

# 2024 Volunteer Training





**Diane Flanagan, CEO**

**Cliff McBride, Board Chair**

**Aggie Reyes, VP of Program**

**GSESC Staff**

**For All You Do!**

# CONGRATULATIONS CLIFF!

Congratulations to our Board Chair, Cliff McBride! He has been appointed to the Movement Governance Advisory Team. He will work in conjunction with the National Board and the 56th and 57th National Council Sessions 2023-2026. This is a huge honor for Cliff (and for us) and we couldn't be more proud of him!

[#manenoughtobeagirlscout](#)





# Girl Scout Promise

**On my honor, I will try:  
To Serve God and my country,  
To help people at all times,  
And to live by the Girl Scout Law.**



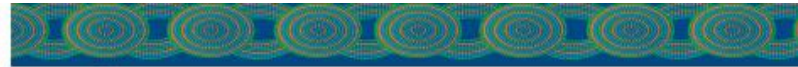


# Girl Scout Law

**I will do my best to be  
Honest and fair,  
Friendly and helpful,  
Considerate and caring,  
Courageous and strong, and  
Responsible for what I say and do.  
And to  
Respect myself and others,  
Respect authority,  
Use resources wisely,  
Make the world a better place, and  
Be a sister to every Girl Scout.**



# Email form to Deborah ASAP first come, first serve



girl scouts  
of eastern  
south carolina

**\*New! Allergen free recipe**

**\*Made with real chocolate**

**\*Re-sealable pouch**

**\*Order by case (12 per case)**

**\*\$5.50 per package**



**Service Unit:** \_\_\_\_\_ **Troop #** \_\_\_\_\_

**Leader Name:** \_\_\_\_\_ **Phone#** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**# of Gluten Free - Caramel Chocolate Chip cases needed** \_\_\_\_\_

**X** \_\_\_\_\_  
Signature acknowledges troop mentioned above is financially responsible

**Reminder this one-time order will be delivered along with your initial order  
Must be emailed to [deborahpaisley@girlscoutseasc.org](mailto:deborahpaisley@girlscoutseasc.org)**

**\*\*\*Deadline October 23, 2023\*\*\***

# Forms

## Cookie Envelope 1 per Troop



### Helpful step-by-step tips for the 2024 Cookie Season



**Prepping for cookie pick up**

- Cookie delivery week is 1/3 and the megis drop (warehouse pick up) is 1/12.
- Have your vehicles empty and ready to be loaded. If you are using more than one vehicle, the largest vehicle will be loaded first. If in doubt, bring another vehicle.
- Avoid bringing children for the safety of everyone.
- Must bring another adult as the "courtesy" for cookies.
- Once your vehicle has been loaded and you have signed for your cookies, you are responsible for them. Please note discrepancies BEFORE signing and leaving.

**Initial Order**

- Log in to ABC Smart Cookie.
- Click on orders > troop initial order.
- Enter the number of **PACKS** you would like to order.
- When you have reached Caramel Chocolate Chip enter the amount you pre-ordered in October, click save.
- A location page will appear, click your preferred location, date and time of day, click save.
- You can click ready to review to let your SU know that you have completely finished your order.

**To Place:**

- Click reports > current > orders > troop initial orders > go to report.

**To Change Order:**

- Click orders > troop initial order > scroll to bottom & take the "ready for review" off.
- As long as it is before the deadline of 12/14 you can change your order.
- Click save.

**Booth Sales**

**To select a cookie booth:**

- Select booth > schedule booth > filter by how you would like to view booths > apply.
- Click on location > calendar will pop up > choose available time and date > save.
- Booth will appear in reservation list and you will receive a confirmation email.

**Key Terms:**

**Minimum Booth:** Walmart, Neighborhood Walmart, and Smart's Club.

**Leasehold stand:** a table or wagon in your own yard with your own Girl Scout cookies for passing public to buy. Does not have to be in ABC smart cookie.

