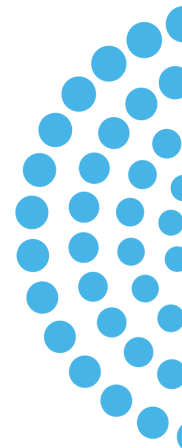
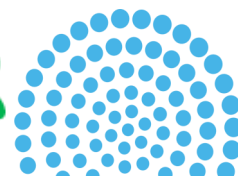


CLIMB WITH COURAGE



2022 Girl Scout Cookie Program

Family Guide





Welcome Families!

The cookie program gives your Girl Scout the ability to power unique opportunities and adventures for herself and her troop while learning to think like an entrepreneur. And you're key to her success. With the support, assistance, and encouragement of her family, there's no stopping a Girl Scout!

Why should my Girl Scout participate in the Girl Scout Cookie Program?

Participating in the program gives girls an entrepreneurial edge! Encouraging an interest in entrepreneurship builds curiosity, confidence, and problem-solving skills—qualities that prepare girls for academic and career success. As your Girl Scout runs her own cookie business, she'll gain five skills along the way that she'll use the rest of her life. The Cookie Entrepreneur Family pin activity sheet is designed to help you support her, giving you tips for your cookie entrepreneur. Here's what girls learn and why it matters.

Through the Girl Scout Cookie Program, girls learn . . .	This matters because . . .
Goal setting as they set a troop goal based on what they want to do with their troop proceeds. Then girls set an individual goal with help from their families.	Girls need to know how to set and reach goals to succeed in school, on the job, and in life.
Decision making by deciding where and when to sell cookies, how to market their cookie business, and what to do with their troop proceeds.	Girls will make big and small decisions in their life; practice helps them make good ones.
Money management as they develop a budget, take cookie orders, handle customers' money, and gain confidence handling and managing money.	Girls need to know how to confidently handle, manage, and leverage money to do great things.
People skills as they safely talk to their customers in person and virtually to work as a team with other girls.	Knowing how to work with others will help them do better in school and, later, at work.
Business ethics as they learn to run their businesses using the Girl Scout Law as a guide, being honest and responsible every step of the way.	Employers want to hire ethical employees, and the world needs ethical leaders in every field at every age.



Girl Scout Cookie Calendar

Program Begins

January 8

Girl Initial Order Due

January 23

National Girl Scout Cookie Weekend

February 18 - 20

Cookie Count-n-Go Day

February 19

Cookie Booth Sales Starts

February 20

Cookie Program Ends

March 27

Final Girl Paperwork and Payment Due to Troop

March 28

Top Seller Events and Super Seller Reward Selection

April—May

Rewards Distributed by SUCC

May



Contacts & Resources

Council Customer Care

757-547-4405

customercare@gsccc.org

GSCCC Cookie Page

gsccc.org/en/cookies/about-girl-scout-cookies.html

Little Brownie

800-962-1718

littlebrowniebakers.com

Digital Cookie

digitalcookie.girlscouts.org/login

digitalcookie.girlscouts.org/help/parent-girl

GSUSA Cookie Page

girlscouts.org/en/our-program/cookie-program.html

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Scan the QR code to view the council's COVID-19 response page.



Learning, Earning & Family Time

BADGES, PATCHES AND CERTIFICATES

How can you inspire girls to think courageously? Let girls know how they can earn a **badge or patch** — and wear it on their vest or sash — as a symbol of their important Girl Scout Cookie Program achievements.

Girls can earn one of the new Cookie Business badges this year when they complete requirements that help them develop new skills as they learn and grow their business. Badges are official Girl Scouts of the USA recognitions that can be placed on the front of their Girl Scout uniform.

Girls collect patches as they achieve specific cookie program milestones, including things like sending emails, selling at booths and using Digital Cookie. These are fun patches that can be worn on the back of the uniform to show her cookie business success.

Certificates and patches can be used for recognition at any point in the Girl Scout Cookie Season, from the earliest planning meetings through the booth phase.

Where you'll learn more:

- Visit girlscouts.org/cookiebadges or scan the QR code



Cookie Time is Family Time

COOKIE ENTREPRENEUR FAMILY PIN

The year-by-year Cookie Entrepreneur Family pin enables families to support their girls in learning the five skills and encourages girls to think like entrepreneurs.

