

Selling Guidelines for Girl Scouts

Girl Scouts **MUST** do the following:

- Be identifiable as a Girl Scout by wearing the Girl Scout uniform when selling cookies.
- Follow all online and in-person guidelines.
- Be present during any cookie sales, lead their program, and be accompanied by an adult(s).
- Sell within GSGLA council boundaries.



For Safety

- Follow all health and safety guidelines.
- Be supervised by a responsible adult while selling or delivering cookies.
- Include only the Girl Scout's first name and last initial on any marketing materials.
- Avoid publishing a Girl Scout's phone number, address, school, or other personal information.
- Stay outside of yards if there is a dog or a closed gate/fence.
- Stay outside of customers' homes or vehicles.
- Refuse food or beverages from customers.
- If a customer stops a Girl Scout while walking around their neighborhood or in the park, they can sell them cookies, then the Girl Scout must continue to the next door.
- Always use the buddy system.
- Be familiar with the neighborhoods where selling and be mindful of your surroundings.
- Follow safe pedestrian practices when crossing streets. Be aware of traffic when loading/unloading vehicles.
- Avoid taking or sharing photos of Girl Scouts not related to you.
- Sell only during daylight hours.
- Be web-wise. Take the [GSUSA Internet Safety Pledge](https://www.girlscouts.org/safety) at [girlscouts.org](https://www.girlscouts.org) before going online.



“I've learned to speak clearly, speak up, and that I'm not just selling a cookie, I'm selling my cause.”

—Briann D.

For Food-handling

- Leave pets at home while selling cookies.
- Keep cookies shaded from the elements (i.e., heat, rain, etc.) and consider using a rolling cooler on hot days to keep cookies from melting.

For Money-handling

- Sell cookies for the correct price (\$6 or \$7 per package).
- Practice safe money-handling.
- Collect payment from a customer when the cookies are delivered if they haven't already been paid for on Digital Cookie.
- Have an adult present at a cookie stand or booth.
 - ▶ Girl Scouts, cookies, and money should always be supervised by a responsible adult.
- Have a plan for safeguarding money (avoid carrying large amounts; have a supervising adult deposit proceeds immediately).
- Families must pay the troop for cookies once they have been sold before receiving more.

“Building these relationships not only boosts sales but also helps build confidence and resilience, but remember to believe in yourself, keep trying, and celebrate your amazing accomplishments at the end.”



—Sophia E.

Disclaimer: If something isn't listed here, please ask your Troop Cookie Chair (TCC) for guidance as it may not be permitted due to safety, fairness, or other reasons.