**Troop only booth:** booth secured by troop at a church, school or private business. Permission must be given by appropriate officer/pastor. No chain store are allowed to be troop only booth.

**Parent/Child:** booth that a parent/guardian can have with their daughter(s). You cannot have another Girl Scout from another family.

**Illegal cookie booth:** You cannot sell out of the trunk of your vehicle in a parking lot or abandoned lot, for the safety of the girls. If you or one of your parent is caught doing this, you will be given a verbal warning the first time. If it is done again, you may lose future cookie booths for your troop. If your booth is not in ABC Smart Cookies, it is an illegal cookie booth.

**To release a cookie booth:**

- Navigate to Booths My reservations
- Click the three dots at the end of the row to open the menu (View Booth Details, Smart Booth Divider, Remove Reservations)
- Click on Remove Reservations
- Confirm that you want to remove the reservation.

**Smart Booth Divider**

- Click booth > select the 3 dots on the right hand side of the booth you want to divide > smart booth divider.
- Input the packages for each cookie sold at the booth, click save and distribute sales.
- Select which girls were at the booth, click continue.
- Distribute any leftover cookies and click save.
- If you would like to divide up all the booth sales among the girls at the end of the sale, you can follow the first two steps per booth, then click save and go back. This will help keep troop inventory accurate.
- At the end of the sale go to the booth page and scroll down to click the distribute total sales. This will help you divide up all the booth cookies among the girls, click save.

**Rewards**

- Click rewards > recognition order.
- Go to the drop-down menu and select order type "rewards"
- Each girl will be marked unread and some will have a red warning symbol.
- If the girl has a red warning symbol click the arrow next to it > expand all to see all reward credited to that girl > if a choice needs to be made at a level you will see a white warning flag and will need to select what reward the girl wants > save.
- Extra tab contains automatically earned items such as patches and direct ship rewards. If a choice needs to be made you will see a white warning flag > choose item if needed > save.
- Click message recognition order at bottom of the page to return the main message recognition order page.
- Once order is complete click on the check mark to submit your order on the right side of row to fully submit your rewards.

**Transfers to girls**

- Click orders > transfer order > select type of transfer (select troop to girl)
- Choose which girl to transfer to > click apply.
- Use package column and enter quantity of PACKAGES to transfer, click save.

**Allocating Troop direct ship cookies**

- Manage Orders Menu > Troop Direct Ship Orders.
- New orders needing to be distributed will be in the status "Pending distribution" highlighted in red.
- Scroll to the bottom of the page and click on the Distribute orders to girls button
- Select the girls to transfer credit to, then click continue.
- The Troop Direct Ship Orders Divider will distribute all sales as evenly as possible.
- Distribute any remaining packages highlighted in red.
- Click Save when done.
- Repeat as needed for any new sales.

**Digital Cookie (DC24)**

- This year GSEUSA has created a new system to unify both cookie buyers. It is called Digital Cookie.
- Digital cookie is for the Girl Scout and the customer.
- More information will come as GSEUSA releases more information to councils.
- "There will be tip sheets on GSESC's website with instructions on to work the new site."

**Reconciliation & Reporting**

- Make sure all cookies are allocated to girls.
- Click reports > inventory and delivery > troop on hand inventory to view cases that need to be allocated to girls.
- To access troop balance summary report click reports > finances > troop balance summary.
- To access girl balance summary report click reports > finance > girl balance summary.
- To access summary of recognition order click reports > rewards > recognition order summary by girl. From there you can filter through girl and types of rewards.

