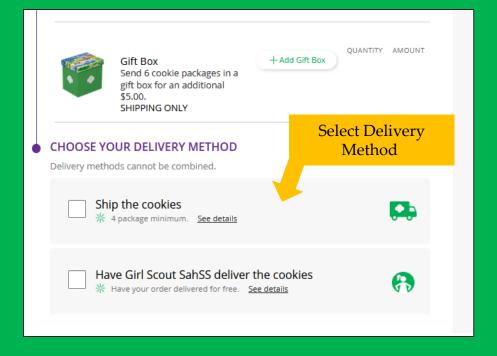
Order Cookies Link



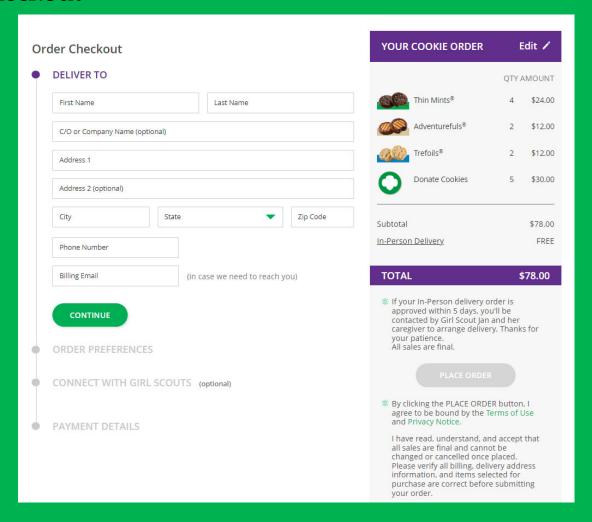


### Customer View-Placing Order

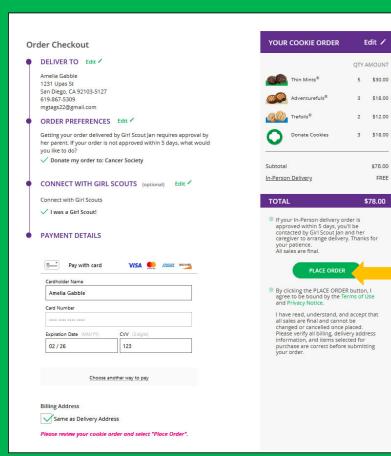


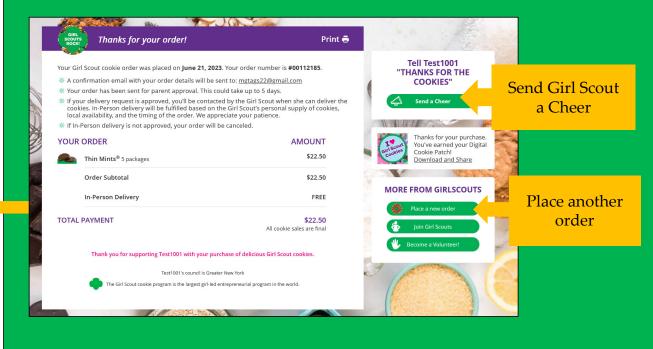


#### **Customer View-Checkout**



#### **Customer View-Confirmation**





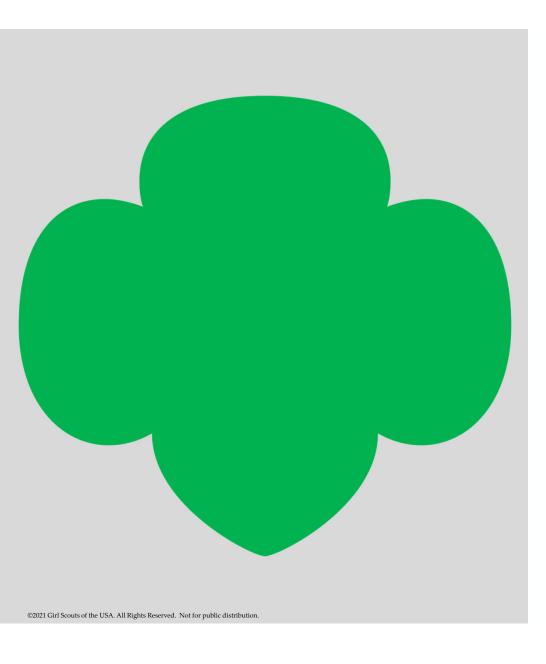
# Digital Cookie Shipping Fees

	Digital Cookie 2023-2024 Consumer Charged Flat Fee
4-8	\$12.99 (tier A)
9-12	\$14.99 (tier B)

