

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 your Girl Scouts 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 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 steppingstones to help you and your troop.

- Troop Cookie Program Chairs (TCC) receive training from their Service Unit Cookie Program Chair (SUCPC). Training includes a visual presentation and necessary material, such as troop guides and parent/caregiver and Girl Scout information.
- TCCs receive support and communication from their SUCPC 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 how to spend their proceeds.
- Working with their troop and parent/caregivers as a team and strengthening their troop and Girl Scout experience. The Cookie Program is a learning and skill building program for the Girl Scouts.

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.

The TCC(s), Troop Leader(s), and the Girl Scouts in the troop can decide how the troop will participate.

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

Ways Girl Scouts can participate in the Cookie Program:

- The troop can place a Starting Inventory Order (SIO) – we strongly recommend this practice. The troop then has cookies in hand on Go-Day (the official start to the Cookie Program), as the Girl Scouts in the troop sell door to door or to friends and family.
- Troop or Girl Scout/family can host a Cookie House Party (virtual or in-person) – Allows for troop or Girl Scout and her family to invite family and close friends into their home to support the girls in a party atmosphere. The Girl Scout can share the link to her Digital Cookie storefront.
- Direct sales via the Order Card.
- Digital Cookie - Online orders for direct shipment to a customer, girl-delivery to a customer, or a donation via the Cookies for the Community program (C4C).
- Cookie stands (like a “lemonade stand;” guidelines and rules apply) and walkabouts (in residential areas only).
- The troop may decide to try cookie boothing.

Troops are supported by the volunteers in their service unit, the Service Unit Cookie Program Chair(s) (SUCPCs). These knowledgeable volunteers are available to answer questions, provide Troop Cookie Program Chair training, and offer guidance to troops. Through frequent communication, the SUCPC reminds TCCs 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/caregiver involvement.

The TCC and/or Troop Leader should not be solely responsible for supporting the Cookie Program. The best-case scenario is to have a 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 Girl Scouts and families.
 - Orders cookies.
 - Tracks Girl Scout 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 (date determined by your SUCPC).
 - Distributes cookies to the Girl Scouts in the troop.
 - Receipts all cookies distributed.
 - Picks up additional cookie orders at cookie cupboards.
- **Troop Rewards Chair:**

- Receives troop's rewards.
- Sorts and distributes rewards to Girl Scouts in troop in a timely manner.
- **Troop Treasurer:**
 - Collects and receipts girl payments.
 - Deposits money into troop bank account in time for the ACH (Automated Clearing House) debits.

When all the adults in the troop help, they work together to make the Cookie Program available to the Girl Scouts. The Girl Scouts also observe adults working together and managing a series of tasks for the benefit of every Girl Scout 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, which enables Girl Scouts to learn important life skills, which help them develop into Girl Scouts of courage, confidence, and character who make the world a better place.