**Social media**

To be featured on our Social media please email all pictures and details to Ashley at [ashley@dd@gseac.org](mailto:ashley@dd@gseac.org)



**Cookie Council Contacts:**  
 Deborah Paisley [dpaisley@gseac.org](mailto:dpaisley@gseac.org) questions and forms  
 Ashley Barefield [abarefield@gseac.org](mailto:abarefield@gseac.org) booths, reports, and social media  
 Danielle Sykes [dsykes@gseac.org](mailto:dsykes@gseac.org) Florence and Myrtle Beach cookies  
 Aggie Reyes [areyes@gseac.org](mailto:areyes@gseac.org) VP of Product Program

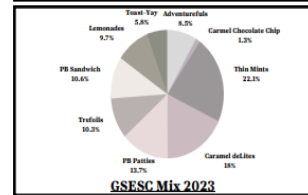


### Cookie Box Sizes:

Cookie Variety	Net Weight	Number of Cookies	Packaging
Thin Mints	9 oz	32	2 foil sleeves, carton
Caramel deLites	7 oz	15	Foil wrapped tray, carton
Peanut Butter Patties	6.5 oz	15	Foil wrapped tray, carton
Trefoil	9 oz	20	2 clear sleeves, carton
Lemonades	8.5 oz	16	Single tray, overwrap
Peanut Butter Sandwich	8 oz	20	2 cello sleeves, carton
Toast-yay!	8.5 oz	16	Foil wrapped tray, overwrap
Adventurefuls	6.5 oz	15	Foil wrapped tray, carton

**How the cookie crumbles**

- Girl Scout Leadership Experience - \$2.94
- Troop Proceeds - \$0.85
- Girl Recognitions - \$0.20
- Service Unit - \$0.01



- Important dates**
- 12/2 Girls MUST be registered as a Girl Scout
  - 12/7 Volunteers and Parents get access to Digital Cookie
  - 12/8 Only online sales begin
  - 12/10 Troop initial order
  - 12/11 SU initial order
  - 1/6 Cookie Rally
  - 1/13 Cookie sales start
  - 1/13-15 Cookie delivery week
  - 1/12-14 Round 1 cookie booth selections
  - 1/19 Booth sales start
  - 1/15 Round 2 cookie booth selections
  - 1/18 Final round of cookie booth selections
  - 2/9 1st ACH
  - 3/8 2nd ACH
  - 2/23-25 Bling My Booth Weekend
  - 3/17 Cookie sale ends
  - 3/24 Money due to troop by girl
  - 3/27 Girl rewards due, transfers due
  - 3/29 SU locked out
  - 4/5 Final ACH
  - Rewards come in end of May-June

### Cookie Program Resources:

- SMART COOKIES TECH SUPPORT IS ALWAYS OPEN**
  - Call 1-800-853-3730
  - Email [ABCSmartCookieTech@hearthsidefoods.com](mailto: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/ABCcookies>
- RALLY GUIDE, ALLERGEN FLYER, TROOP GOAL POSTER, COOKIE CALCULATOR, STANDARD FORMS**
  - <https://abcsmartcookies.com/resources/>
- COOKIE VARIETY DETAILS, NUTRITIONAL INFORMATION**
  - [www.abcsmartcookies.com/cookies](http://www.abcsmartcookies.com/cookies)
- FlickR ART GALLERY FOR VOLUNTEERS**
  - Create your own flyers with seasonal clip art.
  - <https://www.flickr.com/photos/abcbakersvolunteergallery/albums>
- GSESC COOKIE PAPERWORK**
  - <https://www.girlscoutsofsc.org/en/cookies.html>



# Forms NEW: GSUSA ID Number needed for access Troop Cookie Manager Position Form 1 per Troop

## Girl Scouts of Eastern South Carolina Troop Cookie Product Manager Position Description



### PURPOSE OF POSITION:

To manage and administer Girl Scout Cookie Program to all girls within their troop.

### ACCOUNTABILITY:

One year beginning in November. This position is appointed by Troop Leader.

### QUALIFICATIONS:

- Must be in good standing with Girl Scouts of Eastern South Carolina, No troop delinquency or outstanding financials.
- Be a current registered member of Girl Scouts of America and at least 18 years of age.
- Accept and adhere to the purpose and principles of Girl Scouting, GSUSA and the Council.
- Demonstrate strong organizational skills, problem solving, supervisory skills and effective time management.
- Have a good working knowledge, acceptance, and willingness to promote Council's goals, objectives, policies and procedures.
- Ability and willingness to make decisions, delegate responsibilities and work with adults from diverse backgrounds.
- Have strong computer skills to ensure accurate and consistent data entry.