Ways to Support Your Cookie Entrepreneur

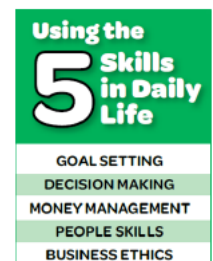
- Help her earn the Cookie Entrepreneur Family pin to practice building her skills at home.
- Help her set up her Digital Cookie or Smart Cookie site.
- Help her keep money safe.
- Know the rules and safety guidelines.
- Model business ethics, decision making, people skills, and safety as you support her.
- Ask your troop leader how you can help the whole troop reach its goals. Your Girl Scout will learn to be a helper and take action by watching you.
- Help her make arrangements to connect with people in her network.
- Never do things for your girl that she can do for herself, even if it's quicker and easier for you to do them.
- Have fun together along the way and engage your whole family in supporting her!



COOKIE 
ENTREPRENEUR
 *Family*

Find Age Level Guides to Earning the Pins

[girlscouts.org/en/cookies/just-for-cookie-sellers/cookie-entrepreneur-family-pin.html](https://www.girlscouts.org/en/cookies/just-for-cookie-sellers/cookie-entrepreneur-family-pin.html)



Ways to Participate in the Girl Scout Cookie Program

Get ready for your Girl Scout to make (cookie) boss moves this year! No matter how she takes part in the Girl Scout Cookie Program, she'll grow her people skills, learn to set goals, make smart decisions, and so much more. Talk with her about which options she's excited to explore this year!



Phone or Text Friends and Family

Is this your Girl Scout's first time running her own cookie business? Texting or phoning friends and family is a great way to help her feel comfortable connecting with cookie customers. And if your seasoned cookie boss's free time is limited—hello, school, sports, and extracurriculars!—this option has maximum flexibility.

Digital Cookie

Is your Girl Scout ready to take her digital marketing skills to the next level? With the Digital Cookie® platform, Girl Scouts can ship cookies straight to customers, accept orders for cookie donations, or have local customers schedule an in-person delivery. And she can reach her sales goals no matter what her schedule is like.

Door-to-door

They're the perfect way to hone her sales pitch! With door-to-door sales, Girl Scouts can stay local and sell in their neighborhoods—and use door hangers and business cards for customers who aren't home. They'll also grow their people skills by meeting new neighbors (with the necessary adult supervision, of course)

Cookie Stands

Would your Girl Scout feel more comfortable on her own turf? Cookie stands, similar to lemonade stands, are set up in front of a residence on private property, where she'll market her cookies to customers in her neighborhood. They're a great way to ease more introverted girls into connecting with their communities. This can be fun for the whole family!

Cookie Booths

This option has maximum customer interaction, teamwork, and all the fun! Troops or groups of Girl Scouts work together to market their cookies outside a preapproved location (like a grocery store, bank, mall, or even a drive-through booth in a parking lot) where they can practice their business skills with new customers.

Note: cookie booths must be coordinated by troop cookie managers; may only happen at council-approved locations; and must be legally open to, accessible, and safe for all girls and potential customers.)

Connecting with Her Community

The possibilities are endless! Girl Scouts team up with their parents/caregivers to sell cookies to their employees and coworkers, at places of worship, and at community groups. They could prepare a corporate pitch to sell cookies in bulk to car dealerships, real estate agents, or financial institutions. When these budding entrepreneurs secure a large sale, they get a taste of sweet success!

Participating in the cookie program powers Girl Scouts' adventures throughout the year as they learn key business skills to excel in future careers and in life. By participating in different sales methods, girls gain more skills, including: goal setting, decision making, money management, people skills, and business ethics. **Don't forget:** adult supervision is required at all times.

Meet The Cookies



Core Cookies—\$4 a Box

- Lemon-Ups
- Do-Si-Dos
- Samoas
- Thin Mints
- Adventurefuls
- Tagalongs
- Trefoils

All our cookies have...

- NO High-Fructose Corn Syrup
- NO Partially Hydrogenated Oils (PHOs)
- Zero Grams Trans Fat per Serving
- RSPO Certified (Mass Balance) Palm Oil
- Halal Certification



adventurefuls™

Indulgent brownie-inspired cookies with caramel flavored crème and a hint of sea salt. Approximately 15 cookies per 6.3 oz. pkg.

UD

• Real Cocoa

NEW!



