

Agenda

1. Permission/Agreement Forms
2. Important Reminders
3. Digital Cookie
4. Presales
5. Initial Orders
6. Troop Finances & Inventory Management
7. Hometown Heroes
8. Shipping Discounts
9. Ways to Sell Cookies
10. Benefits of Participation

Caregiver Meeting: Girl Scout Cookie Program Caregiver Permission/Agreement Forms



Girl Scout Cookie Program Caregiver Permission/Agreement Form

Girl's Name _____ Troop _____
 Caregiver Name _____ Cell # _____
 Caregiver Email _____

By initialing all boxes and signing below, you acknowledge that you have read, understand and agree to all terms and conditions of participating in the product sales program.

- _____ My Girl Scout and I will follow GSSA and GSUSA policies for the cookie program.
- _____ I will ensure that My Girl Scout always has adult guidance.
- _____ I will ensure that no orders for cookies will be taken prior to the designated start date of the program.
- _____ I understand that cookies will not be sold outside of our 30 counties.
- _____ I understand that cookies will be sold for the GSSA posted price.
- _____ I understand I or my Girl Scout are not permitted to post cookies for sale on any type of Marketplace forum or any other retail sales space.
- _____ I agree to accept full financial and personal responsibility for all cookies ordered and money due for the orders my Girl Scout receives.
- _____ I understand, if the balance due is not received on or before the specified deadline, my Girl Scout will not receive reward items.
- _____ I understand, if I or my Girl Scout owes Munchies & Mags or cookie program money, she will be unable to participate in either program until the balance is paid in full and I cannot serve in any volunteer role.
- _____ I understand all monetary proceeds belong to the council and troops and are not retained by individual girls.
- _____ I have read and will adhere to the Internet Safety Pledge and the Digital Cookie Pledge located on our website.

 Caregiver Signature Date

Please make your Girl Scout's prize choices below in the event your troop cookie coordinator needs to make those entries for you. (check one)			
500+	Collapsible Cup/DIY Playing cards	OR	\$50 Program Credits 500+ Bar
650+	Baseball Cap	OR	Necklace
800+	Write in preferred T-shirt Size:		
1000+	Crossbody bag, Fashion Patches & 1000+ Bar	OR	\$75 Program Credits & 1000+ Bar
1300+	Weekender Tote, Action Patch	OR	\$100 Program Credits

[LINK](#)

Caregiver Meeting: Important Reminders

- Girl Scout cookies in Alabama are \$5 per package and can never be sold for any other amount.
- Cookie booths, stands, and walkabouts may **only** take place in the 30 counties included in the Girl Scouts of Southern Alabama council area.
- Cookie links can be shared with family and friends using personal social media pages, text, and email. Links **cannot** be shared on public sales sites, such as Facebook Marketplace, eBay or local buy/sell/trade pages (*this list is not exhaustive*).
- Cookie links cannot be shared with television, print, or digital news media.

Caregiver Meeting: Family Guide & Calendar



Family Guide 2024 Girl Scout Cookie Program

Important Reminders

- Girl Scout Cookies in Alabama are \$5 per package. Cookies may not be sold for any other price.
- Cookie booths, stands, and walkabouts may **only** take place in the 30 counties included in the Girl Scouts of Southern Alabama council area.
- Cookie links can be shared with family and friends using personal social media pages, text, and email. Links **cannot** be shared on public sales sites, such as Facebook Marketplace, eBay or local buy/sell/trade pages (*this list is not exhaustive*).
- Cookie links cannot be shared with television, print, or digital news media.
- Be sure to tell your customers that discounted shipping is available in Digital Cookie.
- Your Troop Cookie Coordinator will tell you all you need to know about presales, placing your initial order, accepting payments, picking up cookies, turning in proceeds, and so much more!

Donations/Hometown Heroes

Some customers don't want to purchase Girl Scout cookies, but still wish to support Girl Scouts and help girls reach their sales goals. All donations received must be applied to the **Hometown Heroes** program, which distributes Girl Scout cookies to service members, first responders, and local nonprofits.