### RESPONSIBILITIES:

- Attend council training for Girl Scout Cookie Product Program.
- Verify that all girls participating are registered for the current membership year.
- Protect girl and GSESC assets (product, monies and documents) at ALL times.
- Coordinate troop meeting to provide instruction to parents and girl members to include the following:
  - Girl safety
  - Goal setting, individual girl goals as well as a troop goal
  - Promote leadership experience outcomes
  - All deadlines for submission of orders and money
  - Distribution of product and awards and the importance of receipts
  - Money collection and cash management procedures
  - Ordering and distribution of girl awards
  - GSESC collection procedures for delinquencies/NSF
- Enter all required data onto ABC Smart Cookies website: troop contact, girl names, orders, payments, deposits
- Submit troop product, recognition orders and required documents to Product Sales Department by established due date.
- Pick up and distribute product and recognitions promptly and appropriately.
- Issue signed receipts for ALL transactions of awards and money.
- **Keep accurate records and copies of troop documents and all deposit slips.**
- Document and report all girls with delinquent balances by established date.
- Meet with Product Sales Department to submit and verify all final reports, deposit slips, any girl delinquent information, evaluation and other documents, product or recognitions as needed.
- Assume full responsibility for product, money, recognitions and documents while in your possession.
- If money and/or product is stolen, a police report needs to be filed immediately and the council needs to be notified. Additionally, the loss needs to be reported to your private insurance carrier. Ultimately, the individual who lost the money/product is financially responsible for the loss to the council. Please stress the importance of this information to the girls and their parents/guardians.
- Failure to turn in all monies and related documents on time may result in charges and prosecution as allowed by law.

SERVICE UNIT: \_\_\_\_\_ TROOP #: \_\_\_\_\_

## Girl Scouts of Eastern South Carolina Troop Cookie Product Manager Position Description

### Circle Troop level(s):

Daisy    Brownie    Junior    Cadette    Senior    Ambassador

### Please print clearly and fill out completely

Troop #: \_\_\_\_\_ Service Unit Name: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Phone/Cell: (    ) \_\_\_\_\_ Work: (    ) \_\_\_\_\_

Email Address: \_\_\_\_\_

By signing, I affirm that I have read and understand the information above and agree to fulfill the responsibilities for the position. I fully understand that failure to turn in all monies and related document on time may result in collection procedures up to and including prosecution as allowed by law.

Troop Cookie Manager Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### **New!**

I acknowledge that I will transfer cookies to girls in my troop via ABC Smart Cookies and give them credit for all cookies sold to include Digital Cookie sales, booth sales and Cookies for a Cause sales by March 22, 2023. If I do not complete by this date, I understand that the girls in my troop will not receive credit/recognitions for those sales, and the Council will not be able to order or replace those items after that date.

Troop Cookie Manager Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please turn into Deborah Paisley at [deborahpaisley@girlscoutseca.org](mailto:deborahpaisley@girlscoutseca.org)

# Forms

## ACH Form 1 per troop



### ACH DEBIT AUTHORIZATION

2023 Fall Product Program  
2024 Cookie Program

**Complete and return to Council after completion of training.  
You will NOT be granted access to M2 site or ABC Smart  
Cookies if form is not turned into Council prior to selling.**

Troop#: \_\_\_\_\_ Service Unit Name: \_\_\_\_\_  
(ALL 5 Digits)

ATTACH VOIDED TROOP CHECK HERE

My troop does not have checks.

