

✧ **Reminder:** If something isn't listed here, check with your **Troop Cookie Chair (TCC)**
—some activities may not be allowed due to safety, fairness, or other reasons.

Girl Scout Cookie Selling Guidelines

When selling cookies, Girl Scouts MUST:

- Wear their uniform to be easily identified.
- Follow all online and in-person selling rules and safety guidelines.
- Be present during any cookie sales and take the lead.
- Be supervised by a responsible adult, including keeping an eye on cookies and money.
- Sell in-person only within GSGLA boundaries.

Safety First

- Use first name + last initial only. And no personal info (like phone, address, or school).
- **Never** enter homes/vehicles, go into yards with dogs, accept food/drinks, etc.
- Use the buddy system and be mindful of your surroundings.
- Only sell during daylight hours for walkabouts/cookie stands.
- Do not post photos online of Girl Scouts who are not related to you.



“A lot of people think that the only benefit of selling cookies is earning money for the troop. But that’s just the beginning. There are a lot more benefits that we gain by participating. One of those is business ethics which will be very important throughout my life.”

—Milan T.



Cookie & Food Handling

- Leave pets at home.
- Keep cookies cool, dry, and out of the sun—use a rolling cooler on hot days.
- Do not provide samples of cookies or sell any other type of food/beverage at a cookie stand or booth.

Money-Handling

- Sell cookies at the correct price: **\$6 or \$7 per package.**
- Collect payment when cookies are delivered to customers (unless prepaid via Digital Cookie).
- Safeguard money—avoid carrying large amounts and turn in funds to the troop promptly/frequently.
- Families must pay the troop for sold cookies before receiving more.

“My advice for Girl Scouts selling cookies for the first time is to believe in yourself. Don’t be afraid to talk to new people. Just be friendly, make eye contact, and do your best. It’s okay if you feel nervous at first, because the more you practice, the easier it gets. And remember to have fun! Cookie season is about learning, growing, and making memories with your troop.”

—Sophia E.



“The Cookie program has taught me to venture outside of the norm. I learned how to negotiate with my customers, and I feel my business ethics has gotten better throughout the years. I love talking with little Girl Scouts, and asking them about their goals, and helping them better their sales pitch.”

—Briann D.

