2020 Cookie Program
Girl and Parent Training
February 7-March 22
2020 Cookie Timeline

- **January 6, 2020** – Digital Order Card Opens-girl invite emails will be sent out on this date

- **January 14, 2020** – Initial order must be placed in the eBudde ordering system

- **Jan. 17** - Booth Scheduler Opens

- **Feb. 7-March 22** - Direct Sale and Cookie Booths
Girls Will Receive:

1. Parent Permission Form
2. Order Card (pick up with initial order)
3. Coin Envelope

Extra material available at each service center.
Coming Back

• LBB
• Toffee Tastic and S’more
• Digital Order Card Program
• Disney Reward
• Direct Sale
5 Skills Girls Learn Through Cookie Program

1. Goal Setting
2. Decision Making
3. Money Management
4. People Skills
5. Business Ethics
To Qualify to Participate in the 2020 Cookie Program

Any registered girl who does not owe money to GSCI and who has a parent permission slip on file is eligible to participate.
What is New

• Lemon-Ups
• New Digital Order Card jump start date
• LBB Boutique items updated to purchased with Cookie Dough Only
• Troop Bonus 180 pga 900 min must pay by final ACH due date
What is New

• Cookie Pin is now Cookie Entrepreneurial Family pin-year by year cookie pin collection for Daisy-Ambassador

• EXCITING! New reward option for 1500 box level for older girls
Let’s Meet the Cookies!
Standardized Pricing

All cookies are $5/box

• Makes the process of relating prices easier for girls.
• All varieties will be available to "trade out" at your local service center.
Cookies 2020 Overview

- Digital Order Card begins January 6
- Initial order must be placed by January 14, 2020 in the Ebudde ordering system
- Three automatic money withdrawals from troop bank account
- Six opportunities to place additional troop orders
- No selling until February 7, 2020
- Troop leaders do not accept cookie returns
Digital Cookie Online Sales!
Who may participate DOC Program

• Any registered girl scout who has a parents active email on file
• Not Sure if we have your correct email?
• Customer Care 888-623-1237
• customercare@girlscouts-gsci.org
DOC Process
(video support on GSCI website)

1. Receive “Ready Start Register” email (the email will be sent to the email on your girl’s membership registration). Email will arrive on January 6, 2020
2. Set up and publish digital cookie site
3. Add customers
4. Send emails
Digital Customer Options

1. Delivered via UPS to their home (shipping fees apply)
2. OR Delivered by a Girl Scout (in person delivery)
3. OR Donate to Gift of Caring (Operation Cookie Share)

All option paid via customer credit cards
Minimum 4 package order-any combination
In Person Delivery

1) Parents approve the order or decline on your personal digital order page (within 5 days) or customer may donate or skip order if you don’t approve

2) Cookies are delivered to customers by Girl Scout

3) Parents indicate the orders have been delivered by checking Order Delivered box so sales credit is to your girl scout.
Shipped DOC Orders

• All major credit cards accepted
• If a variety becomes unavailable the customers will not be offered that variety
• Shipping costs:
  – 4/6=$9.25
  – 7/8=$10.25
  – 9/10=$12.25
  – 11/12=$14.25
• DOC videos available on our website
• All orders automatically move to Girl Sales tab.
COOKIE Rally
January 11 Interstate Center (Bloomington)
Register now!

More information on GetYourGirlPower.org or in the current Adventures Guide.
Parent/Guardian Responsibilities

1. Sign permission forms for each girl
2. Help your Girl Scout set her goals
3. Pick up cookies/order cards from troop leader at designated site and date
4. Money due to troop leader by February 21, 2020 for first 1/3 of initial order
5. Keep your Girl Scout Safe!—Sell during daylight, go with a buddy, don’t enter homes or cars, don't give out personal information or carry large sums of money.
Parent Permission Form

• Acknowledges financial responsibility

• Acknowledges GSCI’s no cookie return policy

• You can even enter your Girl Scout’s initial order on the Parent Permission form
Parent/Guardian Permission

Your Girl Scout signs here

Parent/Guardian Permission & Responsibility Agreement

2014 Cookie Program: February 7-March 14, 2014

"On My Honor" Agreement
Girl Scout Promise
On my honor, I will try
To serve God and my country,
To help people at all times,
And to live by the Girl Scout law.