Program Credits

Girls who participate can earn **Program Credits** that can be used as payment for membership renewal, GSSA programs, camps, trips, and items in the GSSA Girl Scout Shops!

S'more to Know

Detailed information about shipping discounts, program credits, sister credits, and more can be found on the **Program Resources** page of the GSSA website.



Scan Here

Digital Cookie®

This cookie season, superpower your sale by adding Digital Cookie® to your toolkit.

Use the Digital Cookie® app to sell cookies wherever you go!

The app makes it easy for you to take payment from customers purchasing cookies.

1. Register for Digital Cookie®

Create your Digital Cookie Password

When you create your password, a confirmation email will be sent.

Password: _____

Confirm password: _____

REGISTER

Look for the Digital Cookie® registration email in your inbox to register. Don't see it? Email customer-care@girlscoutssa.org

3. Invite Customers

Use the email in Digital Cookie® to reach out to customers. Ask customers to visit your site, purchase cookies, and share your site with others!

2. Set Up Your Site

Take a few minutes to set your sales goal, share your cookie story, and upload a fun picture or video, publish, and go!

4. Track Your Progress

Use your Digital Cookie® platform to track sales and inventory and check progress towards your goal.

Girl Scout Cookie Program Important Dates

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					Dec 9 Cookie Rallies Pre-Sales Begin
	13		14	15	16
	20		21	22	23
	27		28	29	30
	3		4	5	6
	10		11	12	13 Booth Sales Begin
	17		18	19	20
	24		25	26	27
	31	Feb 1	2	3	
	7	8	9	10	
	14	15	16	17	National Girl Scout Cookie Weekend
	21	22	23	24	
	28	29	Mar 1	2	
	6	7	8	9	

LINK

girl scouts
of southern alabama

Caregiver Meeting: Digital Cookie



You and your Girl Scout will manage her cookie sale using Digital Cookie from Girl Scouts of the USA.

Caregiver Meeting: Digital Cookie



You will use Digital Cookie to:

- Place Girl initial orders (by Dec 17)
- Create a cookie link to share with friends and family
- Receive orders for direct ship and girl delivery
- Process credit card, Venmo & PayPal payments
- Enter order card sales
- Manage Inventory

Caregiver Meeting: Digital Cookie



- You will receive an email asking you to login and set up Digital Cookie
- Watch these handy video and learn how to set up your site and navigate your dashboard:

[Site Setup in Digital Cookie \(VIDEO\)](#)

[Caregiver Dashboard in Digital Cookie \(VIDEO\)](#)

Caregiver Meeting: Digital Cookie Resources for Families

- **Inventory by Category (VIDEO)**
- **Delivery Settings (VIDEO)**
- **Financials (VIDEO)**
- **Rewards (VIDEO)**
- **Digital Cookie in 4 Easy Steps (PDF)**
- **Adjusting Delivery Settings (PDF)**
- **Girl Scout and Caregiver (PDF)**
- **Dashboard (PDF)**
- **Mobile App Instructions (PDF)**
- **My Account Tab (PDF)**

[More Cookie Resources
Available for Cookie Sellers](#)

Caregiver Meeting: Presales

Pre-orders: Digital Cookie

- Customers can order cookies for direct-ship or girl-delivery
- Customers can pay with credit card, Venmo, or PayPal

Pre-Orders: Order Cards

- Customers will pay for their cookie order when it is delivered by Girl Scouts

Caregiver Meeting: Initial Orders

At a minimum, Girl Initial Orders should include enough cookies to:

- Fulfill all pre-order sales
- Cover 1-2 weeks of in-person sales for each girl

Placing Girl Initial Orders:

- You are financially liable for all cookies you receive
- All initial orders should be placed in Digital Cookie by Sunday December 17
- *Cookies will not be distributed to families that have not returned the Caregiver Permission/Agreement form.*

[Placing Initial Order in Digital Cookie \(VIDEO\)](#)

How Many Cookies? Guide



How many cookies? A guide to placing your initial cookie order

FACTORS TO DETERMINE YOUR TROOP'S INITIAL ORDER:

- Sales goal for the Troop
- Number of planned cookie booths
- Number of girls selling

HOW TO ESTIMATE YOUR FIRST ORDER:

GSSA's per-girl selling average (PGA) is about 25 cases. Review your archived data (if you are a returning troop) to see your troop's PGA and let that be your guide. Since each troop is different, ordering the correct amount is not an exact science.

