



# 2019 COOKIE PROGRAM

January 27 - March 10, 2019

### Girls 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 January, and is available at [www.girlscoutsla.org](http://www.girlscoutsla.org)).

- Ensure NO cookie orders are taken or sales made prior to the start date, Sunday, January 27, 2019, and after the end date of Sunday, March 10, 2019.
- 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 \_\_\_\_\_, 2019  
 Turn in money to Troop Cookie Chair by (*for first troop debit*).....February\_\_\_\_\_, 2019  
 Last day to turn in additional orders to troop.....\_\_\_\_\_, 2019  
 Last day to turn in all additional money due to troop.....March \_\_\_\_\_, 2019

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

**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 package 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 (TCC) for clarification and procedures for selling.

### Residential Door-to-Door Sales ("Walkabouts")

- Encourage girls to canvass their communities with a Girl Scout sister and adult partners, leaving no doorbell unring! **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, cousins) 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 8 to March 10, 2019.
- 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.

### Online Sales

- Girls may use email, Digital Cookie and private social media accounts to market and take orders for cookies only to people that they know personally.

# 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
- Reduction in troop proceeds or opt out proceeds
- No future boothing

## 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 27, 2019
- 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](http://www.girlscouts.org) before going online and follow the specific guidelines related to marketing online. Girl Scouts cannot collect money online.

# Girl Scouts of Greater Los Angeles

## 2019 GIRL REWARDS

My personal goal: \_\_\_\_\_ packages

**SMARTIE COOKIE CLUB**  
May 18, 2019  
Girl & One Chaperone  
OR \$50 Program Credit  
500+ packages

Sequin Pillow  
400+ packages

Six Flags Hurricane Harbor  
May 18, 2019  
Girl & One Chaperone  
OR \$50 Program Credit  
500+ packages

Go for Bold Bandana  
50+ packages

Participation Patch  
24+ packages

Go for Bold  
Soft Sherpa Blanket  
55" x 60"  
800+ packages

Girl on the Go  
Messenger Bag, Earbuds,  
Water Bottle  
950+ packages

Disney Resort  
May 4, 2019  
Girl & One Chaperone  
OR \$100 Program Credit  
1200+ packages

Camp Osito Rancho  
June 1 - 2, 2019  
Girl & One Chaperone  
OR \$150 Program Credit  
1500+ packages

Catalina Day Trip  
with Lise Luttgens, CEO  
June 15, 2019  
Girl Only  
OR \$200 Program Credit  
2000+ packages

Hollywood Media  
Experience  
Date and Details TBA  
3000+ packages

Clouded Leopard  
Plush  
250+ packages

2019 Cookie Program T-Shirt  
200+ packages

Thin Mint Lunch Box  
160+ packages

Wild Cookies  
130+ packages

Journal  
130+ packages

Cookie Floating Pen  
90+ packages

Go for Bold  
Digital Cookie Patch  
12+ valid emails  
sent via DC

Scented Samoa  
Cookie Necklaces  
50+ DC Packages

COMBO PATCH  
2018 Fall/2019 Cookie  
Girls must have met  
the 2018 Fall Program  
criteria and sell  
250+ packages of cookies

Digital Cookie  
Patch  
12+ valid emails  
sent via DC

Scented Samoa  
Cookie Necklaces  
50+ DC Packages

### STARTING INVENTORY ORDER

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

Buy GS Cookies  
Today!

Cookie Tote Bag  
(both sides shown)  
1 per participating girl

Troop Leader Reward  
Small Lightweight  
Foldable Backpack  
2 per troop

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).

### GIFT OF CARING

Applies only to Gift of Caring Packages

- 12+ packages - GSGLA Gift of Caring Patch
- 24+ packages - Go for Bold Key Chain
- 36+ packages - Dual Action clip-on Flashlight
- 100+ packages - Have Courage & Be Kind Bracelet

### TROOP REWARDS

Based on Final Sales of Participating Girls  
Opt Out: Troops are not eligible for Troop Rewards

**\$15** Per participating girl  
Troops averaging 250+ packages

**\$10** Per participating girl  
Troops averaging 350+ packages

GSGLA Windbreaker  
Each participating girl plus 2 Troop Leaders  
Troops averaging 325+ packages

### ALL REWARDS ARE CUMULATIVE

GSGLA reserves the right to replace an item of equal or higher value

Bar Patch at highest level earned starting at 160+ packages

**500+**

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

2019

Troop Sharing GOC patch and Year bar packages per GOC selling girl. First year earners receive patch and year bar. Subsequent year earners receive year-bar only. For GOC sellers only.

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