2024 Troop Cookie Manager Training

girl scouts carolinas peaks to piedmont







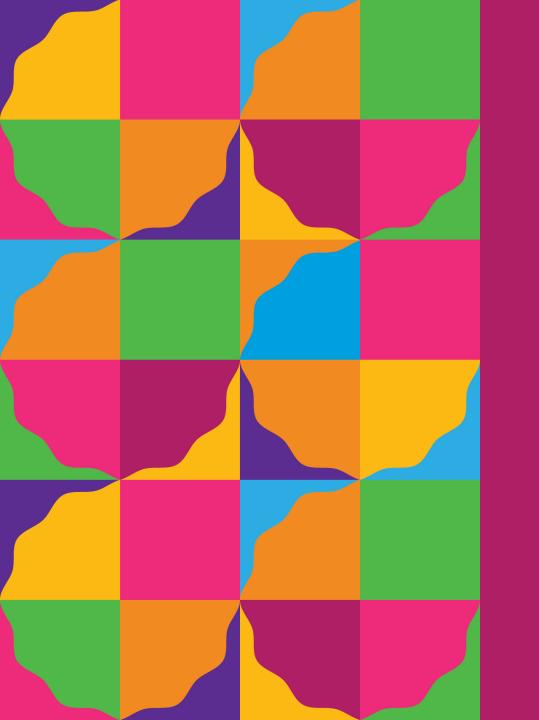
Your Product Program Team

Jeannie Brown, Director of Product Program, Hickory Service Center jbrown@girlscoutsp2p.org

Alexis Braca, Hickory Service Center abraca@girlscoutsp2p.org

Christina Cox, Greensboro Service Center, ccox@girlscoutsp2p.org

Your Service Unit Cookie Specialist



Troop Cookie Manager Resources & Responsibilities

Troop Cookie Manager

Manages & Supervises Program for Troop

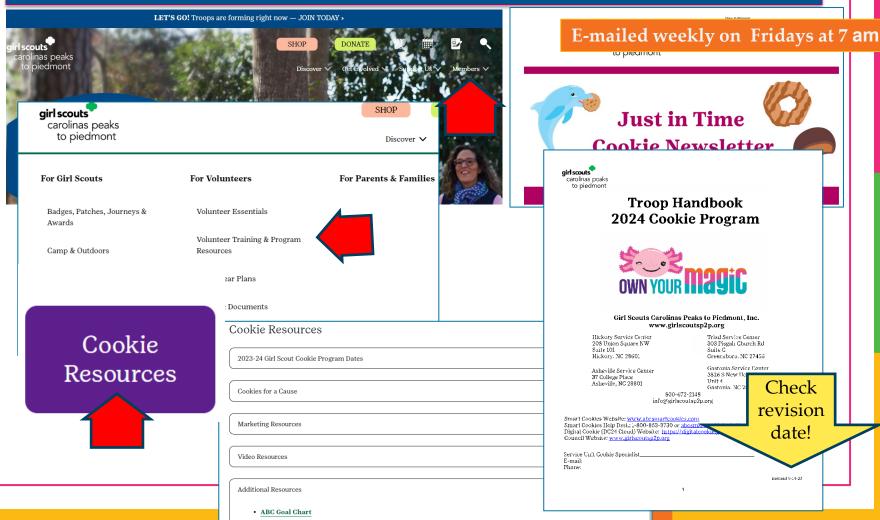


- Trains parents/girls
- Distributes program materials & cookies, orders recognitions, collects necessary paperwork and cookie money
- Records program information in Smart Cookies
- Arranges cookie booth sales
- Accounts for all cookies & money

Smart Cookies login credentials received after returning completed Troop Cookie Manager Agreement to your SUCS and identifying yourself as Troop Cookie Manager in My GS Account (requires Girl Scout membership for current year and background check within past four years)

· ACH Debit Authorization Form

www.girlscoutsp2p.org



www.girlscoutsp2p.org

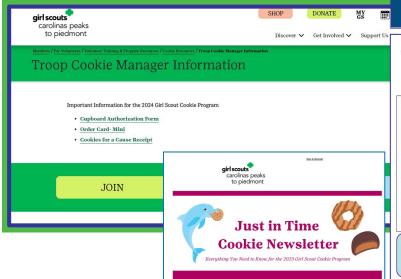
"Hidden" page

https://www.girlscoutsp2p.org/en/members/for-volunteers/volunteertraining-and-program-resources/cookie-resources/troop-cookie-managerinformation.html

New hyperlink!

Link shared in Just-in-Time Newsletter

"Hidden" page <u>cannot</u> be accessed from council website







Team APP

- Receive notifications regarding weather and inventory issues instantly
- Simple and easy to use
- Available for Apple or Android. Access from the App Store or Google Play
- Team Name: GSCP2P
- Cupboard delays due to inclement weather
- > Cupboard inventory updates
- > Restock delays



Troop Cookie Manager Training

Volunteers new to the cookie program should attend both Troop Cookie Manager Training <u>and</u>
Cookies 101

Links to access training can be obtained by GSCP2P Customer Care Team, Engagement Manager or SUCS



Cookies 101

Training for volunteers new to cookie program.

Virtual Sessions

- Thursday, November 16,
 6:00 8:30 pm
- Tuesday, November 28,
 6:00 8:30 pm
- Wednesday, November 29, 10:00 am- 12:30 pm
- Monday, December 4,
 6:00 8:30 pm

The Cookies and the Cookie Program



5 Core Classics!



CARAMEL



PEANUT BUTTER SANDWICH



THIN MINTS



PEANUT BUTTER PATTIES



TREFOILS

+ 4 More Crowd Pleasers



ADVENTUREFULS



LEMONADES



TOAST-YAY!



CARAMEL CHOCOLATE CHIP

Caramel Chocolate Chip







- ✓ Free of the five major allergens: wheat, peanuts, eggs, tree nuts and soybeans.
- ✓ Made with real chocolate
- ✓ Re-sealable pouch

- Preorder by October 24
- Delivered with initial cookie order
- Limited quantities FCFS beginning January 15





Packaging Updates



- New packaging introduced 22-23 cookie season after cardboard packaging was exhausted.
- GSCP2P will see film packaging this year.

No weight or cookie count change in a decade!

