

Quick Start Guide to the Cookie Program

2018 COOKIE PROGRAM
January 28 - March 11, 2018

Learn & Practice 5 Skills

- Goal Setting
- Decision Making
- Money Management
- People Skills
- Business Ethics

MY TROOP COOKIE CHAIR is _____
Phone _____ **Email** _____

This Quick Start Guide is a supplemental document to the Greater Cookie Family Guide (which has complete information about the Cookie Program, mailed to your household in October, is and available at www.girlscoutsla.org)

- Ensure NO cookie orders are taken or sales made prior to the start date, Sunday, January 28, 2018, and after the end date of Sunday, March 11, 2018.
- Follow all GSUSA and GSGLA rules, regulations, safety requirements, and guidelines. Review the *Greater Cookie Family Guide* and/or consult with your Troop Cookie Chair for complete information.

IMPORTANT DATES

Pick-up cookies from Troop Cookie Chair..... January ____, 2018
 Turn in money to Troop Cookie Chair by (*for first troop debit*).....February ____, 2018
 Last day to turn in additional orders to troop....._____, 2018
 Last day to turn in all additional money due to troop.....March ____, 2018

Cookie Varieties	Cookie Information
<p>Thin Mints (Vegan) - Chocolate mint Samoas – Coconut, caramel, dark chocolate Tagalongs – Chocolate, peanut butter Trefoils - Shortbread Do-Si-Dos – Peanut butter sandwich with oatmeal Savannah Smiles - Zesty lemon with powdered sugar S'mores – Graham sandwich, chocolate and marshmallow-y filling (clean/non-GMO) Toffee-Tastic (Gluten free) – Buttery with toffee bits</p>	<ul style="list-style-type: none"> ● 12 boxes per case ● Cost is \$5.00 per box / \$60.00 per case, except Toffee-Tastic and S'mores which are \$6.00 per box / \$72.00 per case ● No changing the price (i.e., allowing discounts) ● Girl Scout Cookies are date stamped for freshness ● No high fructose corn syrup; zero grams trans fat ● See order card for nutritional information.

Gift of Caring (GOC) is a council-wide community service project that gives Girl Scouts the opportunity to learn philanthropy and community service. GOC allows a box of cookies to be donated to the armed forces and/or food bank. When girls sell through GOC, the cookies are not physically picked up by the girl or troop. This is commonly described as a “virtual” donation for which a receipt can be provided. Your Troop Cookie Chair can provide more information.



ROLES AND RESPONSIBILITIES

Everyone has an important role and responsibility to ensure a successful cookie program.

Girls

- Adhere to the principles of the Girl Scout Promise and Law.
- Be easily identifiable as a Girl Scout by wearing appropriate Girl Scout attire.
- Encourage customers to support the Gift of Caring (GOC) program. It's a WIN-WIN-WIN!

Parents

- Guide your daughter when making individual learning and sales goals. Work with your daughter and her troop to determine the number of cookies to be ordered.
- Participate with the girls in booth sales and assist the Troop Cookie Chair and Troop Leader.
- Follow all troop defined guidelines and timeframes for turning in money and cookie box exchanges and returns. Sign a receipt for all transactions and retain the receipt for your records.
- Promptly and frequently collect and turn in all money collected, understanding that parents are financially responsible for any cookies received. (Money is collected when cookies are delivered.)
- Allow the girls to sell -- this is their business to operate, not the adult's.

WAYS TO SELL

- Girls must be accompanied by an adult at all times.
- Check with your Troop Cookie Chair for clarification and procedures for selling. The three most popular methods of selling are:

Residential Door-to-Door Sales (“Walkabouts”)

- Encourage girls to canvass their communities with a Girl Scout sister and adult partners, leaving no doorbell unring! *Certified BEST Practice!*
- Sell door-to-door with cookies in hand during daylight hours, in residential areas only.
- Walkabouts may take place in local parks, i.e. at a soccer game, if local ordinances permit.
- A walkabout means you are constantly walking, not setting up a stationary booth.
- Girls must be familiar with the neighborhoods where they sell.
- Girls/adults are **not** allowed to set up a table to sell on sidewalks/street corners or in commercial areas.
- Girls may not conduct walkabouts in commercial areas or at colleges or universities.