GSSA retains the right to modify your troop's initial order if it appears excessive for the number of girls selling.

Suggested order for each girl selling

Thin Mints®  4-5 CASES	Lemon-Ups®  1-2 CASES	Do-si-dos®  2-3 CASES
Samoas®  4-5 CASES	Girl Scout S'mores®  1-2 CASES	Trefoils®  2-3 CASES
Tagalongs®  3-4 CASES	Toffee-tastic® <small>GLUTEN-FREE</small>  1-2 CASES	Adventurefuls™  2-3 CASES

The above model is merely a suggestion based on averages from past cookie sales when troops use the booth divider. Please consult with your Service Unit as these averages might differ in each geographic location.

[LINK](#)

Caregiver Meeting: Initial Orders

Girls that have Initial Orders of
250 packages (or more!) will
receive an adjustable Own
Your Magic lanyard!



Caregiver Meeting: Troop Finances & Inventory Management

- Troops determine the method and frequency of cookie pickups and caregiver payments.
- Deposits should be made frequently.
- Money will be collected for cookies in-hand before you are allowed to receive more.
- If you have not complied with a payment deadline you will not receive more cookies.

Caregiver Meeting: Hometown Heroes

Some customers don't want to purchase Girl Scout Cookies, but still wish to support Girl Scouts and help girls reach their sales goals. All donations received must be applied to the Hometown Heroes program which distributes Girl Scout cookies to service members, first responders, and local non-profits.

Caregiver Meeting: Shipping Discounts

GSSA will be discounting shipping for orders of up to 12 packages! The price breaks are:

- **4-12 Packages: \$6.49**
- **12+ Packages: No discount**
 - *Customers that would like to order more than 12 packages will only receive discounted shipping if they place multiple orders of 4-12 packages.*

Caregiver Meeting: Ways to Sell Cookies

Walkabout
Friends and Family
Online
Troop Booths
Family Booths
Troop Drive-Thrus

Caregiver Meeting: Cookie Etiquette

- You are guests when you set up a cookie booth at a business location and should be on your **best** behavior.
- Set up booth sale in the designated area. DO NOT block the entrance and follow the rules the business sets.
- Be identifiable as a Girl Scout, and wear our Girl Scout Membership Pin, uniform, or other Girl Scout clothing.
- Only approach customers as they are leaving the business and have a good attitude, smile, and say thank you even if a customer does not buy.
- Adults must be present at all times. Don't allow girls to wander around the location unchaperoned.
- Don't ask businesses for change.
- Have your own table and hang signage on your table, not on the businesses' property.

Caregiver Meeting: Cookie Etiquette

- RESPECT other troops' sale time. Don't set up early, and don't stay after the allotted time. Resolve conflicts peacefully. DO NOT create a scene in front of a business!
- Do not eat or drink during a booth sale (girls or adults).
- An adult is responsible for money at all times. An adult watches or assists as the girls handle money. Keep money box in a safe place, especially during loading and unloading of cookies. DO NOT keep large amounts of money in the money box!
- Make sure you count and write down the exact amount and flavor of boxes before beginning a booth sale. Then count the exact amount and flavor after the booth sale is over.
- Clean up after booth sale and take ALL trash with you.
- Park away from the front of the business, and do not take up their good parking spaces.
- Do not use loud objects/devices to draw attention.