Complete nutritional info at abcbakers.com and abcsmartcookies.com

Cookie Variety	Net Weight	Number of Cookies
Thin Mints	9 oz	32
Caramel deLites	7 oz	15
Peanut Butter Patties	6.5 oz	15
Shortbread	9 oz	20
Lemonades	8.5 oz	16
Peanut Butter Sandwich	8 oz	20
Toast-yay!	8.5 oz	16
GF Caramel Chocolate Chip	5 oz	12
Adventurefuls	6.5 oz	15

Cookie Pricing & Troop Proceeds

Retail Price - \$5 per package (Considering price increase for 24-25 cookie program)

Troop Proceeds

- \$.75 base plan with all rewards
- \$.80 higher proceeds option with some rewards
 - Minimum 105 package per girl average selling

Troop Bonus Proceeds

• \$.03 - \$.15 per package, if troop meets criteria

Service Unit Proceeds

• \$.01 - \$.03 per package

5 Skills...The Girl Scout Cookie Program is more than selling cookies...





Goal Setting

Girls set cookie sales goals and, with their team, create a plan to reach them. This matters because girls need to know how to set and reach goals to succeed in school, on the job, and in life.



Decision Making

Girls decide where and when to sell cookies, how to market their sale, and what to do with their earnings. This matters because girls must make many decisions, big and small, in their lives. Learning this skill helps them make good ones.



Money Management

Girls develop a budget, take cookie orders, and handle customers' money. This matters because girls need to know how to handle money—from their lunch money to their allowance to (someday) their paycheck.



People Skills

Girls learn how to talk (and listen!) to their customers, as well as how to work as a team with other girls. This matters because it helps them do better in school (on group projects, on sports teams, and on the playground) and, later, at work.



Business Ethics

Girls act honestly and responsibly during every step of the cookie sale. This matters because employers want to hire ethical employees—and the world needs ethical leaders in every field.

Who Can Sell Girl Scout Cookies?



Because this is a learning activity for girls, a <u>Girl</u> Scout should be involved in each transaction!

Girls/families with past debt may participate in booth sales only!

All registered Girl Scouts can sell cookies if they have parental permission



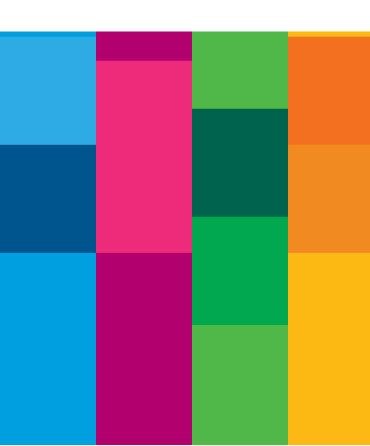
Who Can Sell Girl Scout Cookies?

Be sure to collect Parent Permission Forms for ALL girls participating!

Parent/guardian should list all persons that can pick up cookies on their behalf. Issue cookies to those listed here or parent/guardian that signed form only.

girl scouts PARENT/GUARDIAN PERMISSION & RESPONSIBILITY FORM carolinas peaks 2024 COOKIE PROGRAM to piedmont , a member of Girl Scout Troop # participate in the 2024 Girl Scout Cookie Program. I will see that she has adult guidance and supervision at all times while participating and will respect the December 19, 2023, start date. My signature below indicates agreement with the following 13 statements. 1) I understand my daughter must be registered with Girl Scouts Carolinas Peaks to Piedmont (GSCP2P) to participate 2) Laccent responsibility for all cookies received by my Girl Scout and any money collected and owed to her troop. Lako understand that I am required to pay money due to the troop in full and on time and that failure to pay will result in a 1% monthly late fee (12% APR) and may include the use of a professional collection agency, civil action or criminal prosecution for any amount outstanding. I further understand that I will be responsible for paying any fees or expenses associated with any collections processes. I will always request a receipt any time cookies or money changes hands to or from me. 3) I understand that all cookie money collected must be given to my Girl Scout's troop volunteer by council-set deadlines or any earned reward items may be withheld until the council receives the outstanding balance. If my account is delinquent and not brought current prior to the expiration of ticketed or time-sensitive reward items, the council will not be obligated to issue, replace/reissue, substitute or refund the value of said rewards. The council will also not issue reward items (merchandise, patches, pins, Cookie Dough, Daisy Dollars, tickets, admission to events, experiences, etc.) to my Girl Scout, and I also understand that my daughter will not be eligible for any scholarship rewards if my account is not paid in full by March 15, 4) I understand that Cookie Dough or invitations/discounts to special events/experiences my Girl Scout earns as part of the rewards program are valid only on the date(s) specified or printed on them. They are non-transferrable and not redeemable for cash. I understand the council will not be responsible for lost, stolen or damaged tickets/invitations or Cookie Dough. 5) I understand that our council reserves the right to substitute reward items of equal or greater value with or without notice. 6) I understand that if my Girl Scout is found selling cookies before the official start date of December 19, 2023, she will not receive reward items or credit for orders placed prior to the official start date. 7) I understand that unsold cookies cannot be returned or exchanged and that I am obligated to pay for all the cookies ordered through my Girl Scout or by my Girl Scout. I also understand that payments must be made on the date/time designated by my troop. I am also responsible for payment of cookies received for my Girl Scout or signed for by any of the individuals 8) I understand that I cannot sell the cookies beyond their "Best By" or expiration date. 9) A troop volunteer has explained the girl rewards program and troop proceeds plans with me. I understand that my daughter will only receive all the merchandise reward items and/or Cookie Dough if my troop elects the base troop proceeds plan. 10) I understand that cookies are \$5 per package and my Girl Scout will charge only \$5 per package to her customers. 11) I understand that profits from the Girl Scout Cookie Program belong to my Girl Scout's troop- not my daughter as an individual. 12) I understand adults serve in a supporting role for girls and should not assume sole responsibility for sales. 13) I understand that if my troop elects the base troop proceeds plan and my daughter reaches a rewards level with a choice, I must submit her reward choice to her troop volunteer prior to March 4, 2024. Signature of Parent/Guardian Printed Name of Parent/Guardian Cell Phone Number Mailing Address, City, Zin Home Phone Number Physical Address, City, Zip Alternate Phone Number E-mail Address Names of those authorized to receive/sign for cookies on your behalf.

Theme, Rewards, & Goals





Theme & Mascot





Every Girl Scout has their own magic skills they can unlock during cookie season! Girls can have fun while building upon what they already know and have yet to learn. Just like Lottie the axolotl, every girl has the magic skill of regeneration and growth!