For orders of 13 packages or more shipping is calculated as follows: 13 packages of cookies: tier B (12 packages) + tier A (1 more package) = \$27.98 25 packages of cookies: tier B x 2 (24 packages) + tier A (1 more package) = \$42.97

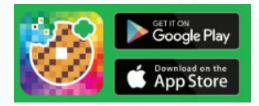
\$5.00 surcharge to orders shipping to Hawaii, Alaska, Puerto Rico, APO/FPO/DPO, Guam and US Virgin Islands

- Don't make the decision for your customers, the answer is always no unless you ask.
- Customers want the cookies and are willing to pay shipping
- They have the option to not purchase shipped and still donate-that is more sales than not asking

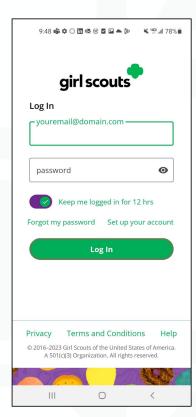


Mobile App

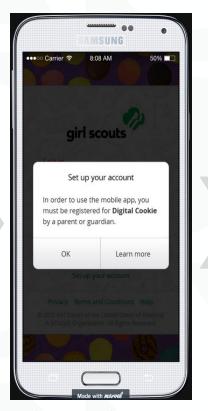
#### Mobile App-Logging In



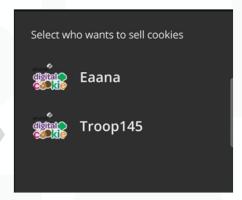
Download the mobile app from the app store



Log in to the app using the same email and password created in Digital Cookie.

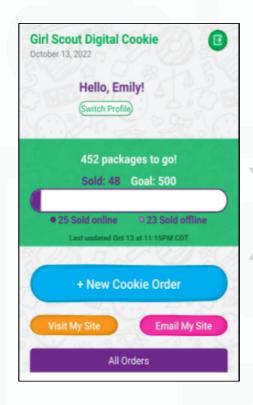


Girl Scout and troop sites must be set up in Digital Cookie using a browser first, before accessing the mobile app.

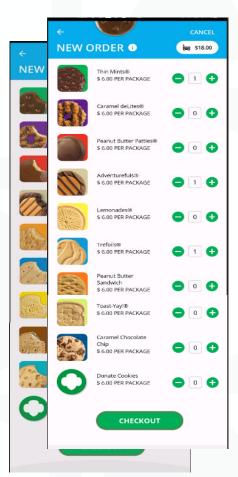


Select from the Girl OR the Troop persona. Troop login means the sales go to the whole troop-like at a booth.

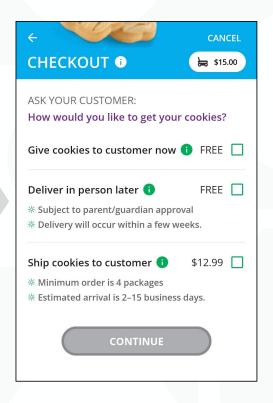
### Mobile App-Making a Sale



Taking an order and viewing your orders are the main functions.

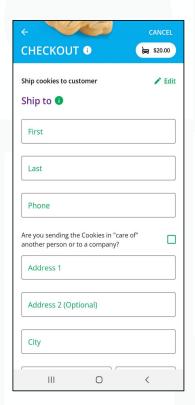


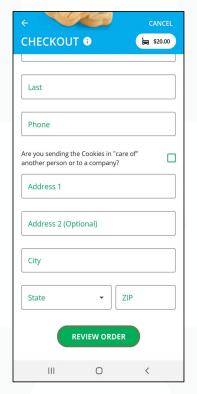
Enters the customer's order, click Checkout to continue.

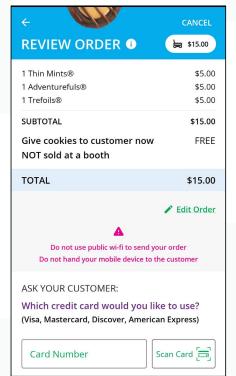


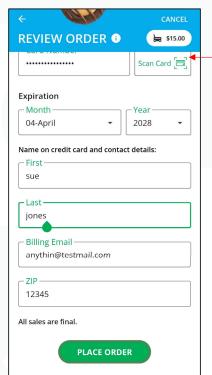
Girl can select to "Give cookies to customer now" for face-to-face transactions.