Specialty Cookies—\$5 a Box

- Toffee-tastic
- Girl Scout S'mores



Girl Scout Cookie™ Food Allergen Guide (2021–2022)



Little Brownie Bakers updated the precautionary allergen disclosure on its Girl Scout Cookie packaging labels. All packaged foods in the U.S., including Girl Scout Cookies®, are required to identify any of the top eight food allergens present as ingredients either in the ingredients list or through a “Contains” statement. A precautionary allergen disclosure (“Manufactured in a shared facility with” statement) was added to our labels to declare the presence of allergens in the bakery where Girl Scout Cookies are made. This update was made to continue to prioritize safety and to be transparent and sensitive to the needs of our customers. Little Brownie Bakers confirms that customers will be buying the same cookies they know and love — and purchase year after year — with no changes made to the manufacturing process.

		PEANUT	TREE NUT	WHEAT	SOY	MILK	EGG
adventurefuls® • Real Cocoa 	CONTAINS:			●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:	●	●				●
do-si-dos® • Made with Natural Flavors • Real Peanut Butter • Whole Grain Oats 	CONTAINS:	●		●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:		●				●
girl scout s'mores® • Made with Natural Flavors • Made with Real Cocoa 	CONTAINS:			●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:	●	●				●
lemon-ups® NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS 	CONTAINS:			●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:	●	●				●
samoas® • Real Cocoa • Real Coconut 	CONTAINS:		●*	●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:	●					●
tagalongs® • Real Cocoa • Real Peanut Butter 	CONTAINS:	●		●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:		●				●
thin mints® • Made with Vegan Ingredients • Real Cocoa 	CONTAINS:			●	●		
	MANUFACTURED IN A SHARED FACILITY WITH:	●	●			●	●
toffee-tastic® GLUTEN FREE • No Artificial Flavors 	CONTAINS:				●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:	●	●	●			●
trefoils® 	CONTAINS:			●	●	●	
	MANUFACTURED IN A SHARED FACILITY WITH:	●	●				●

***Made with Coconut.**

Product formulations can change at any time. Consumers should always review the ingredient statement for their individual allergies or dietary restrictions for the most up-to-date information on the ingredients contained in the product in that package. For more details, check with Little Brownie Bakers.



The GIRL SCOUTS® name and mark, and all other associated trademarks and logos, including but not limited to GIRL SCOUT COOKIES®, THIN MINTS®, TREFOILS®, GIRL SCOUT S'MORES®, LEMON-UPS®, ADVENTUREFULS®, Girl Scout Cookie Program®, and the Trefoil Design, are owned by Girl Scouts of the USA. Little Brownie Bakers LLC is an official GSUSA licensee. The LITTLE BROWNIE BAKERS® name and mark, and all associated trademarks, including SAMOAS®, TAGALONGS®, DO-SI-DOS® and TOFFEE-TASTIC® are registered trademarks of Ferrero International, S.A. © 2021 Ferrero Inc. All Rights Reserved. 061621

Proceeds & Bonuses

Did you know? All proceeds from Girl Scout Cookies stay local!

When you purchase Girl Scout Cookies from a young, budding entrepreneur, you're supporting her success today and tomorrow. Girl Scout Cookies' proceeds stay local to:



1 Cover the costs of running the Girl Scout Cookie Program, including the costs of cookies, materials, and logistics.



2 Fund Take Action projects for the community and amazing girl-led adventures for troops.



3 Help councils provide Girl Scouts programs in STEM, the outdoors, life skills, and entrepreneurship, as well as camps, leadership training, and more!

TROOP PROCEEDS

Opting out of rewards is a girl/troop led decision and is **only** available for Girl Scout Cadettes, Seniors and Ambassadors.

PGA Selling	With Rewards	Without Rewards
0-275	\$0.66	\$0.71
276-325	\$0.71	\$0.76
326+	\$0.76	\$0.81

TROOP BONUSES

1. Troops who are paid in full with no uncollected accounts will receive a bonus of \$0.01 per box.
2. Troops with 80% participation will receive a bonus of \$0.01 per box. This bonus will **not** be calculated in eBudde and will be paid **after** the program ends. **To qualify:**
 - The troop must have 4 or more girls selling.
 - Each girl selling must have sold a minimum of 36 boxes.
 - The troop final paperwork is completed and submitted on time.