Bank Name \_\_\_\_\_

Routing Number \_\_\_\_\_ Account Number \_\_\_\_\_

**This form is to be used by all GSESC Troops to authorize ACH debit transactions during the 2023-2024 Fall Product and Cookie Programs.**

*Troop acknowledges and agrees to:*

1. GSESC will debit the above troop bank account according to the instructions provided during training for the 2023-2024 Cookie and Fall Product Programs.
2. Troops are responsible to deposit sufficient funds to cover these debits, and will be responsible for any resulting non-sufficient funds (NSF) charges.
3. Refer to training power points for ACH procedures and dates.
4. Troop expressly authorizes GSESC to repeat debits that fail for any reason.
5. Troop agrees to work closely with GSESC to pay all amounts due to the Council in any manner agreed to by both parties.
6. Troops understand that they may not participate in the Cookie Program nor the Fall Product Program until ACH Debit Authorization is received by the Council.

This authorization must be signed by an authorized check signer for the troop.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Position: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Email forms to Deborah Paisley for access  
[deborahpaisley@girlscoutseasc.org](mailto:deborahpaisley@girlscoutseasc.org)

843.300.0263

# NEW Annual Troop Finance Report

Bank information must be turned in by July 15<sup>th</sup> to participate in Product Sales and to receive EB incentives

## 2023-2024 Annual Troop Finance Report

Due July 15, 2024

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### Important:

- **DEADLINE:** July 15, 2024
- The account must have two (2) signers who are unrelated.
- Only one (1) signature is now required on the Troop checks
- All Troops must upload either:
  - Bank Statements July 2023 through June 2024
  - Statement of all Transactions July 2023 through June 2024
  - Troop Owned Equipment Form (if applicable)
- All Troops must have the *Corporate Resolution Regarding Financial Arrangements of Corporate Subunits* on file with their bank
- Troops can now use PayPal, Venmo, Apple Pay and other online payment tools
- Troop Financial Report **MUST** be completed to gain access to Product Sales
- If Troop Financial Report is not completed by July 15 Troop will no receive Early Bird (EB) incentives

Troop Number \*

Grade Level \*

- Daisy
- Brownie
- Junior
- Cadette



# Forms

## Cookie Order Form 1 per girl

girlscouts.org  
girlscoutsofamerica.org

Girl Scout Cookie Program 2023

NAME \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_  
 STATE \_\_\_\_\_ ZIP \_\_\_\_\_

**Safe Seller Tips**

1. **Share your ID to your buyer.** You will need to provide your ID to your buyer to verify your identity and ensure you are a safe seller.
2. **Build up your reputation.** The more cookies you sell, the more reviews you will receive, which will help you build a strong reputation.
3. **Be transparent.** Provide accurate information about your cookies, including ingredients and allergen information.
4. **Partner with adults.** Adults can help you with tasks like packaging and shipping, and they can also help you with customer service.
5. **Plan ahead.** Start planning for your cookie sale well in advance, so you have enough time to prepare and package your cookies.
6. **Be the Extra Mile.** Consider offering a variety of cookie flavors and sizes, and providing excellent customer service.
7. **Get to the Seller.** Make sure you are in a good location for your cookie sale, and that you have enough space to display your cookies.
8. **Protect Privacy.** Do not share your personal information with anyone, and be careful about what you post on social media.
9. **Be Safe on the Road.** If you are driving to a cookie sale, make sure you are safe, and that you have enough gas to get home.
10. **Be Safe Online.** Do not share your personal information online, and be careful about what you post on social media.

**Direct Ship**

**Raspberry Rally**

**Nutrition Facts**

Calories 130

Calories 140

Calories 150

Calories 120

Calories 160

Calories 130

Calories 140

Calories 170

**Adventurefuls™**  
SWEETLY FLAVORED WITH GOREE NATURAL FLAVORS

**Toast-Yay!™**  
Fluffy, toast-shaped cookies, dipped in delicious icing.

**Lemonades™**  
NATURALLY AND ARTIFICIALLY FLAVORED! Zesty slices of lemon blend with a refreshingly tangy lemon-flavored icing.