Rewards For All Girls

Girls whose troops elect higher proceeds of \$0.80 per package are only eligible to receive the rewards on this side of the flyer. Girls in troops that elect the base troop proceeds plan are eligible to earn the rewards on both sides. Rewards are cumulative so girls can earn all the rewards to the highest level achieved. Rewards are not replaceable and are non-transferrable.

G.E.O. (Emerald Pointe) event information will be e-mailed directly to qualifying girls the week of April 15.

16 Packages CFC Cookies for a Cause Patch



25 Packages



425 Packages Two admission tickets to

Cherokee Rapids River Tubing OR Greensboro Grasshoppers baseball OR Riverbend Farm/Creamery OR Axolotl Plush Pillow





32 Packages CFC Cookies for a Cause

50 Packages

Achievement Bar

Begins at 50, then 100 package

increments to highest

500 Packages

Collectible G.E.O. pin and

admission ticket for girl,

plus adult chaperone,

to the G.E.O. event at

Wet 'n Wild.

Emerald Pointe

on June 8,

2024

level achieved



300 Packages Personalized Avatar Patch

60 Packages CFC

Cookies for a Cause

30 Packages Sold Da

Walk-About W

January 13

359 Packages

GSCP2P Goal Getter Pin

Council-Wide

Top Sellers*

Girls who sell at least

2,000 packages will be

recognized at our G.E.O.

event. In addition, our top

10 council sellers will be

presented with a medallion

*Our top sellers y

on June 8, 20

State-Wide Top Sellers

Each NC council will

be inviting their top 10

council-wide sellers to a

virtual recognition event.

Participants will receive

a special NC top-seller

patch and t-shirt.

Walk-About I



Girls who sent 20 e-mails throug the M2 Sustem during the Fall Product Program, sold one candu/nut or magazine item and sell 300 packages of cookies receive a customized patch.

> 625 Packages Girl Scout Membership Dues



Girls will automatically be

Sell 3,000 Packages To Be A Stellar Seller!

All girls who sell at least 3,000 packages of cookies will be invited to attend a weekend experience in Atlanta, GA July 19-21, 2024* or receive \$400 off a 2024 GSCP2P summer overnight camp session of their choice (credit applied to camp fees only). Stellar Sellers will also be invited to attend a dinner with our CEO, Jennifer Wilcox, and receive a Stellar Seller t-shirt and natch

*Due to Safety Activity Checkpoints, Girl Scout Daisies and Brownies cannot travel out of state and can earn \$400 off a summer overnight camp session only. This is a girl reward/experience only. Council staff or other adult volunteers will chaperone the trip and camp sessions. More information will be posted on our council website prior to the end of the cookie program.

Base Troop Proceeds Plan

335 Packages

Belt Bag

OR \$10 Cookie Dough

1,300 Packages

Riverbanks Zoo

OR the Schiele Museum

OR Fleece Zip-Up Jacket

OR \$50 Cookie Dough

Rewards on this side of the flyer are awarded only to girls whose troop se troop proceeds plan of \$0.75 per package. Rewards are cumulative the rewards to the highest level achieved. Rewards are not replaceable \$.80 Higher Proceeds and are non-transferrable.

ll be provided for all experiences. Tickets (or gift card) are required for entry to all attractions ough your Troop Cookie Manager. All tickets have an expiration date and cannot be replaced. equired. Check experience location website for details prior to making reward choice.

170 Packages Axolotl PBJ OR \$5 Cookie Dough



OR \$9 Cookie Dough

Axolotl Plush

Trampoline Park

OR \$40 gift card to Rockin'

Jump Trampoline Park

OR Long-sleeve T-shirt

OR \$40 Cookie Dough

220 Packages

260 Packages T-shirt OR \$9 Cookie Dough

1,050 Packages

Old Salem OR

Duffle Bag AND Axolotl

Plush Backpack Clip OR

OtterBox 20 oz. Tumbler

OR \$40 Cookie Dough

650 Packages 850 Packages \$40 gift card to Launch

Carolina Raptor Center OR Kool Park Pool OR Themed Hoodie OR \$25 Cookie Dough



1,600 Packages

Nascar Hall of Fame OR Mad Splatter OR \$50 Build-a-Bear gift card OR \$50 Cookie Dough



2,000 Packages

One-hour trail ride at Risin B Ranch OR Hot Glass Alley (ages 9 and over) OR pair of custom Vans shoes OR \$100 Cookie Dough



OFF THE WALL"

3,200 Packages or More Cookie Dough is earned in \$10 increments for every 200 packages sold beyond 3,000 packages.



Earn Scholarships for Higher Education \$15,500 in scholarships will be awarded as part of our Girl Scout Cookie Program.



Learn more in the Cookie Connection Newsletter and online at www.girlscoutsp2p.org.

\$.75 Troop **Proceeds**



2,600 Packages

www.girlscoutsp2p.org | 800-672-2148 | info@girlscoutsp2p.org

\$\$\$4

arolinas peaks to piedmont www.girlscoutsp2p.org | 800-672-2148 | info@girlscoutsp2p.org



Sisters Working Together

To recognize the efforts of sisters working together, new Sisters Working Together Patch



This reward is not noted on the rewards flyer.

Details can be found in the Cookie

Connection.

- Two or more Girl Scouts in the same family
- Must live in same household
- Total 300 packages with each girl selling minimum of 115 packages
- TCM complete Sisters
 Working Together Reward
 Form (hyperlink on council website)

Experiences

- All experience (minus Stellar Seller) include admission for girl + chaperone
- Tickets/gift card required for entrance
 they are not available for pickup at experience location!
- Reservations may be required at some locations, height & weight restrictions

 check experience website prior to rewards selection
- Some experiences on specific date/time – check rewards flyer/Cookie Connection/council website













G.E.O. Event

- 500+ packages invited to attend
- June 8, 2024
- Council-wide top cookie sellers recognized
- Keyauwee overnight before and after event





Event day patch - girl must be present and picked up during the rewards event!