Proceed and Reward Guidance

- Proceeds may only be allocated to Girl Scout troops/groups for Girl Scout program activities. Cash based accounts may not be kept for or distributed to individual girls. All rewards earned by girls through product activities must support Girl Scout program experiences (such as camp, travel, and program events; but not scholarships or financial credits toward outside organizations).
- Opting out of rewards is a girl/troop led decision and is **only** available for Girl Scout Cadettes, Seniors and Ambassadors.
- Troops may not be split for the purpose of rewards.
- Girls in troops that opt out of rewards are still eligible for all initial order rewards, cookie program patches, top seller events, camp week and super seller reward levels.
- Council reserves the right to substitute a reward for equal or lesser value.
- The girl rewards structure can be found on the back of the order card. Rewards are cumulative except for patches.
- All rewards and events are non-refundable and non-transferrable.



Giving Back Locally and Globally

Gift of Caring

For various reasons, some customers do not want to buy cookies for themselves. With Gift of Caring, they have a chance to give to others while supporting Girl Scouting at the same time.

Our Council is proud to announce that for the 2022 Girl Scout Cookie Program, the USO of Hampton Roads and Central Virginia is our Gift of Caring agency. Cookies will be delivered to the USO who will then distribute the cookies to active duty or veterans of our armed services.



Participation Options

- When using the Council option, Virtual Gift of Caring (VGOC); collect money only; do not distribute cookies.
- When using the troop option, Troop Gift of Caring (TGOC); collect money and deliver cookies to the organization the girls are supporting no later than March 31, 2022. **A signed receipt is due with final paperwork.**
- VGOC cookies will be donated to the USO of Hampton Roads and Central Virginia.
- Girls get credit for every Gift of Caring box they sell toward their girl rewards and earn special rewards for selling 36, 120, and 216 Gift of Caring boxes.

How to Promote the Program

- Ask every customer to donate a box.
- Decorate a box of cookies with the Gift of Caring box wrap and display at your booth. Download a copy from the council cookie site.
- Create a donation box or can to use at your booths.
- Create a goal poster to use at your cookie booth.



In 2021, our Girl Scouts donated more than 51,000 boxes to the USO through the virtual program and over 14,400 boxes to more than 100 organizations throughout our council!



The Shoe That Grows

A Philanthropic Reward Program

Over 1.5 billion people suffer from soil transmitted diseases worldwide. Without shoes, children are especially vulnerable to soil-transmitted diseases and parasites that can cause illness and even death. Children who get sick miss school, can't help their families, and suffer needlessly. And since children's feet grow so quickly, they often outgrow donated shoes within a year, leaving them once again exposed to illness and disease. **Girl Scouts and The Shoe That Grows can change that.**

Girls can choose to make the world a better place in lieu of a reward item meaning she can mix and match donating shoes and picking a reward at a different levels in the reward structure.

Scan the QR code to learn more.



A shoe that expands 5 sizes and last for years!

Cookie Booths

All cookie booths are established by Council or a Service Unit Cookie Coordinator. Troops and families may not have a pop-up location or trunk sale.

Cookie Booth Adult/Girl Ratios

- Girl Scout Daisy, Brownie, Junior and Cadette booths must have at least two girls and two adults; at least one of the adults must be a registered Girl Scout.
- Girl Scout Senior and Ambassador booths must have at least one girl and one adult; who must be a registered Girl Scout. Girl and adult must be related.



Cookie Booths Tips

- Allow your Girl Scout to participate in as many booths necessary to reach her goals.
- Be on the lookout for booth sign-up information from your Troop Cookie Coordinator (TCC).
- Can't make a booth? Remember to contact your troop right away—if they cannot meet ratios the booth **MUST** be cancelled.
- Be sure to ask your TCC for the booth location setup and business rules.
- Wear warm clothing and dress in layers. Most booth locations are outside.
- Council does not cancel booths due to inclement weather. Caregivers must decide if they are ready to brave the weather conditions.
- Troop Cookie Stands are **DIFFERENT** than a caregiver and girl selling cookies in their yard or driveway. Contact your TCC to learn more.
- Cookies may **NOT** be left on the counter/shelf of a business for resale.
- Eye catching booths bring in the customers, share your design ideas and skills with the troop.
- Cookie “Booths in a Bag” may be purchased at the council retail shops. Contact shop@gsccc.org to learn more.