**Thin Mints™**  
NATURALLY AND ARTIFICIALLY FLAVORED! Minty goodness on a buttery, chocolate-dipped wafer.

**Peanut Butter Patties™**  
Candy-coated peanut butter patties, dipped in a smooth, chocolate icing.

**Caramel deLites™**  
Candy-coated peanut butter patties, dipped in a smooth, caramel-flavored icing.

**Peanut Butter Sandwiches™**  
Thin and crunchy wafers, sandwiched with creamy peanut butter filling.

girlscouts | ABC **ABC** **ABC**

**\$4.00**  
Per Package

First Name \_\_\_\_\_ Troop # \_\_\_\_\_  
 Adult Contact's Name \_\_\_\_\_  
 Adult Phone Number \_\_\_\_\_

#	Last Name (Print)	Address	Phone/Email	Number of Packages	Amount Due	Units Available
1						1
2						2
3						3
4						4
5						5
6						6
7						7
8						8
9						9
10						10
11						11
12						12
13						13
14						14
15						15
16						16
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34						34
35						35
36						36
37						37
38						38
39						39
40						40
41						41
42						42
43						43
44						44
45						45
46						46
47						47
48						48
49						49
50						50
<b>Total</b>						

**Raspberry Rally™**  
Candy-coated peanut butter patties, dipped in a smooth, raspberry-flavored icing.

Girl Scout Cookie™ proceeds stay local to power unique and amazing year-round adventures for girls in your local community.



# Forms

## Rewards Insert 1 per girl

**COOKIE 2024 Rewards**

- Theme Patch 70+ Packages
- Vinyl Sticker & Silicone Wristband 100+ Packages
- Lanyard 175+ Packages
- Pen/Stylus & Note Pad 250+ Packages
- Axolotl Charm & Bracelet 350+ Packages
- 1 Axolotl PBJ's 450+ Packages
- Axolotl Socks 550+ Packages
- Small Axolotl Plush 625+ Packages
- Large Axolotl Pillow OR Build-A-Bear Experience 800+ Packages
- Resident Camp OR Day Camp OR Ceramic Painting Experience on 5/18/24 1300+ Packages
- Beach Bundle OR Fashion Bundle 1700+ Packages
- Wireless Headphones of Choice OR Record Player 2500+ Packages
- Loungify Backpack OR Crocs with Jibbitz 2900+ Packages
- The Lion King on Broadway in Charlotte NC in 8/10/24 @ 2pm 4500+ Packages
- 7-Day Cruise from Miami FL 6/16-23/24 6200+ Packages
- Laptop OR 5-Day Carnival Cruise from Jacksonville FL 7/22-27/24 3500+ Packages
- 2023 Top Cookie Seller Isabella A. 11,492 Packages

girl scouts of eastern south carolina

# OWN YOUR magic

Send 18+ emails  
50+ Packages sold through Cookies For A Cause

2024  
500+

Once Girl Scout reaches 500+ packages, she will receive a 2024 patch & the highest level bar that she achieved.

- All rewards are cumulative with the exception of achievement bars.
- 2024 cookie rewards are earned and chosen by each individual girl by selling via order card, booth sales, online girl delivery, and cookies for a cause. Troops earn \$.85 per package.
- Colors and product availability may vary.
- If item shown is not available, we will substitute a like item.
- Reward of resident camp is equal to the amount of a \$350 camp. If Girl Scout chooses to do a camp over that amount she must pay the difference.
- Day camp is valued at \$250 for those Girl Scouts that are not ready for resident camp. There will be no extra value awarded or credited.

GSESC Current-Sea may be selected in place of reward. Current-Sea may be used at any GSESC shop, GSESC hosted/sponsored events, and summer camps (resident camp, day camps, TAC, trading post) OR may be reimbursed for Girl Scout programmatic events or supplies.