Caregiver Meeting: Benefits to Participation

Baker Rewards on the back of the order card

Girl Scouts of Southern Alabama 2023-2024 Cookie Program Rewards

My Personal Goal:

Girl Initial Order Reward



Adjustable Lanyard
250+ pkgs between 12/9-12/17

Charm Patch



Charm Patch

Top 5 Sellers



Top 5 Cookie Boss Gulf Shores Weekend
May 3 - 5, 2024

Top Seller



VIP CAMPING EXPERIENCE

Booth Sales



Booth Sales Patch AND Stand Charm
Attend 3 Booth Sales

Digital Cookie Rewards



Cookie Techie Patch AND Techie Charm
20 Faid Online Orders



OWN YOUR MAGIC
Cotton Bandana AND Charm Patch AND Own Your Magic Charm
75+ pkgs



Screen Cleaner Dangler AND Cookie Hearts Charm
150+ pkgs



Lottie the Mini Plush AND Samoas Charm
225+ pkgs



Axolotl Socks AND Wallet Pouch
300+ pkgs



Lucy the Axolotl
400+ pkgs



Collapsible Camp Cup AND DIY Playing Card Set AND 500+ Bar Patch OR 500+ Bar Patch
500+ pkgs



Scratch Art Poster AND Cookie Boxes Charm AND Baseball Cap OR Spinning Axolotl Necklace
650+ pkgs



"Axolotl in my Pocket" T-shirt AND 800+ Club Party AND 800+ Bar Patch
800+ pkgs



Crossbody Bag AND Fashion Patches AND 1000+ Bar Patch OR 875 Program Credits
1000+ pkgs



Weekender Tote AND Action Patch OR 100 Program Credit
1300+ pkgs



Storage Ottoman AND Goal Getter Patch
1600+ pkgs



Puffy Camp Blanket AND Super Patch AND 50 Program Credits
2000+ pkgs

Council reserves the right to make substitutions to the item's color, material or size, or to substitute an item of equal or greater value due to changes or challenges in product availability.

Caregiver Meeting: Benefits to Participation

- **Program Credits** – program credits can be used as payment for membership renewal, GSSA Programs, camps, trips and items in the GSSA shops.
- **Sister Credits** – allow multiple-Girl-Scout Households to combine the number of total packages sold and receive higher, accumulated Program Credits.
 - **Example: Sisters Sally & Sara**
 - Sally sells 250 packages, and Sara sells 250 packages. Combined, they can receive \$50 Program Credits usually awarded at the 500 package level.

Please Note, this only applies to GSSA Program Credits - and NOT Rewards, provided by Little Brownie Bakers or the 800 Club Party.

GSSA Guide To Upcoming Programs and Resident Camp Sessions



Upcoming Events

Visit girlscoutssa.org/events to register and view details for each event. Girl Scouts must be registered for the 2023-24 membership year to register for these programs.

2024 Girl Scout Cookie Season

Grade Level: ●▲◆◆◆
Order Card Presales Begin: December 9
Girl Initial Orders Due: December 17
Troop Deliveries: January 8-12
Cookie Booths Start: January 13
National GS Cookie Weekend: Feb 16-18
Sale Ends: March 3

Bling Your Booth: Cookie Craft Night

Date: January 18 **Time:** 5 - 7 p.m.
Grade Level: ●▲◆◆◆ **Category:** Cookie
Girl Price: \$7 **Adult Price:** \$3
Mobile: United Way of Southwest Alabama
Auburn: St. Michael The Archangel Parish
Registration Deadline: 1/10/24

Auburn Women's Basketball Cookie Dunk

Date: February 25 **Time:** 1 - 4 p.m.
Grade Level: ●▲◆◆◆ **Category:** Fun
Girl Price: \$8 **Adult Price:** \$3
Location: Auburn Arena, Auburn
Registration Deadline: 2/21/24

Daisy Days

Date: March 9 **Time:** 10 a.m. - 3 p.m.
Grade Level: ●◆ **Category:** Life Skills
Girl and Adult Price: FREE
Mobile: Mobile Volunteer Center
Montgomery: LAMP High School
Registration Deadline: 3/1/24

Bring your besties and earn Daisy petals!