“Keep The Change”

- All monetary donations received during the cookie program are to support the Gift of Caring program.
- If a customer would like to support your troop, please contact customer care@gsccc.org for details on accepting troop donations.

Cookie Booth Policies and Etiquette

- Arrive and leave on time and come prepared.
- Wear your Girl Scout uniform or Girl Scout attire.
- Remember The Girl Scout Promise and Law. Be kind and considerate, friendly and helpful, respectful and a sister to every Girl Scout.
- Playing games, running around, “barking” or any similar forms of soliciting or badgering of customers is not appropriate booth behavior.
- Sell only Little Brownie Bakers products at your booth.
- Keep your money protected—don’t forget a counterfeit testing pen.
- Siblings and friends (non-Girl Scouts) are **NOT** to participate in booth sales.
- Leave the area clean. Take empty boxes home with you.



Safety & Social Media

An essential part of your action plan for a successful Girl Scout Cookie™ Season is reviewing safety guidelines with your Girl Scout. Girl Scouts® offers resources on girlscoutcookies.org/troopleaders.

BASIC SAFETY GUIDELINES

- **Show you're a Girl Scout**—Wear the Girl Scout uniform or other clothing to identify yourself as a Girl Scout.
- **Buddy up**—Always use the buddy system. It's not just safe, it's more fun.
- **Be streetwise**—Become familiar with the areas and neighborhoods where you will be selling Girl Scout Cookies®.
- **Partner with adults**—If you are a Girl Scout Daisy, Brownie or Junior you must be accompanied by an adult when taking orders or selling/delivering product. If you are a Girl Scout Cadette, Senior or Ambassador, you must “buddy up” when selling door-to-door. Adults must be present at all times during booth sales.
- **Plan ahead**—Always have a plan for safeguarding money. Avoid walking around with large amounts or keeping it at home or school. Deposit troop and council proceeds often.
- **Do not enter**—Never enter the home or vehicle of a person when you are selling or making deliveries.
- **Sell in the daytime**—Sell only during daylight hours, unless accompanied by an adult.
- **Protect privacy**—Girls' names, addresses and email addresses should never be given out to customers. Use a group contact number or address overseen by an adult for customers to request information, reorder or give comments. Protect customer privacy by not sharing their information. Girls should never take credit card numbers.
- **Be safe on the road**—Always follow safe pedestrian practices. Be aware of traffic when unloading product and passengers from vehicles.
- **Be safe online**—Girls must have their caregivers' permission to participate in all online activities and must read and agree to the GSUSA Internet Safety Pledge before conducting any online activities. Additionally, to participate in Digital Cookie must read and abide by the Girl Scout Digital Cookie Pledge, and parents/guardians must read and abide by the Digital Cookie Terms and Conditions for Parents/Guardians.

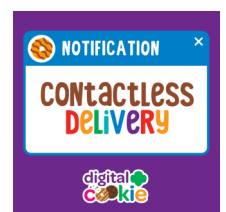


SOCIAL MEDIA AND ONLINE MARKETING

- The Girl Scout Cookie Program is a girl-led program and online marketing and sales efforts should always be led by a girl while also being supervised by her caregivers.
- Those engaging in online sales and marketing must review and apply the *Digital Marketing Tips for Cookie Entrepreneurs and Their Families* (girlscoutcookies.org/digitalmarketingtips).
- Sales links should **never** be posted to online resale sites (eBay, Facebook Marketplace, Facebook Swap, Virtual Yard Sales, Amazon, etc.).
- Social media ads are not be purchased or donated to promote sales links.
- Girls/Caregivers should consider truncating or removing their last name when using social media sites to protect their identity.
- GSUSA and GSCCC reserve the right to remove or disable the link for any reason including violation of guidance, inventory fulfillment issues, safety issues, or if sales and marketing activity goes viral and otherwise creates unanticipated disruption.
- Girls may use private Facebook, Twitter, Instagram, text messages, IMs, and emails as online marketing tools to let family, friends, and former customers know about the sale.
- Group sites (military, neighborhood, etc.) **are** allowed—provided the post is not on listed on the resale portion of the site.

SOCIAL MEDIA SHAREABLES

- How can you help tomorrow's female entrepreneurs promote their Girl Scout Cookie™ businesses? We've got all the social resources you need on [LittleBrownie.com](https://www.littlebrownie.com).