GEO pins will be distributed with council other rewards

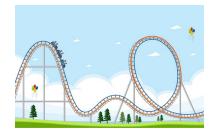


Stellar Seller – 3,000+



Daisy and Brownie

\$400 off a 2024 GSCP2P summer overnight camp session at GSCP2P (applied to camp fees only)





Juniors and Older

- July 19-21, 2024
- Weekend experience in Atlanta, Georgia or \$400 off a 2024 GSCP2P summer overnight camp session
- Atlanta Six Flags (weather permitting)





Virtual State-Wide Top 10 Recognition Event

Top 10 council-wide cookie sellers from:

- Carolinas Peaks to Piedmont
- NC Coastal Pines
- Coastal Carolina
- Hornets Nest

Girls receive a NC Top Seller patch and t-shirt





June 21, 2024, 7 pm

Guest Speaker: Ginger Aydogdu, Simply Southern





Scholarships & Bonus Reward Drawings

- Council-wide top 3 seller scholarships (regardless of age level)
- 5 @ \$2,000 Scholarship drawings for Senior/ Ambassador age-level girls who sell at least 500 packages
- Bonus reward drawings Daisy, Brownie, Junior &
 Cadette age levels for 500+
 package sales



Will be held at G.E.O event on June 8



Shipped (to SUCS)



Council Distribution



Crossover patch mailed directly to girl









Service Unit Recognition

Presented by Service Team to topselling girl within Service Unit at Service Unit Recognition Event





Troop Cookie Manager Reward

Booth Apron

- Two (2) awarded for most troops
- No paperwork required
 place order in Smart
 Cookies











Volunteer reward for troops reaching 359 PGA selling

Council Goals

We Can Do It!





Goals:

- 5% increase in sales volume
- Increase in number of girls and troops participating
- For each returning girl to sell 3 more packages than last year (356 PGA selling in 2023)
- PGA selling goal of 359 packages

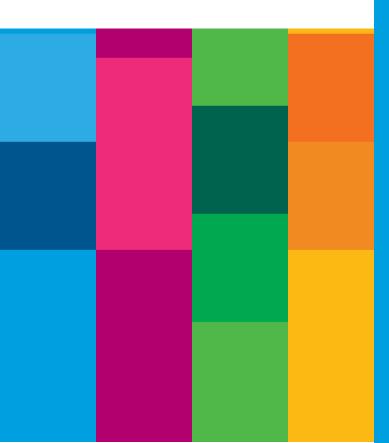
Your Service Unit's Goals

We Can Do It!

- Each service unit sets their own goals to align with council goals
- Check with your SUCS or Engagement
 Manager



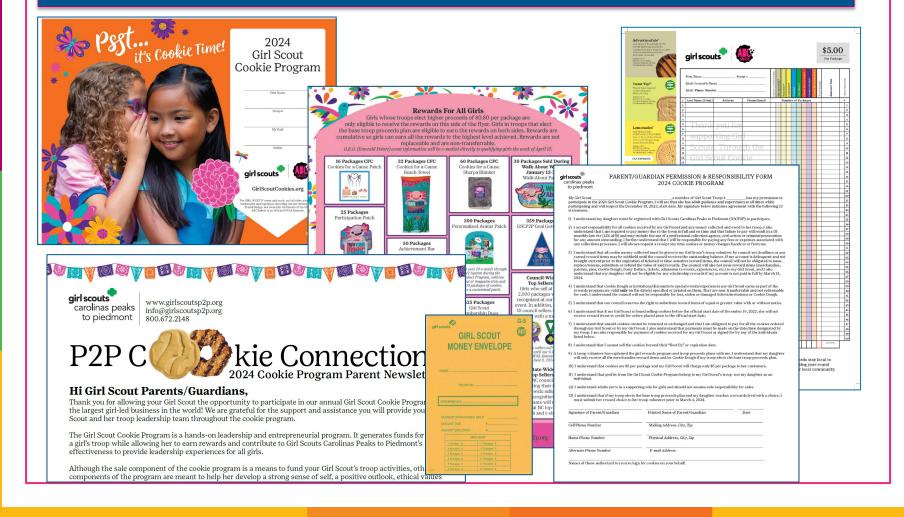
Printed Resources





Girl Resources

Distribution – 1 Per Girl



Girl Resources

Cookie Box Labels & Post-it Notes





1/2 sheet per girl

1 per girl



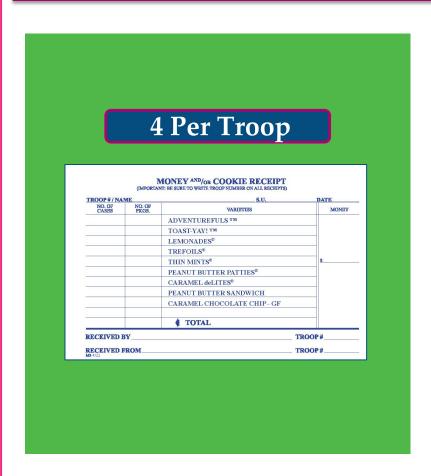


Limited supplies – FCFS for pickup at service centers (call Jeannie or Alexis in advance)



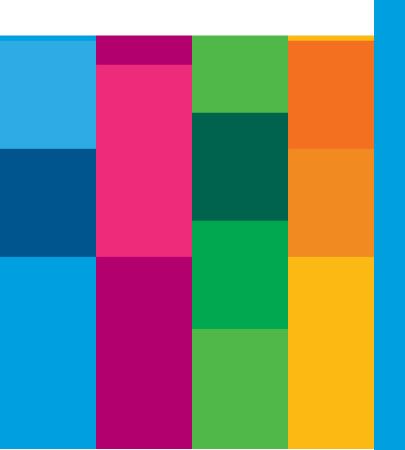
Troop Resources

Receipt Books & Lemonade Sample





Initial Order, Deliveries & Cupboards





Initial Cookie Order

Enter between November 21 and December 8

How do you determine what to initially order?

- What is your troop's PGA goal?
- Recommend 70% of 2023 sales (if going to be as active in booths and same number of girls selling)
 - Utilize Initial Order Worksheet on council website and use Smart Cookies Archive Report – Troop Total Sales Summary
- New troops Reference chart in Troop Handbook. Increase/ decrease order depending on troop size.

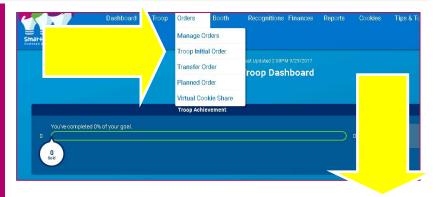


www.abcsmartcookies.com

Initial Cookie Order

Enter by 11:59 pm on December 8

- Must be placed in Smart Cookies by December 8 at 11:59 pm
- Entered in full cases (12 packages per case)
- Girls <u>will not</u> be listed on order grid





www.abcsmartcookies.com

Initial Cookie Order

Delivery January 10-13

SUCS will notify you, in advance, of your pickup date, time and location. Please be prompt, patient and make sure your vehicle is cleaned out BEFORE you arrive.