Gamers Badge Day

Date: March 16 **Time:** 10 a.m. - 3 p.m.
Grade Level: ●▲◆◆◆ **Category:** Life Skills
Girl Price: \$15 **Adult Price:** \$10
Location: Hobby Hole, Montgomery
Registration Deadline: 3/8/24

Adventure Day at 5 Rivers Delta

Date: March 23 **Time:** 10 a.m. - 2 p.m.
Grade Level: ●▲◆◆◆ **Category:** Outdoor
Girl Price: \$25 **Adult Price:** \$20
Location: 5 Rivers Delta, Spanish Fort
Registration Deadline: 3/15/24

STEM Skaters Badge Day

Date: March 23 **Time:** 10 a.m. - 1 p.m.
Grade Level: ●▲◆◆◆ **Category:** STEM
Girl Price: \$15 **Adult Price:** \$5
Location: 2211 Ultimate Playzone, Montgomery
Registration Deadline: 3/17/24

Older Girl Sail Away Weekend

Start: April 5 **End:** April 7
Grade Level: ◆◆◆ **Category:** Outdoor
Girl Price: \$75 **Adult Price:** \$25
Location: Kamp Kiwanis, Eclectic
Registration Deadline: 3/29/24

Biobots at the Exploreum

Date: April 13 **Time:** 10 a.m. - 1 p.m.
Grade Level: ●▲ **Category:** STEM
Girl Price: \$20 **Adult Price:** \$20
Location: Gulf Coast Exploreum, Mobile
Registration Deadline: 3/27/24

CodeQuest at the Exploreum

Date: April 13 **Time:** 10 a.m. - 1 p.m.
Grade Level: ◆◆◆ **Category:** STEM
Girl Price: \$25 **Adult Price:** \$20
Location: Gulf Coast Exploreum, Mobile
Registration Deadline: 3/27/24

Mariner Trailblazer Butter & Egg Adventure

Date: April 13 **Time:** 10 a.m. - 2:30 p.m.
Grade Level: ◆◆◆ **Category:** Outdoor
Girl and Adult Price: \$45
Location: Butter & Egg Adventures, Troy
Registration Deadline: 4/1/24

Blades: College Readiness

Time: 10 a.m. - 1 p.m.
Category: College
Adult Price: \$5
Location: Ultimate Playzone, Montgomery
Registration Deadline: 7/17/24

For Adults

Certification (pick one)

A Mobile Volunteer Center
Time: 8 or April 16
Location: Montgomery Service Center
Registration Deadline: 1, April 18 or May 16

Category: Training
Registration Deadline: 1 week prior to training

Health First Aid Training

Time: 9 a.m. - 5 p.m.
Category: Training
Location: A Mobile Volunteer Center
Registration Deadline: 3/9/24

Trailblazer Training Overnight

Time: 13-14 **Option 2:** May 13-19
Category: Training
Location: p Kiwanis, Eclectic
Registration Deadline: 3/31/24 or 5/3/24

Scouts Weekend

End: April 21
Category: Outdoor
Location: p Kiwanis, Eclectic
Registration Deadline: 3/31/24
the fun of Girl Scouting together!

Certification Day

Time: 9:30 a.m. - 4 p.m.
Category: Training
Location: tshire Woods, Citronelle
Registration Deadline: 4/19/24

Options require pre-course training. See the registration page in GS Events.

Scan here to view event details and register!