Tap into the Power of Digital Cookie

With the **Digital Cookie™ platform**, the Girl Scout Cookie Program you know and love is better than ever. Fun, easy-to-use tools help girls superpower their sale and go beyond the booth with online and mobile channels that make it easy for cookie fans near and far to support the sale.

That's more ways to participate, more ways to sell, more ways to buy and more ways to learn—nice! And guess what? Girls who used the platform in addition to traditional sales, sold more cookies and reached their goals faster—so amazing.



Why Digital Cookie?

- Mobile app available.
- Contactless girl delivery.
- Learning games and videos.
- Digital Cookie specific rewards.
- Credit card sales without the fees.
- Reports and sales stats.
- OCR scanning of credit cards.
- Larger order sizes.
- Gift boxes - customers choose their cookies!

Caregivers will receive an email to launch their Digital Cookie site in late December.

- Is your email correct in our membership database? Log in to your MyGS account to check and update. Need help? Contact customercare@gsccc.org.
- Have you checked your SPAM or JUNK folders for an email from "Girl Scout Cookies" <email@email.girlscouts.org>



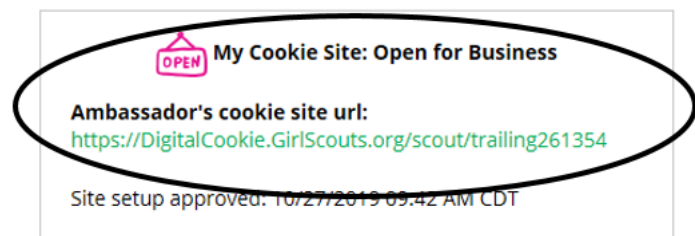
What can she do with the Digital Cookie platform?

With a fun, robust, hands-on interface, the Digital Cookie platform is an amazing learning experience for every girl. Through it, she has access to even more tools that teach her about marketing, budgeting, resource allocation, and other critical business skills—encouraging and guiding her as she makes her way to cookie boss success.

On the platform, girls can set their cookie goals, track their progress, manage orders and inventory, learn Internet safety skills, and more—all while they earn age-specific Cookie Business badges and explore ways to help others by investing their earnings back into their communities.

Social Media Shareables

Create colorful social media posts that include your Girl Scouts Digital Cookie storefront URL. The URL can be found on your Girl Scout's Digital Cookie dashboard.



Digital Cookie in 4 Easy Steps



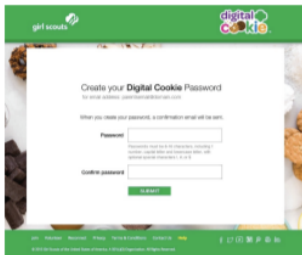
4 Easy Steps to Get Movin' with the Digital Cookie™ Platform!

This cookie season superpower your sale by expanding your efforts from the booth to the web. Why? Because adding online and mobile channels to your sale can help you reach more cookie fans than you ever imagined. That's right! With the Digital Cookie™ platform you can market everyone's favorite cookies—with a purpose to customers down the block or across the country from the comfort of your couch. AWESOME.

Here are 4 easy steps to jump into the fun, and slay those cookie sale goals like a true cookie boss!

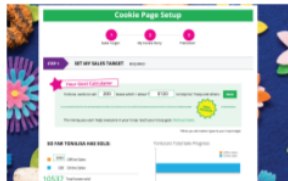
1 Register

To sign up to use the Digital Cookie™ platform, just keep an eye out for a registration email coming to you a few weeks before cookie season starts.



2 Set Up Your Site

In just a few minutes, you can set up your sale goal, share your cookie story, and upload a fun picture or video. Then you're ready to save, review, publish, and...done!



3 Invite Customers

Manage your cookie customer list and easily send ready-to-use emails inviting people to support your sale. You can also promote your personalized cookie site link on Facebook with friends and family.



4 Track Your Goal

See how close you are to reaching your goal by tracking the number of boxes sold and orders placed, as well as sales by delivery type and cookie variety. You can even include offline sales to see your total progress—yum!



Visit digitalcookie.girlscouts.org/help-overview for FAQ's, tip sheets, instructional videos and to request additional support.