How many cookies can you fit in your car? See table on troop packet envelope.

Car Size	Number of Cases			
Compact or 3-Door	23			
Hatchback or Small Wagon	25-30			
Mid-size Sedan	35			
8-passenger mini-van or SUV	60			

Cookie Cupboards

Delivery January 10-13

- Planned Orders Maximum of 2 per week, both due Sunday at 11:30 p.m.
- Service unit volunteer cupboards Closed Mondays and Tuesdays to allow time for restock
- Council Service Center cookie cupboards Closed on Sundays and Mondays
 - City Transfer, Winston Salem
 - Friendly Center, Greensboro (limited pickup days/hours)
- If possible, AVOID TUESDAY PICKUPS AT SERVICE CENTERS!
- Large Service Center cupboard orders/pickups not permitted on Tuesdays! Maximum size dependent on cupboard.
- Will be using cupboard scheduler for Service Center Cupboards

PLANNED ORDERS ARE IMPORTANT FOR ADEQUATE STOCK AT CUPBOARDS

No unplanned orders at City Transfer on Tuesdays

Service Center cupboard hours TBD



Booth Lottery

- Council-wide booth lottery through Smart Cookies
- Service unit volunteer secures "premium" locations to enter in lottery
- January 6-7 Troop selects up to 15 booth locations
- January 8 Lottery runs at 11:00 a.m.
- January 9 FCFS opens at 8:00 p.m. max 2 booth per day
- January 14 Unlimited booths opens at 3:00 pm

GSCP2P highly recommends at least one Girl Scout registered adult with background check in attendance at each cookie booth.

Booth Lottery & Guidelines

Council and Service Unit Secured Booth Location Guidelines

- Booth location rules/restrictions and contact information for council and service unit-secured cookie booths will be posted on council website in January
- It will be <u>your</u> responsibility to read and abide by them. Not abiding by the rules will result in forfeiture of all future booths.



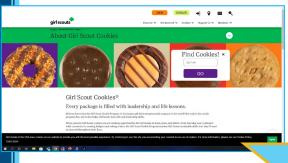
- NO "FIGHTS" WITH OTHER TROOPS if the booth is double booked COMPROMISE!
- Before, during and after the booth, you are a role model for your girls!

Booth start date – January 19

Troop-Secured Booths

- Enter your troop-secured booth information in Smart Cookies to attract customers
- Smart Cookies info automatically downloaded to
 - www.girlscoutcookies.org
- "Approved" e-mail means approved to be listed on booth locator
- Troop-secured booths must be entered and "approved" in Smart Cookies to accept credit cards at booths
- Find instructions for listing in booth guide on council website

- Troop volunteer contacts merchants to secure booth locations
- Ask your Service Unit Cookie Specialist about cookie booths in your service unit



Your SU Booth
Coordinator/
Council will
approach these
businesses to
try and secure
as part of
council lottery.













Cookie Tycoon

Working With a Business.....

Entrepreneurial program that enables girls to partner with a business to set up two remotely-managed unattended booths

- Open to all age levels
- Girls must complete activities in Google Classroom and upload their work. Activities are age-level appropriate.
 - 1. Create a business card
 - 2. Document plans on spending troop proceeds
 - 3. Create a business display
 - 4. Interview and report on business partner
- Upon completion of activities, girls earn the 2024 patch











Finances



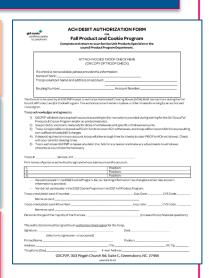
Finances

Troop Payments to Council

Council sweeps troop bank account for cookie money owed with ACH withdrawal.

All troops that did not participate in the 2023 cookie or fall program must submit an ACH Debit Authorization Form.

New troops and troops whose bank account information changed since 2023 cookie program must also submit an ACH Debit Authorization Form.



If the last four digits of your bank account and/or routing number is incorrect on the Troop Information Screen in Smart Cookies on January 11, contact info@girlscoutsp2p.org.

You will be locked out of making changes to the account and routing number fields in Smart Cookies.

Finances



ACH Withdrawals

1) March 7 – 60% of all orders through February 10

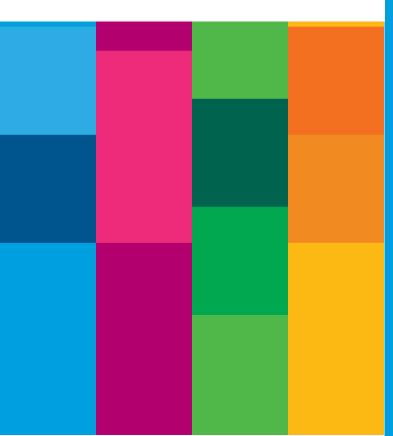
- Deduction for credit card payments through February 28
- Initial order
- Gluten-free Chocolate Chip preorder
- Cookies picked up from a cupboard through February 10
- Troop-to-troop transfers
- Cookies for a Cause cookies entered on the virtual cookie share screen in Smart Cookies

2) April 2 – Remaining balance due Council

Withdrawal e-mail reminders sent to contacts listed on troop information screen

April 4 – ACH credit to troop accounts for balance due troops

Promotions





Council Promotions

See Website for More Details









Council Promotions

Cookies for a Cause









2024 Cause Agencies

First Responders
U.S. Military
Local Food Banks

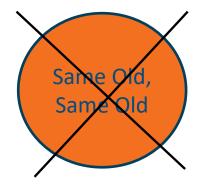
- ✓ EMS workers
- Law enforcement officers
- ✓ Firefighters
- ✓ Emergency room workers
- ✓ Lineman

The top-selling C4C troop in each service unit will receive 20 cases to distribute to first responders in their local community