### Mobile App-Making a Sale









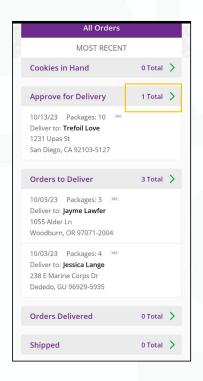


Delivery or shipped orders

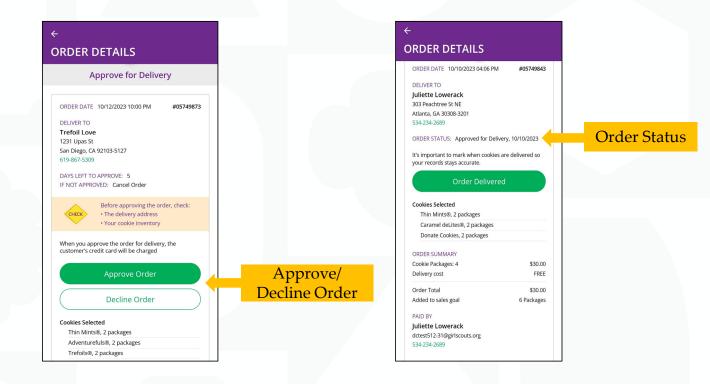
In-hand (Give cookies to customer now) orders

Scan Card

### Mobile App-Viewing Orders



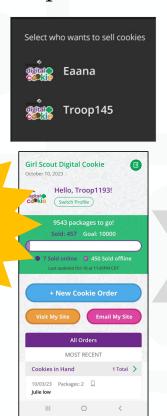
Click the green arrow in the section of orders you want to see more details.



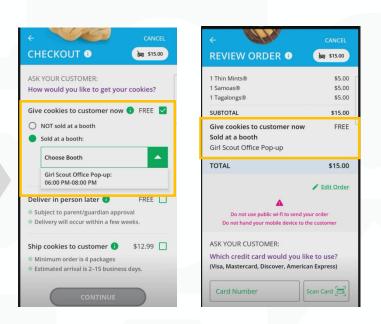
Details about that customer's order including address, packages purchased, order status, and more.

#### Mobile App-Troop View

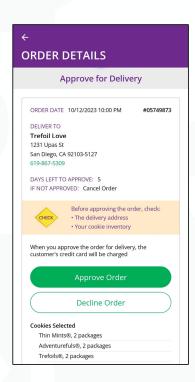
Volunteers who do not have a Girl Scout can still log into Digital Cookie to use the app as the troop.



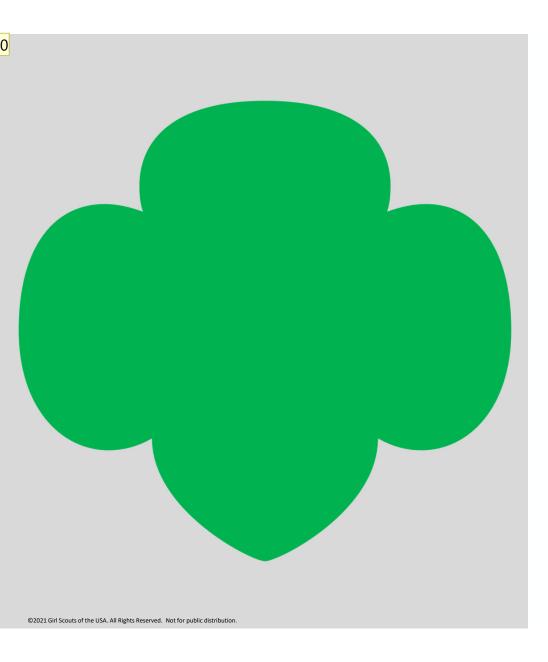
Troop View has the same options as the Girl Scout



When placing a new cookie order under the troop, users have the option to assign a specific booth to the order.



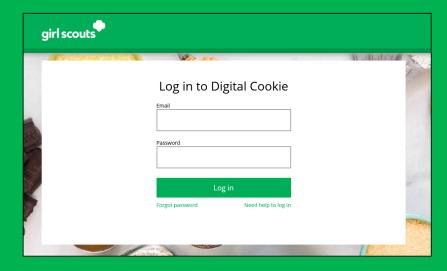
All users will be able to approve/decline troop orders.