Money & Cookies — What Every Family Needs to Know

MONEY MATTERS

- Payment is collected when delivering cookies.
- Use the Digital Cookie mobile app when customers want to pay by credit card. The mobile app has **THREE** delivery methods: direct ship, girl delivery (you need more cookies to fill) and in-hand (you have cookies on hand).
- Do **NOT** pay your troop for cookies ordered on Digital Cookie—payment is automatic.
- When picking up from your troop **ALWAYS** request a receipt for cookies received and for payments made to your troop.
- Turn in payments collected often; the safest place for money is in the bank.
- Troops are required to complete an Uncollected Form for any caregiver who is not paid in full.
- Returned checks will be handled by Global Check Recovery and will be assessed a return fee. Global Check Recovery can be reached at 1-866-524-3339.
- **Final payments are due to the troop no later than March 29, 2022.**

INVENTORY MANAGEMENT

- Adults are financially responsible for cookies received.
- Girls are **NOT** required to bring their own cookies to booth sales.
- Order cookies from your Troop Cookie Coordinator throughout the program.
- Council volunteers host more than 15 cookie cupboards from Williamsburg down to the Outer Banks and everywhere in between! They are **OPEN** for business the entire cookie program—troops can visit as often as needed.
- If you receive damaged cookie boxes return them immediately to your troop.
- If your customer has product quality concerns ask them to contact Little Brownie Bakers directly at 800-962-1718. Little Brownie will send a replacement and/or refund.

Top Seller Rewards

Top Seller Rewards are in ADDITION to all of the fun rewards listed on the order card! Girls are eligible for all top seller rewards even if the troop opts out of order card rewards.

900+ Boxes

Super Seller Club

Girls earn points based on the number of boxes sold. These points are redeemable for AWESOME rewards that GIRLS get to choose! Turn the page to see your options!



1,250+ Boxes

Cookie Entrepreneur Officer

All girls who sell 1,250+ boxes of cookies are will enjoy a day out at Latitude Climbing and Fitness located at Pembroke Mall in Virginia Beach.



1,750+ Boxes

Free* Week of Girl Scout Camp or Lifetime Membership

Girls who sell 1,750+ boxes will be able to choose to spend one week at either a GSCCC resident or day camp during the summer of 2022. Graduating high school seniors **only** will receive a lifetime membership.

**Does not include the camp deposit.*



LIFETIME
MEMBERSHIP

216+ Gift of Caring Boxes

Night with Norfolk Tides

Girls who sell 216+ gift of caring boxes will get together for a fun-filled night at Harbor Park.



Top 10 Council Sellers

National Zoo Day Trip

Our top Girl Scout entrepreneurs will spend the day with our CEO, Tracy Keller at the National Zoo in Washington DC.



Top 10 Digital Cookie Sellers & Top Seller at Each Girl Scout Level

Cookie Hoodie

Celebrate your success with a unique hoodie!



Super Seller Club

Individual girls who sell 900+ boxes of cookies qualify to become a member of the Super Seller Club. Girls earn points based on the number of boxes sold and can spend their points on any combination of Super Seller rewards.

Girls will make their selection via survey in early April. Girls who do not respond to the survey will receive GSCCC certificates as the default choice.