- By not taking orders or begin selling before December 20, 2013.
- By greeting everyone with a smile, helping my troop reach my goal, and by turning in money as required.
- By thanking everyone, even if they do not purchase cookies from me.

On my honor, I promise to follow the rules of the Girl Scout Cookie Program. ________________________________

Girl Scout's signature

My Girl Scout, __________________________, a member of Troop # ____________ has my permission to participate in the 2014 Cookie program. I will see that she follows any and all rules and procedures set by Girl Scouts of Central Illinois (GSCI) and that she has adult supervision and guidance. My signature below indicates agreement with all 7 items listed:

- My Girl Scout is a registered member for the 2014 membership year.
- I accept financial responsibility for all products sold and monies received from customers.
- I understand that unsold cookies CANNOT be returned to the troop leader or to GSCL.
- All money collected will be given to my daughter's troop leader.
- I understand that GSCI reserves the right to seek the services of a collection agency and/or pursue legal action for unpaid cookie balance.
- I understand that Girl Scout Cookie Program proceeds are troop and council profits and cannot be retained for personal use.
- I will support my Girl Scout to follow the On My Honor agreement and will not begin taking product orders prior to December 20, 2013.

Parent/Guardian Name (print) __________________________
E-mail address (print) __________________________

Home Address __________________________
City, Zip __________________________

Home phone __________________________
Cell phone __________________________

Parent/Guardian Signature __________________________
Date __________________________

My Girl Scout has set her goal to sell ____________ boxes of cookies during the 2014 Girl Scout Cookie program. She would like to begin with the quantities listed below in boxes.

<table>
<thead>
<tr>
<th>Thanks-a-Lot</th>
<th>Thin Mints</th>
<th>Cranberry Citrus Crisp</th>
<th>Peanut Butter Patties</th>
</tr>
</thead>
<tbody>
<tr>
<td>____________</td>
<td>__________</td>
<td>__________</td>
<td>__________</td>
</tr>
<tr>
<td>Lemonades</td>
<td>Caramel deLites</td>
<td>Shortbreads</td>
<td>Peanut Butter Sandwich</td>
</tr>
<tr>
<td>____________</td>
<td>__________</td>
<td>__________</td>
<td>__________</td>
</tr>
</tbody>
</table>

Due to Troop leader by January 10, 2014.
Our Troop Initial Order
Trainers note

• Please use the interactive spreadsheet found in the cookie form section of our website. www.getyourgirlpower.org

• Use either “Existing Troop” or “New Troop” spreadsheet

• Also Needed: “Total Troop Sales and Per Girl Averages
How Many Cookies Do we Order?

GSCI recommends we order 75% of last years sales or 75% of last years per girl average but no more than a 180 per girl average

- Total Troop Sales Method
- Per Girl Average Method
- Direct order from parents method
- $100 Troop Bonus – 180 boxes per girl average on the initial order—we must sell at least 900 boxes to qualify for bonus
- What additional quantities, if any, are parents willing to commit to helping their girls sell?
Cookie Delivery and Distribution

- Our cookie pick-up location is...
  
  Bring a vehicle big enough for all your cookies and help load your troop’s cookies in your car

- Can you help me pick up and sort the cookies for the girls?
Troop Inventory—Let’s talk!

• I’ll need to know our troop’s ongoing cookie inventory. What’s the best way for us to communicate?
• Let’s talk about how and when I will order more cookies.
• Let’s talk about booth sales and how we can use booth sales to increase troop sales and reduce overall troop cookie inventory
Operation Cookie Share

• Troops earn $1 per box
• Delivered via Operation Santa Soldier Angels
• Recipients: Veteran Homes, Blue Star Moms, National Guard and First Responders
• Extra $0.40 per box will appear as a credit on troop sales report
COOKIE PRO

2020 CONTEST

Unleash your unique cookie business smarts for a chance to WIN an epic trip to Orlando!

Learn more and enter:
girlscouts.org/cookiepro

Entries accepted February 1 to March 31, 2020
Amazing Opportunities!

