

Cookie Guide for Girls

IMPORTANT COOKIE DATES

January 9: In-person Cookie Kick-off Event

January 11: Virtual Cookie Kick-off begins



February 1-28:
Turn in money Frequently



March 1-13:
Turn in money Frequently



January 10: Parents receive an email to register from noreply@abcsmartcookies.com.

January 16: ABC Smart Cookies online sales and preordering begin.

January 30: Girl deliveries and in-person sales begin.

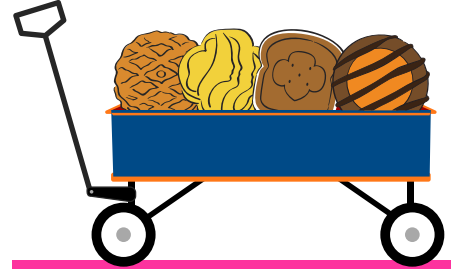
February 11:
Cookie booth sales begin.

February 28:
Mystery House Contest begins.

March 11-13:
Turn in final balance.

March 13:
Cookie Program Ends.

May 1-15:
Troops distribute rewards



MYSTERY HOUSE

There's at least one secret Mystery House in nearly every Service Unit. Leave a Door Hanger at a Mystery House between February 28 - March 13, and you will earn a special patch!

Safe Sales Tip: Leave a door hanger on you neighbor's door; ring the doorbell, and step back at least 6 feet. Let them know they can order and pay for cookies right from their phone using your personalized sales link. Then share when you will be back to drop off their cookies. Please follow all current Safety Guidelines at time of sale.

NEW FOR '22

Personalized short URL and QR Codes available in ABC Smart Cookies, and a brand-new cookie!





What is Cookie Share?

Cookie Share is a Girl Scout community service project where customers purchase cookies to be donated. Because your customers have chosen to donate the cookies, their purchase is tax deductible. **GSOC donates the cookies to the military, local food banks, and first responders.** What a great way to help Girl Scouts and your community!



Did you Know?

OC Girl Scouts like you donated over **39,000 packages** last year!

How you can participate:

1. **Ask every customer** to make a Cookie Share donation.
2. **Collect \$5.00 for each package** of Cookie Share purchased.
3. **Record each donation** on your cookie order card in the "Donate Cookie Packages" column.
4. **Give each customer** a receipt (Download printable PDFs at girlscoutsoc.org/cookietools).
5. **Turn in Cookie Share money** to your Troop Cookie Coordinator.



Sell 12+ packages of Virtual Cookie Share* and you earn the **Cookie Share patch** — plus, credit towards awesome rewards!

**You will not have Cookie Share cookies in your inventory. Girl Scouts of Orange County will deliver cookies at the end of the cookie program.*

Simple Script for Selling



Fill in the blanks and use this handy tool when you speak with friends and family to see if they'd like to purchase cookies. Phone calls are great way to stay connected!

Hello! My name is _____ (First Name)
and I am a Girl Scout in Troop # _____.

Would you like to buy some Girl Scout Cookies?

They cost \$5 per package and Gluten-free cost \$6.

I can send you a link to order Girl Scout Cookies and pay online, and then I will make a contactless delivery of your order on _____.

By participating in the Girl Scout Cookie Program, I'm learning how to run my own business and _____.

Would you like to buy some Girl Scout cookies to donate to Cookie Share? These cookies are tax deductible and will be donated to local food banks, first responders, and the military.

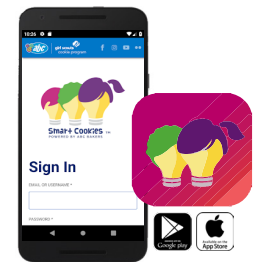
My Goal is to sell _____ packages so my troop and I can:

- ☐ complete a service project
- ☐ save for a future trip
- ☐ purchase badges and supplies
- ☐ _____

Download Smart Cookies Mobile App:

A free app you can use to sell Girl Scout Cookies and track sales and take credit card payments!

Girl Scouts must have a valid username and password on **abcsmartcookies.com**.



Learn more about processing credit cards and taking orders online for Girl Delivery through Smart Cookies at **gscookiesetc.org**.