Residential Lemonade Stands

- Set up a simple “lemonade” type stand to sell on the residential property where the girl or a close family member (grandparents, aunts, uncles) resides. Adhere to local city/government ordinances.
- Cookies and money must never be left unattended.
- Girls who reside in an apartment, gated community or any other property requiring management approval, **MUST** obtain management approval prior to setting up.
- Lemonade Stands cannot be set up on a street corner, sidewalk, street medians, or outside of fencing or walls.

Booth Sales

- Boothing is conducted in front of non-residential establishments (such as stores, banks, malls, colleges, sporting events, etc.).
- Boothing runs from February 9 to March 11, 2018.
- Booth locations must be pre-authorized by GSGLA and selected by your Troop Cookie Chair.
- Troop Cookie Chairs must provide detailed instructions on how a booth is operated (i.e., adult to girl ratio, no tagalongs, area must remain clean and free of debris, patrons to the business must not be prevented from entering the business, thank the store manager, etc.).
- Always remember: boothing is a privilege and we are guests of the host business.

RULES AND CONSEQUENCES

The rules and regulations are put in place for girl safety and to ensure a successful, fair, fun, and safe cookie season. There will be **consequences/penalties** for those that do not follow the rules. Rules are outlined in the *Greater Cookie Family Guide*.

Consequences

If girls and/or troops are not selling in accordance with the established rules and regulations, girls and/or troops can be penalized by having one or more of the following consequences enforced:

- Removal of the highest reward level earned
- No future boothing
- Reduction in troop proceeds or opt out proceeds

Examples

Most common examples of rules or regulations not complied with are as follows. NOTE: This is NOT an exhaustive list, only a few examples.

- Taking orders and/or selling cookies before Sunday, January 28, 2018
- Selling cookies for the incorrect price
- Selling cookies outside of authorized area
- Conducting a walkabout in a commercial/business area or in front of a school or on a college campus
- Boothing outside of GSGLA borders (see *Greater Cookie Program Family Guide* for details)
- Adults selling without a girl present
- Selling at a booth location without first submitting and receiving approval from your Troop Cookie Chair
- Boothing with the incorrect girl/adult ratio or inappropriate behavior at a booth location
- Failure to pay for cookies and submit money as outlined by GSGLA

SAFETY TIPS

- **Buddy Up** Always use the buddy system. It's not just safe, it's more fun.
- **Be Streetwise** Be familiar with the neighborhoods where you will be selling Girl Scout cookies.
- **Partner with Adults** Adults must accompany Girl Scout Daisies, Brownies, and Juniors when they are taking orders, selling, or delivering product. Cadette, Senior, and Ambassador Scouts must be supervised by an adult when selling door-to-door and must never sell alone. Adults should be present at a cookie booth in any public place at all times.
- **Plan Ahead** Always have a plan for safeguarding money—avoid walking around with large amounts of it or keeping it at home or school. Give proceeds to supervising adults who should deposit it to your troop account promptly and frequently.
- **Do Not Enter** Never enter the home or vehicle of a person when you are selling or making deliveries. Never approach customers in cars.
- **Sell in the Daytime** Sell only during daylight hours.
- **Protect Privacy** Never provide a girl's name, address, or email address.
- **Be Safe on the Road** Always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways.
- **Be Net Wise** Take the GSUSA Internet Safety Pledge at www.girlscouts.org before going online and follow the specific guidelines related to marketing online. Girl Scouts cannot collect money online.