- 24 winners to exciting Orlando!
- Full VIP access to G.I.R.L. 2020
- Admission to all conference activities
- Breakfast with GSUSA’s CEO
- Backstage passes and more
- The largest event for girls in the world
- Contest runs from February 1 – March 31
- Answer a set of questions, submit a photo and win!
Cookie Booths
Cookie Booths

• Cookie booths begin February 7

• Girl Scouts has national agreement with Wal-Mart and Sam's. Troops must set up time/dates directly with Walmart and Sam's

• Walgreens

• Farm and Fleet

• JoAnn’s
Cookie Booth Scheduler

• Locations GSCI is responsible for scheduling
• Cookie Booth online reservations will begin at 9:00 a.m. on Friday, January 17

• January 17-19 is first-come, first-served; maximum two booths per troop

• Open reservations begin January 20

• Troops are not limited to eBudde locations
1. February 1-7 (Friday-Thursday)
2. I will provide you the date, time, and location of your troop’s cookie pick up
Finances

- Checks payable to GSCI
- **February 21** – $ due for 1/3 of initial order ACH
- **March 12** - $ due for 1/3 of end of February balance ACH
- **April 1** - Remainder of balance due to council
- **May 27** - Last day for NSF checks
- Make receipts, ask for receipts, and SAVE receipts!
- Outstanding Balance forms will be turned in to office-March 27 is my due date
Three Girl Reward Categories

- Total Boxes Sold
- Digital Cookie Sales
- Operation Cookie Share Sale
Reward Reminder

- All rewards cumulative except the 1500 level if girl earns the Disney trip
- All rewards cumulative except the 1500 level if girl earns the Disney trip
- **Cookie Dough also accumulates!**

Example: 1500 boxes earns $265 cookie dough
Cookie Dough May Be Used For:

- GSCI Sponsored Events (resident camp, day camp, one day events, trips)
- Membership registration
- Special cookie dough only rewards and trefoil boutique items
- Cookie Dough Permission form-leader may use girl cookie dough only with written permission for parent/guardian
Total Sale Rewards

- 25+ Theme patch
- 75+ Origami Bandana AND additional $5 Cookie Dough
- 125+ Butterfly Journal AND $5 CD
- 150+ Light Up Butterflies AND $5 CD
- 200+ Butterfly Plush AND $5 CD
- 250+ Free Membership AND $5 CD
Rewards

300+ $10 Cookie Dough (CD)
400+ $10 Cookie Dough
500+ $75 gift card (Amazon, American Girl or Walmart) OR $75 Cookie Dough AND $20 CD
600-900 At each 100 box increment girls will earn $20 CD
1,000+ $150 Gift Card (choice) OR $150 CD AND $20 CD
1100-1400 At each 100 box increment girls will earn $20 CD
Rewards

1600 or more  At each 100 increment girls will earn $20 CD

2500+  Disney Trip- 4 day/ 3 night lodging at Disney World Resort, 3 day park hopper pass, plus airfare for the Girl Scout and one chaperon OR iPad Pro

*All recognitions are cumulative except at the 2500 box level. Girls who earn the Disney Trip/iPad Pro will earn and keep all levels up to and including the 1000 box level. The 1500 box level is not included with the Disney World Trip/Mac Book Pro. Important: Parents/guardians balance due must be paid in full by final ACH date (April 7) to receive the Disney Trip Reward. Disney Trip will be forfeited if full cookie payment is not received by April 7, 2020

1500+  Sunday May 31 - Super Seller Celebration at Camp Tapawingo

(sell 1500 boxes + to qualify)
Rewards

- **30+ Emails**  Cookie Techie Patch
- **60+ Boxes**  Flying Disc
- **100+ Boxes**  Aluminum Water Bottle
Operation Cookie Share Rewards

• 12+ Gift of Caring Patch
• 24+ Butterfly Carabiner
• 50+ Mini Disco Ball
For Purchase With Cookie Dough Only

- Butterfly Charm: $1
- Bracelet: $3
- Bag: $4
- Bow Tie: $5
- T-Shirt: $6.00
- Chalkboard: $8
- Duffel Bag: $10
$1 @ Trefoil Boutiques

- Cookie Rookie Patch
- Both Sale Patch
- 2020 Year Bar Patch
GSCI Website

Includes videos on:

- Initial orders, girl orders, recognition orders
- DOC process
- Girl/parent training
- More

All forms and publications are on our website:

GetYourGirlPower.org
Cookie Dough cards expire
September 19, 2020
THANK YOU!

Cookie STARS

WOW the WORLD!

Little Brownie Bakers
Questions

888-623-1237

customercare@girlscouts-gsci.org