Council Promotions

Think "Out of the Ordinary" for Success Challenge





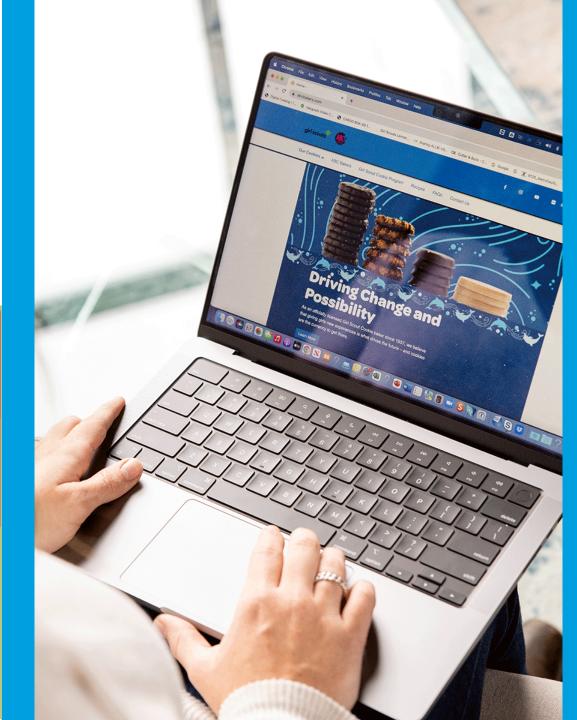
- 1) Photo of your most unique sales location.
- 2) Photo of most decorative booth or display
- 3) Video of your best sales pitch.
- 4) Photo or recording of something else.



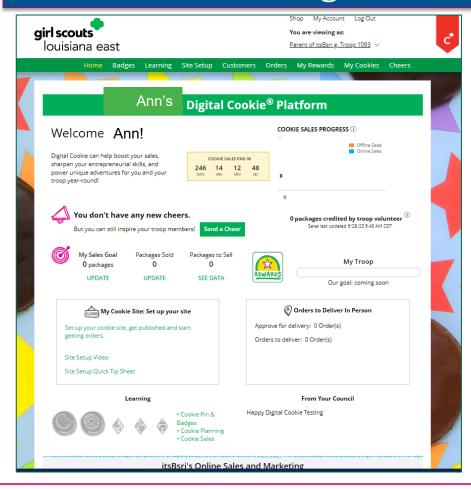




DC24 Cloud & Smart Cookies



Also known as Digital Cookie



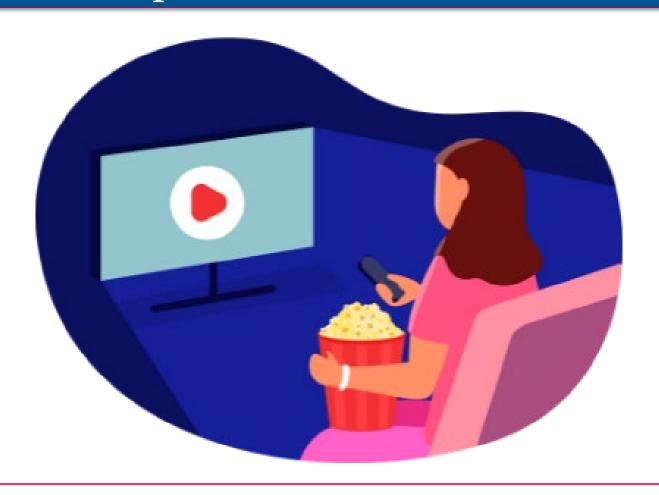
Digital Cookie is a unified online selling platform that allows Girl Scouts to sell cookies through their personalized storefront or by using a mobile app.

Girl Scouts can manage their online sales, inventory, and financials using Digital Cookie.

Customers are invited by Girl Scouts to purchase cookies online.

Troop volunteers use Digital Cookie to set up and manage sales for the troop ship only link. They support Girl Scouts with visibility to the troop's online activities.

Girl & Troop Volunteer Dashboard Videos



Digital Cookie



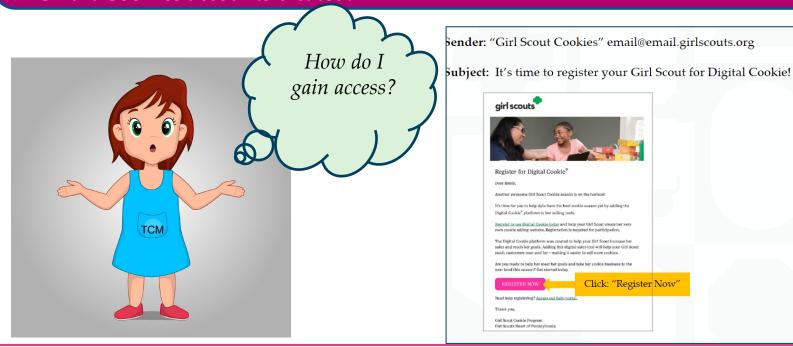
How will we share training information?

- Links to how-to videos and tip sheets posted on council website –
 Digital Cookie (DC24) Tip Sheets and How-to Videos for the
 Troop Volunteer. Also available in Help section of Digital
 Cookie.
- How-to messages and links for girls/parents in Today's Tips.
- Just-in-Time (share with parents).

Digital Cookie

December 11 - Registration e-mails launched to girls and Troop Cookie Managers

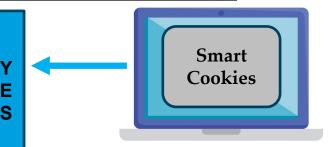
- Girls MUST be registered
- Troop Cookie Managers MUST be registered, MUST be identified as Troop Cookie Manager or Troop Leader in their MY GS account, already have their Smart Cookies accounts created.



Digital Cookie Data Flow

Digital Cookie

- Ship only (formerly called Direct-ship) cookie orders & financials
- Girl-delivery credit card financials, including donation/C4C financials
- Booth credit card financials
- Girl-delivery cookie orders
- Girl-delivery donation/C4C orders
- Reward selections (made by girls)
- Girl and volunteer names/user information
- Cookies girls receive from the troop inventory of cookies (via T2G transfer)
- Cookies credited to girls via Virtual Cookie Share (donation/C4C)



Volunteers must have SC account, be registered and identified as TCM or leader prior to receiving DC registration e-mail

Digital Cookie Data Flow



- Girl-delivery cookie orders
- Girl-delivery donation/C4C FROM DC orders
- Reward selections (made by girls)



DO NOT



Girl-Delivery Orders

Digital Cookie reflects an overpayment to troop (from girl) for funds collected online until TCM enters T2G transfers and entries on Virtual Cookie Share screen (for donation/C4C orders)

Example: If a girl sells only 1 pkg online for girl delivery plus 1 pkg online as a donation/C4C order

PRIOR TO T2G FOR 1 PKGS & VIRTUAL COOKIE SHARE ORDER FOR 1 PKG PRIOR TO BEING ENTERED IN SC BY TCM

AFTER TO T2G FOR 1 PKGS & VIRTUAL COOKIE SHARE ORDER FOR 1 PKG ENTERED IN SC BY TCM

Cookies Sold: 0 Pkgs

Cookies Sold: 2 Pkgs

Girl Balance Due to Troop: -\$10 (credit)

Girl Balance Due to Troop: \$0





DC24 Cloud & Smart Cookies

Cookies for a Cause Sales

"Donation" orders in Digital Cookie are Cookies for a Cause orders, not financial donations to the troop.