GSESC Current-Sea Packages	Reward
70-99	Theme Patch
100-174	\$5
175-249	\$5
250-349	\$5
350-449	Avatar Patch & \$10
450-549	\$10
550-624	\$15
625-799	\$25
800-1299	\$40
1300-1699	\$50
1700-1999	\$65
2000-2499	\$80
2500+	\$100





# Forms

## Parent Permission 1 per girl



### Girl Scouts of Eastern South Carolina 2024 Cookie Program Parent/Guardian Permission & Responsibility Form

My Girl Scout, \_\_\_\_\_, a member of Troop \_\_\_\_\_, has my permission to participate in council sponsored 2024 Cookie Product Program.

**My signature below acknowledges that:**

- I understand that my daughter must be registered as a Girl Scout for the October 1, 2023, through September 30, 2024 membership year.
- I understand that I am financially responsible for any orders submitted by me to the troop leader.
- I understand that any product ordered or unsold cannot be returned to or exchanged at the council or by the leader.
- I understand that my daughter cannot sell prior to the sale dates, and I understand that my daughter may be penalized to early orders and my not receive credit for orders received before specified sales dates.
- I accept responsibility to meet all troop deadlines outlined by my daughter's troop leader.
- I understand that all products are promptly delivered to customers and monies owed by me are paid on weekly basis to the troop leaders. Total monies will be paid in full no later than the established deadline.
- I understand that if all money due by me is not paid and a discrepancy report is turned into the council, she will not be entitled to receive recognitions. Once payment is made my daughter will only receive current-sea.
- I understand that outstanding accounts will be turned over to a collection agency by the council at the conclusion of the sale and any collection cost will be added to the amount owed.
- I understand that all monetary proceeds belong to the council and the troop and are not to be retained by individual girls as their property.
- I understand that due to the rising cost of recovering money from "Non-Sufficient Funds" checks, I will not accept personal checks over the amount of \$75.00.
- I understand that my daughter will only accept preprinted checks with the issuer's address. It is required that girls record the telephone number and driver's license number of the issuer on the face of the check. The council cautions against accepting out-of-state checks.
- I understand that for my daughter to participate in the cookie program, I cannot have any outstanding debts with the council.
- I agree to accept financial responsibility, including prompt payment for all products and money my daughter receives and will also see that she always has adult guidance.

**Girl Choices:**

- \*Girl choices for recognitions are made at each level through their Digital Cookie site.
- \*Once choices are made, recognitions CANNOT be changed or substituted.

**\*I understand that I will verify that my troop leader has given my daughter credit for all cookies sold by my daughter to include Digital Cookie sales, booth sales and Cookies for a Cause sales by March 22, 2023. If this is not complete by this date, I understand that my daughter will not receive credit/recognitions for those sales, and the Council will not be able to order or replace those items after that date.**

Parent/Guardian Name (print): _____
Mailing Address: _____
Phone/Cell: (    ) _____ Work: (    ) _____
Email Address: _____
Parent/Guardian Signature: _____ Date: _____

# Forms

## CFAC 1 per Troop and Raffle Tickets 1 per Troop

girlscouts  
of eastern  
south carolina

**COOKIES  
FOR A  
CAUSE**

**Get a box - Give a box**

Cookies for a Cause is a wonderful way to show our troops we are thinking of them. Girl Scout cookie are not only tasty, but a great American tradition!