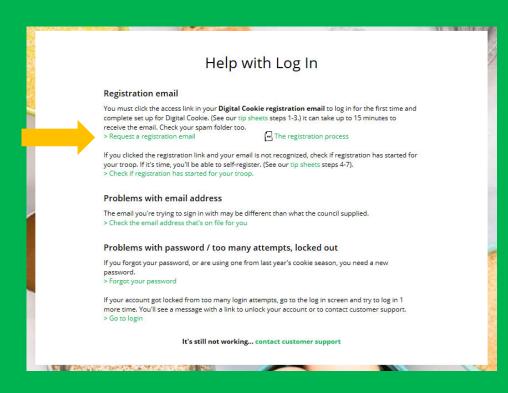
Registration Issues-Self Help

Note to council: If you want to show the Digital Cookie Help Center slides, bring them over from the parent 0 training. , 2023-09-01T23:15:07.978

#### Getting to Registration Success



- 1. Check spam/junk/promotions inbox for an email from "Girl Scout Cookies" (email@email.girlscouts.org)
- 2. Click "Need help to log in" link



#### Request a registration email



# If not on file, user gets error message. Can check what's in the system for them.

#### Request a Digital Cookie Registration Email

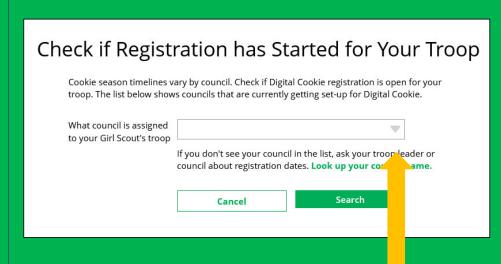
Enter the email address you have on file at Girl Scouts and we'll send you a Digital Cookie registration email. It can take up to 15 minutes to receive the email.

# temp123@gmail.com The email you entered is not recognized. Parents, check the email address that's on file for you. For others, click here for help.

Cancel

Submit

Your reset email should be delivered within 15 minutes, but some email providers may take a few hours. If you have checked your spam folder and still don't have your email, Contact customer support



Select your council from the drop down.



#### Enter Girl Scout name and troop number

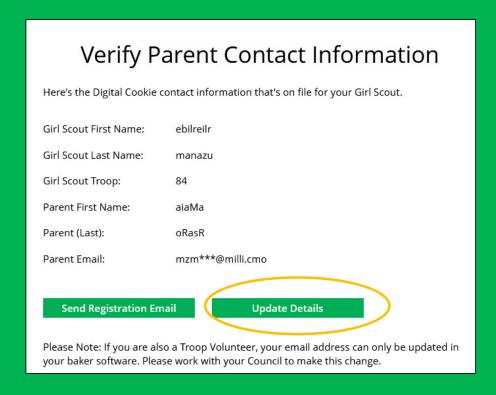
# Look up Parent Contact Information Digital Cookie registration has started for your troop. You can check the parent contact information that's on file for your Girl Scout. If you don't know the troop number, please contact your troop leader or council for assistance. All fields required What council is assigned to your Girl Scout's troop Name Girl Scout First Name Girl Scout Last Name Girl Scout Troop Number Cancel Search

#### If information provided doesn't match anything on file, a message pops up.

The information you entered on the data and try again.	ould not be matched in the council Digital Cookie recor	ds. Please check
	Girl Scout's information may not yet have been import uncil or Troop Leader for assistance.	ed into Digital



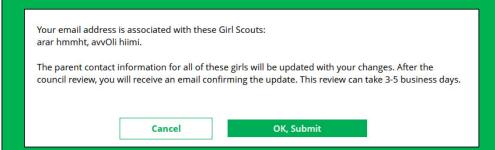
If the girl and parent info is in Digital Cookie, the information appears and can be updated if necessary.



Note! If user is also a volunteer, they can not update their details here. A message will pop up to let them know they need to update their information in their baker's system.