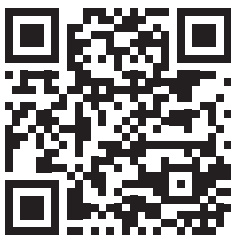
My goal is to sell _____ packages to earn _____.

I am learning 5 important skills as part of my Girl Scout cookie experience, including: people skills, goal setting, decision making, money management, and business ethics.

Our troop's goal is _____ packages and we plan to use the money we earn to:

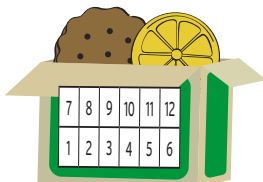
TIP: FIND MORE RESOURCES AND PRINTABLE TOOLS AT GSCOOKIES.ETC.ORG

Looking for the Family Guide? Plan Books? Selling tools? Training links? **gscookiesetc.org** is the place to find resources, tools, reference materials, and forms to help you succeed in the cookie program!



Fill in your **GOAL CHART** below!

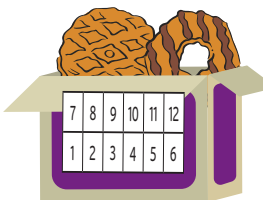
Color in a square for each box you sell to fill these cookie cases and track your progress toward your cookie goal!



□ 240⁺ PACKAGES = 20⁺ CASES



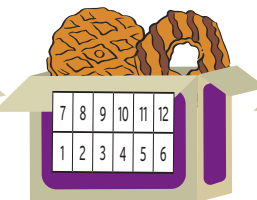
230⁺ PACKAGES
GOAL GETTER PATCH AND
SMALL PLUSH OR DONATE TO UNIFORM FUND



□ 192 PACKAGES = 16 CASES



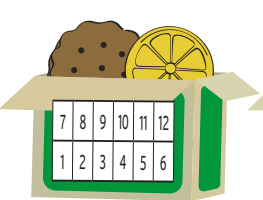
□ 204 PACKAGES = 17 CASES



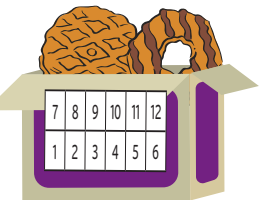
□ 216 PACKAGES = 18 CASES



□ 228 PACKAGES = 19 CASES



□ 168 PACKAGES = 14 CASES



□ 180 PACKAGES = 15 CASES

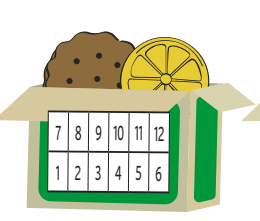


175⁺
PACKAGES

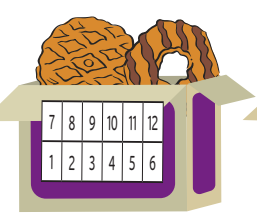
CLIP PLUSH OR SLEEP MASK
OR DONATE A UNIFORM



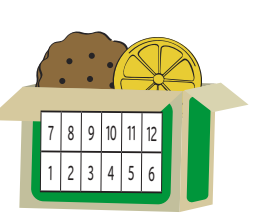
115⁺ PACKAGES
COMPASS CARABINER



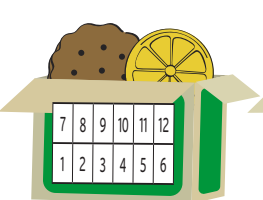
□ 132 PACKAGES = 11 CASES



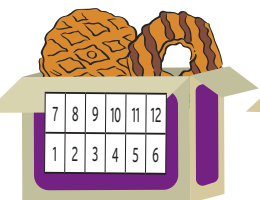
□ 144 PACKAGES = 12 CASES



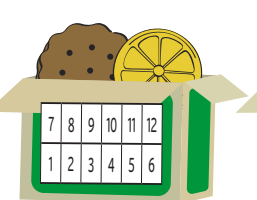
□ 156 PACKAGES = 13 CASES



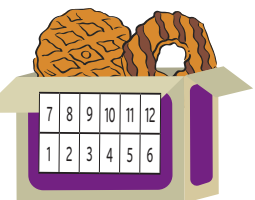
□ 84 PACKAGES = 7 CASES



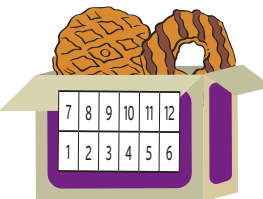
□ 96 PACKAGES = 8 CASES



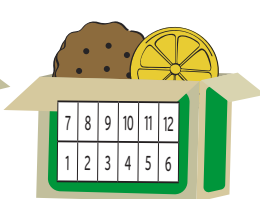
□ 108 PACKAGES = 9 CASES



□ 120 PACKAGES = 10 CASES



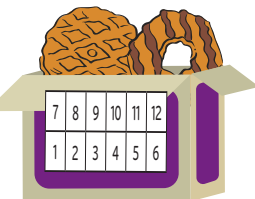
□ 48 PACKAGES = 4 CASES



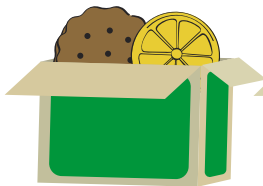
□ 60 PACKAGES = 5 CASES



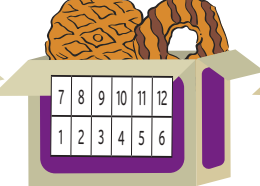
55⁺ PACKAGES
THEME PATCH



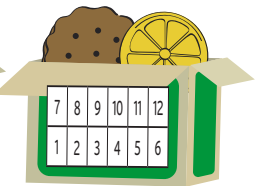
□ 72 PACKAGES = 6 CASES



□ 12 PACKAGES = 1 CASE



□ 24 PACKAGES = 2 CASES



□ 36 PACKAGES = 3 CASES