Grade Level: ●▲◆◆◆ **Category:** STEM
Girl and Adult Price: \$130
Registration Deadline: 6/10/24

Not a member yet? Join the fun! girlscoutssa.org/join



Summer Camp

Visit girlscoutssa.org/summercamp to register and view details for each camp session. Summer Camp is open to all girls, rising second graders and up.

coutshire Woods

located in the scenic woods of Citronelle on Echo Lake

Session 1: June 2 - 7

ALL LEVELS CHOOSE



A. Think Like a Citizen Scientist Journey (above)
 OR
 B. Level-Specific Badge Programs (below)



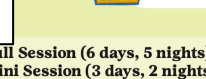
Brownies
 Beyond Your Backyard
 Badges: Hiker & Cabin Camper



Juniors
 Into The Woods
 Badges: Eco-Camper & Junior Camper



Cadettes
 Outback In Tents
 Badges: Trail Adventure, Primitive Camper & Eco Trekker



Seniors
 Outback In Tents
 Badges: Trail Adventure, Survival Camper & Eco Advocate

Full Session (6 days, 5 nights): \$495
Mini Session (3 days, 2 nights): \$295
PA*, CIT* and CIT II*: \$570.00
**Sessions 1&2, depart June 7 - return to camp June 9*

Session 2: June 9 - 14

ALL LEVELS CHOOSE



A. Think Like a Citizen Scientist Journey (above)
 OR
 B. Environmental Scientist Badge Programs (below)



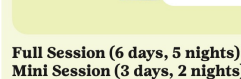
Brownies
 Environmental Scientist
 Badges: Eco-Friend & Bugs



Juniors
 Environmental Scientist
 Badges: Flowers & Animal Habitats



Cadettes
 Environmental Scientist
 Badges: Trees & Space Researcher



Seniors
 Environmental Scientist
 Badges: Sky & Space Expert

Full Session (6 days, 5 nights): \$495
Mini Session (3 days, 2 nights): \$295

Kiwanis

beautiful Lake Martin in Eclectic

Session 1: June 16 - 21

ALL LEVELS CHOOSE



A. Think Like a Citizen Scientist Journey (above)
 OR
 B. Robots and Rockets Badge Programs (below)



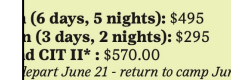
Brownies
 Robots and Rockets
 Badges: Designing, Programming & Showcasing Robots



Juniors
 Robots and Rockets
 Badges: Designing, Programming & Showcasing Robots



Cadettes
 Robots and Rockets
 Badges: Designing, Programming & Showcasing Robots



Seniors
 Robots and Rockets
 Badges: Designing, Programming & Showcasing Robots

Full Session (6 days, 5 nights): \$495
Mini Session (3 days, 2 nights): \$295
PA* and CIT II*: \$570.00
depart June 21 - return to camp June 23

Sail Away

learn to sail on beautiful Lake Martin
for Cadettes, Seniors & Ambassadors

Full Session (6 days, 5 nights): \$550

Session 2: June 23 - 28

ALL LEVELS CHOOSE



A. Think Like a Citizen Scientist Journey (above)
 OR
 B. Top Chef: Camp Edition Badge Programs (below)



Brownies
 Top Chef: Camp Edition
 Badge: Snacks



Juniors
 Top Chef: Camp Edition
 Badge: Simple Meals



Cadettes
 Top Chef: Camp Edition
 Badge: New Cuisines



Seniors
 Top Chef: Camp Edition
 Badge: Locavore

Full Session (6 days, 5 nights): \$495
Mini Session (3 days, 2 nights): \$295



Babysitter Training
for Cadettes, Seniors & Ambassadors
Full Session (6 days, 5 nights): \$525

Scan here to view camp details and register!



Travel to the Galapagos Islands | Summer 2025

Program Credits can be used towards travel.



girl scouts
of southern alabama

girl scouts
of north-central
alabama

GSSA is partnering with Girl Scouts of North Central Alabama and EF Tours to bring this amazing travel opportunity to Girl Scouts in Southern Alabama.

[Learn More](#)

Caregiver Meeting: Benefits to Participation

Cookie Discounts for Camp

250 pkg \$50

400 pkg \$75

500 pkg \$100



Caregiver Meeting: Benefits to Participation

- **Troop Proceeds** – highlight all the fun things your troop has planned!

Questions

Questions during the sale? Email Customer Care!
customercare@girlscoutssa.org



girl scouts 
of southern alabama

Thank you!

Email Questions to CustomerCare@GirlScoutSSA.org