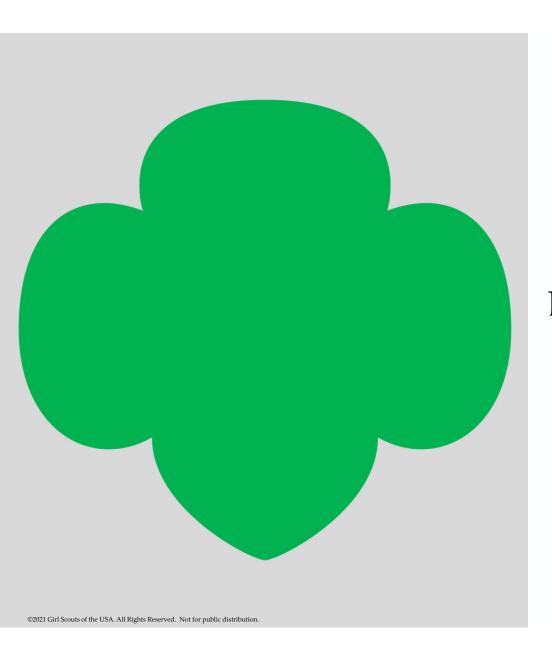
#### Update details and submit the changes. Council needs to approve the updates.

#### **Update Parent Contact Information** Any updates to parent information will be reviewed by the council as a security step. An email confirming your update and a registration email will be sent to you. Girl Scout First Name: ebilreilr All fields required Girl Scout Last Name: manazu Girl Scout Troop: Girl Scout Date of Birth (for security reasons) Parent First Name aiaMa Parent (Last) oRasR Parent Email Submit Cancel



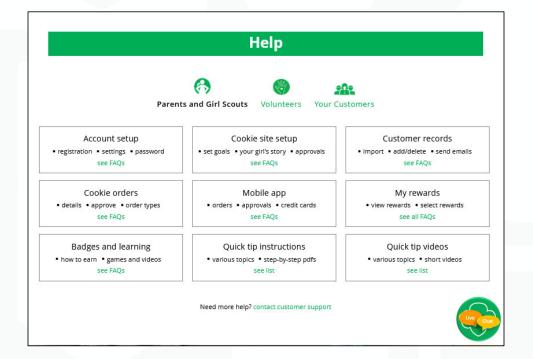
Warning if more than one girl will be updated

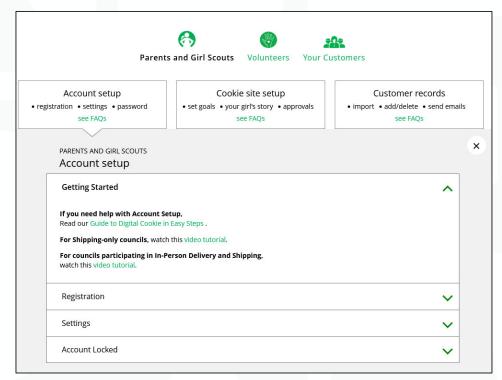




Digital Cookie Help Center

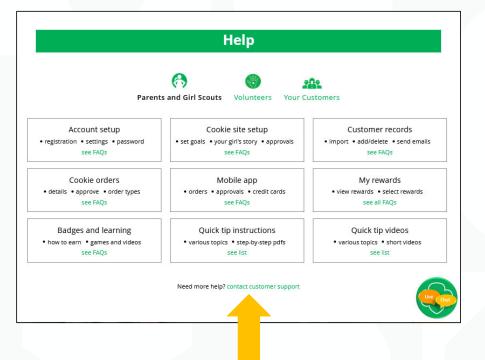
# Select which role and category you need support on.

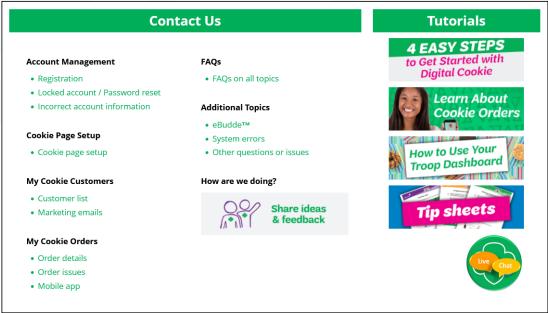




Inside, each category will have detailed instructions, links to tip sheets, or even video tutorials to help you.

# After looking, still can't find what you need? Contact customer support.





Click the topic you need help with and complete the form for more assistance.

Or click the Live Chat button to chat with a Digital Cookie support agent during business hours.

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#### **Need Digital Cookie Help?**

The GSCI website has all the forms & other materials you need for a successful sales, including:

- Smart Cookies instructional videos
- Digital Cookie tip sheets & instructional videos
- Other helpful Cookie Program videos
- Girl & Parent/Guardian Training materials
- & more!

Visit getyourgirlpower.org!



#### **REMINDER!**

- Cookie Dough expires September 21, 2024
- Want to use your Cookie Dough code to shop online?
  - Submit request for online shopping code by September 6, 2024



#### **THANK YOU!**