Digital Cookie

"Donation" Orders

Smart Cookies

"Cookie Share" Orders

Cookies for a Cause (C4C) = Donation = Cookie Share

Digital Cookie vs. Smart Cookies

- DC24 All orders placed on Digital Cookie are paid (by credit card) when the order is placed, including those for girl delivery.
- DC24 Parent can "turn off" cookies available by variety for girl delivery.
- DC24 Troop volunteers can refund credit card payments to customers (full payment only, not partial).
- DC24 Parents with multiple Girl Scouts have one login and toggle between accounts.
- DC24 Girl-delivery orders can be approved by guardian from dashboard (does not require approval e-mail)



Digital Cookie vs. Smart Cookies

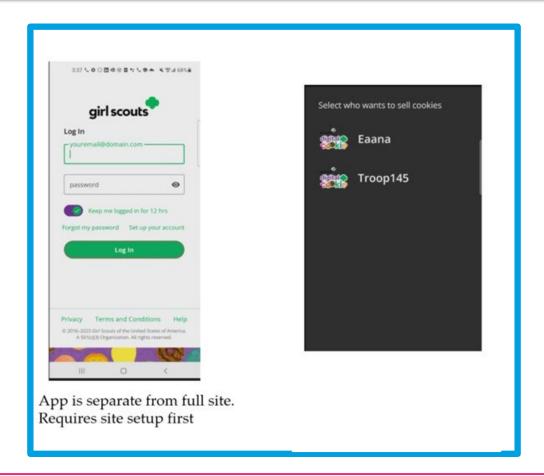
- DC24 & SC Girl can see only one rewards plan in Digital Cookie will be base plan of \$.75 per package (note for \$.80 higher proceeds option).
- No girl user accounts in Smart Cookies.
- Cookies shipped directly to customer called "ship only" in Digital Cookie
- Girl-delivery cookie share/donation/Cookies for a Cause orders MUST be entered by the Troop Cookie Manager on the virtual cookie share screen in Smart Cookies for the girl and her troop to receive credit for the sale.
- No changes to troop reporting feature in Smart Cookies.

Digital Cookie Mobile App

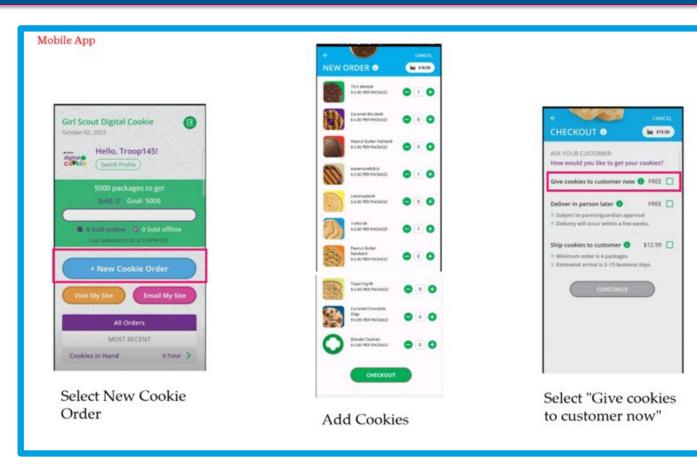
- Girl must set up account using online platform <u>prior</u> to using Digital Cookie Mobile App.
- Mobile App Take/view orders and collect payment. Does not include all full web browser features (web browser version is screen responsive).
- Scan (credit card) feature can be used by both Apple and Android devices.



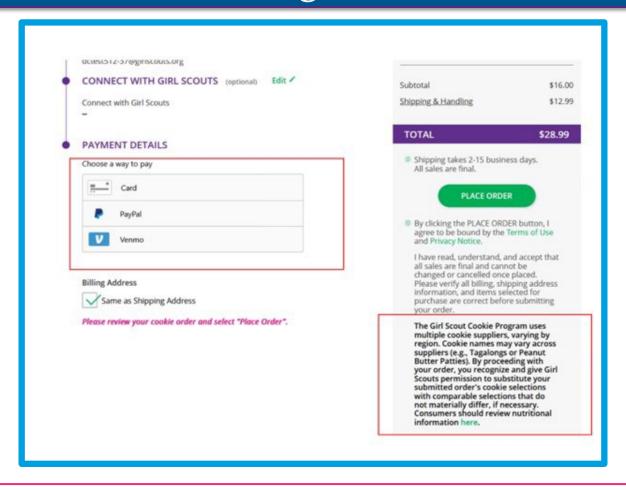
Digital Cookie – Mobile APP



Digital Cookie – Mobile APP



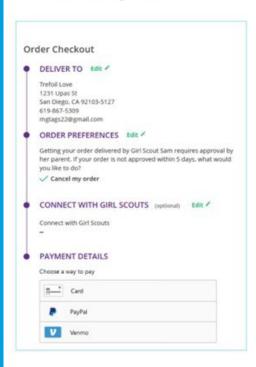
Digital Cookie – Through Webb Browser



Digital Cookie – Through Webb Browser

Alternate Payment Options

Venmo/PayPal



What It Is:

- Only available on browser checkout.
- Designed to give customers another option to pay when they use a Girl Scout or troop's link
- Functions like a credit card payment in DC24.

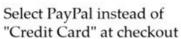
What It's Not:

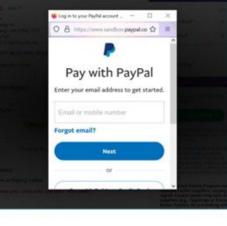
- Available on mobile app
- Transferring money to the troop, leader, or parent.

