

Ways for your Troop to Participate in the Cookie Program The Why and How?

The Product Programs team would like to thank you for your decision to lead your troop and your desire to inspire, teach, and guide the girls through this early stage of their Girl Scout years.

We recognize that the prospect of having your troop participate in their first Cookie Program can seem challenging. It is our desire to lift some of that pressure and assist you in your first season.

The Cookie Program is not a one size fits all program. New Girl Scouts are enthusiastic learners, which makes this is a golden opportunity to work with them throughout the program and introduce them to the 5 Skills (goal setting, decision making, money management, people skills, and business ethics).

Here are some stepping stones to help you and your troop.

- Troop Chairs receive training from their Service Unit Cookie Program Chair. Trainings include a visual presentation and necessary material such troop guides and parent and girl information.
- Troop Chairs receive support and communication from their service unit chairs throughout the Cookie Program.

Girl Scouts can learn at an age appropriate level about:

- setting a personal goal
- counting inventory
- the varieties and cost of a package of cookies
- using their manners when asking friends and family to support them in their cookie business
- making a decision on spending their proceeds
- working with their troop and parents as a team and strengthening their troop and girl experience. The Cookie Program is a learning and skill building program for the girls.

A troop at any level does not have to do it all. Your troop can make the choice of which elements of the Cookie Program work best for you.

Your Troop Cookie Chair, Troop Leaders, and girls can determine how you will participate.

You can begin on a small scale; the girls asking their family and close family friends to support them by buying Girl Scout Cookies, using their order card, or participating online with the Digital Cookie with parent supervision.

Ways girls can participate in the Cookie Program:

- Troop can place a Starting Inventory Order (SIO) – we recommend this practiceThe girls then have cookies in hand to go door to door or share with friends and family
- Troop or girl/family can host a Cookie House Party – Allows for troop or girl and her family to invite family and close friends into their home to support the girls in a party atmosphere.
- Direct sales via the Order Card
- Digital Cookie (DC) - Online orders for direct shipment only and Gift of Caring (GOC)
- Lemonade stands (guidelines and rules apply)
- The troop may decide to try cookie booting

Troops are supported by volunteers in their service unit, the Service Unit Cookie Program Chairs (SUCPCs). These knowledgeable volunteers are available to answer questions, provide Troop Cookie Chair training, and offer guidance to troops. Through frequent communication, the SUCPC reminds troop chairs of processes and due dates so troop volunteers are always aware of the next steps.

Regardless of the depth of participation, it is important to gather the support of the families within the troop to establish parent involvement.

The Troop Cookie Chair and/or Leader should not be solely responsible for supporting the Cookie Program. The best-case scenario is to have a Troop Cookie Chair (TCC), Troop Delivery Chair, Troop Rewards Chair and a Troop Treasurer to take on different responsibilities and get the job done together. This way the Cookie Program does not overwhelm one person and is therefore easier to manage.

- Troop Cookie Chair:
 - Attends cookie program training
 - Trains girls and families
 - Orders cookies
 - Tracks girl cookie orders, payments, and rewards in eBudde, the web-based cookie program inventory system
- Troop Delivery Chair:
 - Picks up the troop's Starting Inventory Order on delivery day (determined by your service unit)
 - Distributes cookies to girls
 - Receipts all cookies distributed

- Picks up additional cookie orders at cookie cupboards
- Troop Rewards Chair:
 - Receives troop's rewards
 - Sorts and distributes rewards to girls in a timely manner
- Troop Treasurer:
 - Collects and receipts girl payments
 - Deposits money into troop bank account in time for the ACH debits

When all of the adults in the troop help out, they work together to make the Cookie Program available to the girls. The girls also observe adults working together and managing a series of tasks for the benefit of every girl in the troop.

The most successful launches are completed with volunteers who gain knowledge from experienced trainers and other troops. We encourage new troops to reach out to their service units to gain support during the Cookie Program and throughout your Girl Scout year. The best facilitated troops are those who stay connected within their Girl Scouting community.

The Girl Scout Cookie Program is just one of many programs offered to Girl Scouts which enables girls to learn important life skills. These life skills will help the girls to develop into girls of courage, confidence, and character who make the world a better place.