30⁺ PACKAGES
LIP BALM

TIPS FOR TOP SELLERS

- ▶ Wear your Girl Scout uniform (sash, vest, or tunic over official Girl Scout apparel or over a white shirt and khaki pants or skirt), and appropriate PPE while selling.
- ▶ Tell customers about your goal(s) and how your troop will use their cookie proceeds.
- ▶ Encourage customers to purchase cookies to be donated through Cookie Share.
- ▶ If you run out of cookies, use an order card or the personalized link to your online store to take orders and deliver cookies later.
- ▶ Use ABC Smart Cookies to send e-cards to family, friends, and former customers! Invite them to buy cookies online at abcsmartcookies.com.
- ▶ Sell bundles of 5 packages for \$25 or 8 packages for \$40 for all flavors, except gluten-free which are \$6 per package.
- ▶ Contact customers a few weeks after their purchase to see if they would like more cookies.
- ▶ Use your Cookie Cart or decorate a wagon, backpack, or tote bag for door-to-door contactless deliveries.
- ▶ Set up a drive-up cookie stand in front of your Orange County home, provided your city and/or homeowner's association allows them; encourage customers to preorder through your personalized link online and put their order in their trunk when they arrive.

Top Seller Tools

Go to girlscoutsoc.org/cookiertools for **FREE** downloadable tools to help you sell and provide excellent customer service!

BUSINESS CARDS



Tip: Add contact info on the back to help your customers contact you for reorders or to make referrals.

BOX WRAPS



Tip: Sell more Cookie Share boxes by wrapping a band around a box of cookies and displaying it at your booth.

POSTERS



Tip: Boost sales by encouraging customers to buy more boxes.

DOOR HANGERS



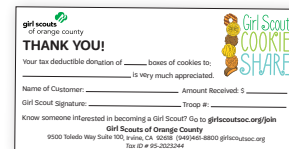
THANK YOU CARDS



Tip: Add a thank you with each purchase and remind customers how to contact you for more cookies.

Tip: Use our redesigned door hangers for contactless orders and delivery.

RECEIPTS



Tip: Remind customers that Cookie Share donations are tax deductible and offer them a receipt for their records.

Have your parent or guardian follow [@girlscoutsoc](https://www.pinterest.com/girlscoutsoc) on Pinterest for tips, tricks, resources for booth sales, and more!