Digital Cookie - Through Webb Browser

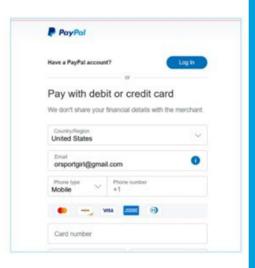
Pay with PayPal







Login with your PayPal account



Use Paypal or debit/credit card to pay

Digital Cookie

Substitution Language

PLACE ORDER

* By clicking the PLACE ORDER button, I agree to be bound by the Terms of Use and Privacy Notice.

I have read, understand, and accept that all sales are final and cannot be changed or cancelled once placed. Please verify all billing, delivery address information, and items selected for purchase are correct before submitting your order.

The Girl Scout Cookie Program uses multiple cookie suppliers, varying by region. Cookie names may vary across suppliers (e.g., Tagalongs or Peanut Butter Patties). By proceeding with your order, you recognize and give Girl Scouts permission to substitute your submitted order's cookie selections with comparable selections that do not materially differ, if necessary. Consumers should review nutritional information here.

Shipping Fees

Digital Cookie®

2024 Digital Cookie Shipping Fees

Digital Cookie's minimum order for shipping is 4 packages. The base shipping price is 4-8 packages at \$12.99 and 9-12 packages at \$14.99. Below is a list of shipping costs for cookie orders at the different levels.

Packages		Shipping Cost	
4	8	\$12.99	
9	12	\$14.99	
13	20	\$27.98	
21	24	\$29.98	
25	32	\$42.97	
33	36	\$44.97	
37	44	\$57.96	
45	48	\$59.96	
49	52	\$72.95	

There is a \$5.00 surcharge to orders shipping to Hawaii, Alaska, Puerto Rico, APO/FPO/DPO, Guam and US Virgin Islands

The above pricing is calculated as follows:

- 13 packages of cookies: tier B (12 packages) + tier A (1 more package) = \$27.98
- 25 packages of cookies: tier B x 2 (24 packages) + tier A (1 more package) = \$42.97



\$5 off shipping charges for a minimum 8-package purchase: February 2-4 and February 16-18

Smart Cookies

www.abcsmartcookies.com

Troop Cookie Managers must still record troop cookie sale activity in Smart Cookies

- Troop-to-girl transfers (or Booth Divider) when girls receive cookies from the troop inventory of cookies.
 - Girl-delivery orders both online and in-person
 - Girl-delivery donation/cookie share/C4C orders both online and in-person
 - Booth sales
 - Virtual cookie share orders
 - Financial transactions automatically record in Smart Cookies when payments are received online through Digital Cookie.
- Planned orders
- Troop reports
- Girl payments to troop
- Troop financials



Smart Cookies

www.abcsmartcookies.com

After receiving TCM Agreement, ACH Form (if needed) and volunteer identifies him/herself as Troop Cookie Manager in My GS account

- SUCS creates troop user account and launches registration e-mail to create Smart Cookies account (after November 13)
- Return Troop Cookie Manager Agreement to SUCS
- Council staff will not create Smart Cookie user accounts!

DC 24 Cloud registration e-mails launched to girls

- December 11
- December 18
- January 2 & weekly thereafter

Troop Banking Information – ACH Form – If bank account or signers changed since 2023 cookie program or fall products program a form must be submitted to info@girlscoutsp2p.org



Other Important Information



Important Dates

www.abcsmartcookies.com

December	January	February	March
December 8 – Troop initial order due in Smart Cookies	January 6 – Start of booth lottery selections	February 2 - \$5 of 8- package purchase shipping promotion	March 3 – Program ends
December 11 - Digital Cookie e-mails	January 10 – 13 – Cookie deliveries	February 16 – 18 – National Girl Scout	March 7 – First ACH withdrawal
launched to both girls and troop volunteers	January 13 – 21 – Walk-about week	Cookie weekend \$5 of 8-package purchase shipping	March 11 – Last day for Smart Cookie entries by troop
December 19 – Cookie Program begins	January 15 – Cupboards open	promotion	volunteers
0 0	January 19 – Booth sales begin	February 25 – Last day for volunteer-run cupboards	March 25 – Sisters Working Together Patch info due
			April 2 – Second/final ACH withdrawal

ABC Online Resources

From the art gallery of images to ABC's YouTube channel - helpful videos designed to navigate Smart Cookies. Resources available for everyone.

FLICKR ART GALLERY FOR VOLUNTEEERS

Create your own flyers with seasonal clip art

https://www.flickr.com/photos/abcbakersvolunteergallery/albums

SMART COOKIES TECH SUPPORT IS ALWAYS OPEN

Call: 1-800-853-3730

NOTE NEW EMAIL ADDRESS:

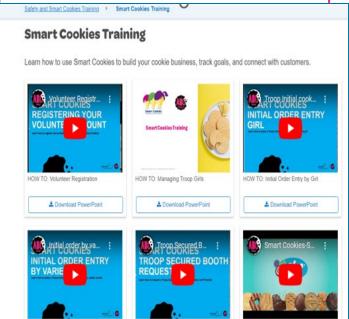
Email: ABCSmartCookieTech@hearthsidefoods.com

ABC SMART COOKIES YOUTUBE CHANNEL

Just In Time videos for all user levels of Smart Cookies, designed to help you navigate through every phase of the cookie program https://www.youtube.com/user/ABCCouncils



www.abcsmartcookies.com



HOW TO: Troop Secured Booth Request

♣ Download PowerPoint

HOW TO: Schedule a First Come, Firs Serve (FCFS) Booth

♣ Download PowerPoint

HOW TO: Initial Order Entry by Variety (by

▲ Download PowerPoint

Cookie Expo

December 2 – St. Lukes UMC, Hickory

Join girls from across the council as you practice the five life skills and build your Girl Scout Cookie Program toolkit. Set a goal for the 2024 cookie program, make some bling for your cookie booth and practice your sales pitch. Girls will also have a chance to do a cookie taste test, build something amazing using only cookie boxes and will even get to meet our 2024 Girl Scout Cookie Program mascot, a live axolotl. Each step along the way, girls will collect swag, including a patch, and will go home with a cookie toolkit to use this season. Parents and volunteers are invited to attend a special session introducing them to the new Digital Cookie platform.

10 am – 12 pm – Daisy, Brownie & Junior 1 – 3 pm – Cadette, Senior & Ambassador



Spaces are limited!
Register early!