One Point

- \$25 GSCCC Gift Certificate
- Portable Cornhole
- The Shoe that Grows-1 pair



Two Points

- Acrylic Paint Set
- Science and Engineering Construction Kit
- LED Light Strip



Three Points

- JBL Portable Speaker
- 32oz Hydroflask
- 32in Skateboard



Five Points

- Waterproof Camera
- Hammock Camping Chair
- Giant Jenga



Seven Points

- Drone with Camera
- Jet Boil
- Koala Adoption from WWF



Eight Points

- Apple AirPods
- 2 Person Camp Tent



Eleven Points

- Coleman Portable Grill
- Inflatable SUP



Thirteen Points

- HP Stream Laptop
- Nintendo Switch



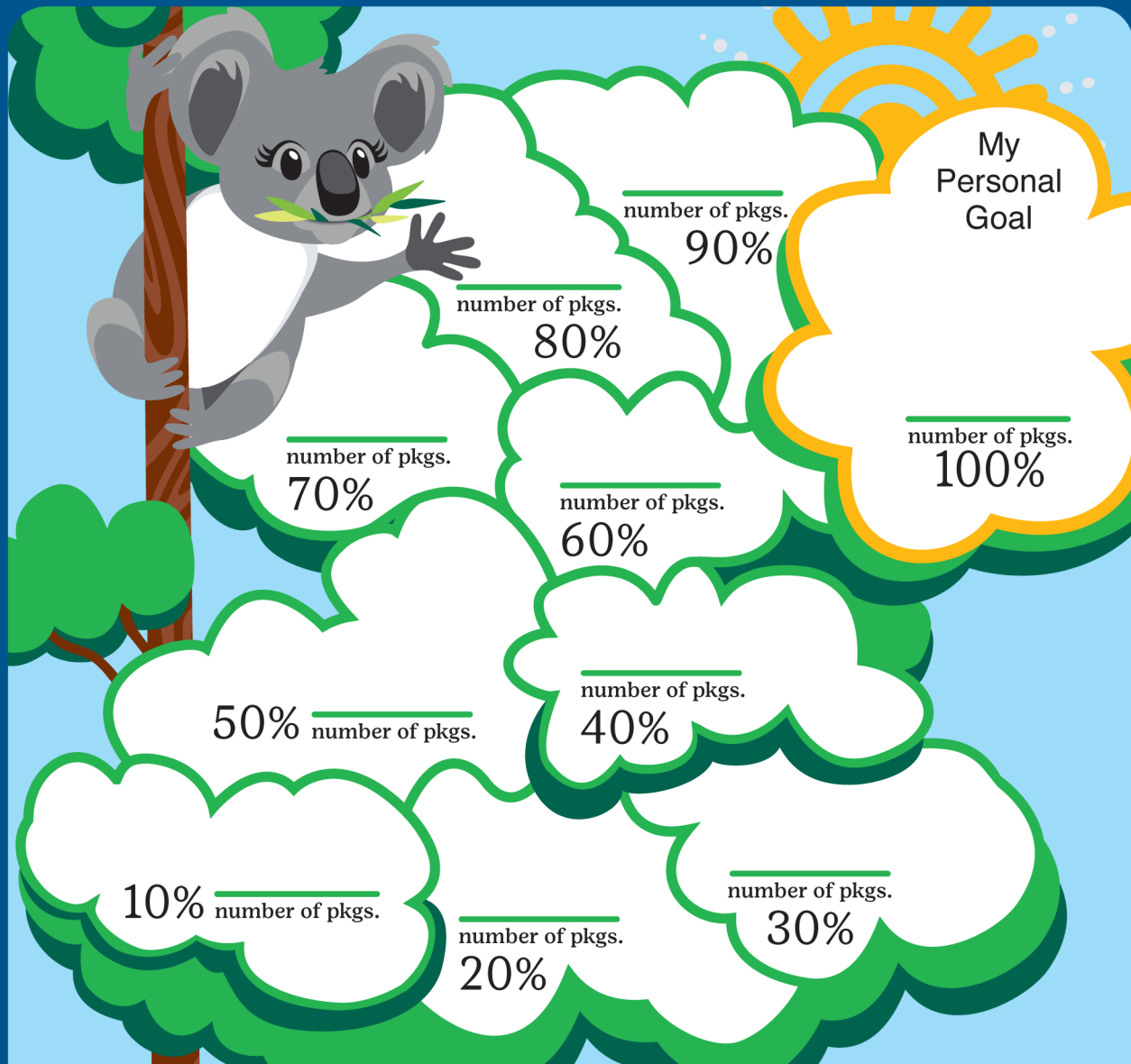
Eighteen Points

- Apple iPad
- Canon EOS Rebel DSLR



Points	Boxes Sold	Points	Boxes Sold	Points	Boxes Sold	Points	Boxes Sold	Points	Boxes Sold	Points	Boxes Sold
1	900-999	6	1400-1499	11	1900-1999	16	2400-2499	21	2900-2999	26	3400-3499
2	1000-1099	7	1500-1599	12	2000-2099	17	2500-2599	22	3000-3099	27	3500-3599
3	1100-1199	8	1600-1699	13	2100-2199	18	2600-2699	23	3100-3199	28	3600-3699
4	1200-1299	9	1700-1799	14	2200-2299	19	2700-2799	24	3200-3299	29	3700-3799
5	1300-1399	10	1800-1899	15	2300-2399	20	2800-2899	25	3300-3399	30	3800-3899

Goal Tracker



How high can you climb?

Write your personal cookie package goal in the space above 100%. Include your smaller goals along the way. (Adults can help if you need it.) Color in each area as you make your way to the top!