2018 COOKIE PROGRAM REWARDS

2018 Girl Rewards

Personal Goal: _____ Boxes

Girl Scouts of Greater Los Angeles

 <p>Myrtle's Towel 400+ boxes</p>	 <p>Participation Patch 24+ boxes</p>	 <p>Zipper Bag 90+ boxes</p>	 <p>Water Bottle 130+ boxes</p>	 <p>2018 Cookie Program T-Shirt 200+ boxes</p>	 <p>Hatching Turtle Plush 250+ boxes</p>	 <p>Bluetooth Speaker 325+ boxes</p>
 <p>Club 500 at Six Flags Hurricane Harbor May 19, 2018 Girl & One Chaperone OR \$50 Program Credit 500+ boxes</p>	 <p>Altogether Awesome Bracelet Set 50+ boxes</p>	 <p>Beach Mat & Cooler 800+ boxes</p>	 <p>S'more Adventure Week at Camp Osito Rancho June 9-10, 2018 Girl & One Chaperone OR \$150 Program Credit 1500+ boxes</p>	 <p>2018 Cookie Program T-Shirt 200+ boxes</p>	 <p>Hatching Turtle Plush 250+ boxes</p>	 <p>iPad OR GoPro 3000+ boxes</p>
 <p>Weekender Tote, Bandana & Sunglass Set 650+ boxes</p>	 <p>Elite 1000 at Disney Resort April 21, 2018 Girl & One Chaperone OR \$100 Program Credit 1000+ boxes</p>	 <p>SCHOOL OF ROCK Musical Special Ride, Lunch & Theatre with Lisa Luttgens, CEO May 5, 2018 Girl Only OR \$200 Program Credit 2000+ boxes</p>	 <p>Smart Cookie Bling Sweatshirt Each participating girl plus 2 Troop Leaders Troops averaging 325+ boxes</p>	 <p>2018 Cookie Program T-Shirt 200+ boxes</p>	 <p>Hatching Turtle Plush 250+ boxes</p>	 <p>iPad OR GoPro 3000+ boxes</p>

STARTING INVENTORY ORDER

75% Troop SIO Order (based on council SIO worksheet)

- BUY GS COOKIES TODAY!** (Graphic)
- ASK ME ABOUT...** (Graphic)
- SCOUT NEWS** (Graphic)
- Girl Scouts Altogether Awesome Volunteer** (Graphic)
- Troop Leader Reward Altogether Awesome Volunteer Tee** - 2 per troop
- Cookie Tote Bag** (both sides shown) - 1 per participating girl
- 2018 Cookie Program** (Graphic)

160+

Bar Patch given at highest level earned starting at 160+ boxes

Combo Patch

2017 Fall/2018 Cookie
Girls must have met the 2017 Fall Program criteria and sell 250+ boxes of cookies

DIGITAL COOKIE

Cookie Techie Patch
24+ valid emails sent via Digital Order Card

GIFT OF CARING

Applies only to Gift of Caring Boxes

- 12+ boxes - GSGLA Gift of Caring Patch
- 24+ boxes - Seas the Day Dog Tag Necklace
- 36+ boxes - Seas the Day Drawstring Backpack

Gift of Caring Troop Sharing (Graphic)

Gift of Caring (Graphic)

2018 (Graphic)

TROOP REWARDS

Opt Out Troops are not eligible for Troop Rewards

- \$15** Per Participating Girl (Graphic)
- \$15 Cookie Dough** Per participating girl Troops averaging 240+ boxes
- Smart Cookie Bling Sweatshirt** (Graphic)
- Each participating girl plus 2 Troop Leaders Troops averaging 325+ boxes
- \$10** Per Participating Girl (Graphic)
- \$10 Cookie Dough** Per participating Girl Troops averaging 350+ boxes

Troop Sharing
Gift of Caring Patch
Troops averaging 20+ GOC boxes per GOC selling girl. Only girls who sell GOC will receive the patch.

Troop Average Year Bar
(per year earned)

Gift of Caring in Action
GOC Special Event for Top Selling GOC Girls
TBA

ALL REWARDS ARE CUMULATIVE
Note for opt-out troops: Girls in troops that have opted out of rewards will receive SIO reward, all patches and invitations to all events (if earned).