DONATE TO THE MILITARY

<p>girlscouts of eastern south carolina</p>	<p>girlscouts of eastern south carolina</p>	<p>girlscouts of eastern south carolina</p>	<p>girlscouts of eastern south carolina</p>
<p><b>Enter to win a ONE YEAR Supply of Girl Scout Cookies!</b></p>	<p><b>Enter to win a ONE YEAR Supply of Girl Scout Cookies!</b></p>	<p><b>Enter to win a ONE YEAR Supply of Girl Scout Cookies!</b></p>	<p><b>Enter to win a ONE YEAR Supply of Girl Scout Cookies!</b></p>
<p>Purchase 12 packages of cookies and you can win a year supply of Girl Scout Cookies (6 cases.) We will also draw a 2<sup>nd</sup> prize winner who will win a 6 month supply (3 cases.) Fill out and mail by March 11, 2023 7257 Cross County Rd. N. Charleston, SC 29418</p>	<p>Purchase 12 packages of cookies and you can win a year supply of Girl Scout Cookies (6 cases.) We will also draw a 2<sup>nd</sup> prize winner who will win a 6 month supply (3 cases.) Fill out and mail by March 11, 2023 7257 Cross County Rd. N. Charleston, SC 29418.</p>	<p>Purchase 12 packages of cookies and you can win a year supply of Girl Scout Cookies (6 cases.) We will also draw a 2<sup>nd</sup> prize winner who will win a 6 month supply (3 cases.) Fill out and mail by March 11, 2023 7257 Cross County Rd. N. Charleston, SC 29418</p>	<p>Purchase 12 packages of cookies and you can win a year supply of Girl Scout Cookies (6 cases.) We will also draw a 2<sup>nd</sup> prize winner who will win a 6 month supply (3 cases.) Fill out and mail by March 11, 2023 7257 Cross County Rd. N. Charleston, SC 29418</p>
<p>Name: _____</p>	<p>Name: _____</p>	<p>Name: _____</p>	<p>Name: _____</p>
<p>Address: _____</p>	<p>Address: _____</p>	<p>Address: _____</p>	<p>Address: _____</p>
<p>Phone: _____</p>	<p>Phone: _____</p>	<p>Phone: _____</p>	<p>Phone: _____</p>
<p>Email: _____</p>	<p>Email: _____</p>	<p>Email: _____</p>	<p>Email: _____</p>
<p>Girl Scout Full Name: _____</p>	<p>Girl Scout Full Name: _____</p>	<p>Girl Scout Full Name: _____</p>	<p>Girl Scout Full Name: _____</p>
<p>_____</p>	<p>_____</p>	<p>_____</p>	<p>_____</p>
<p>Troop: _____</p>	<p>Troop: _____</p>	<p>Troop: _____</p>	<p>Troop: _____</p>


# Cookie Shop Merchandise

See Courtney to purchase these items and more!


**girl scouts**  
of eastern  
south carolina

## 2024 Cookie Shop Items


To order, email [chall@gsec.org](mailto:chall@gsec.org) this order form or visit our North Charleston shop.




**My 1st Cookie Sale Patch \$2.00**




**Booth Sale Patch \$2.00**




**Walk About Patch \$2.00**



**3 Cookie Appliques \$2.00**




**Coin Purse \$5**




**Mood Cup \$2**



**Axolotl Backpack Clip \$8**




**RollaBanner \$5**



**Own Your Magic Tumbler \$20**




**Waist Apron \$10**



**Axolotl Cross Stich Craft Set \$15**




**Reflective Vest \$10**




**1 It's Cookie Time Oven Mitt \$15**




**Own Your Magic Belt Bag \$15**



**Travel Box Bag \$20**



**Own Your Magic T-Shirt \$15**  
Available in YM-4XL



**Own Your Magic Hoodie \$32**  
Available in YM-4XL





## Cookie Rally

**Join the party with other Girl Scouts as we kick off our cookie season with fun games, crafts, and activities at Ripley's Aquarium of Myrtle Beach!**

**When: Saturday January 6th**

**Time: 12pm-2pm**

**Where: Ripley's Aquarium of Myrtle Beach  
1110 Celebrity Cir  
Myrtle Beach SC 29577**

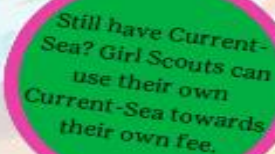
**Cost: Girl Scouts, Adults and Tag-a-longs \$20**

- Entrance to aquarium starting at 12pm and for the rest of the day.
- Girl Scouts will receive the cookie rally fun patch.

**To register: [bit.ly/cookierallygsesc2024](https://bit.ly/cookierallygsesc2024)**

**Registration ends: 12/20/23**

**For questions email  
[dsykes@gsesc.org](mailto:dsykes@gsesc.org)**

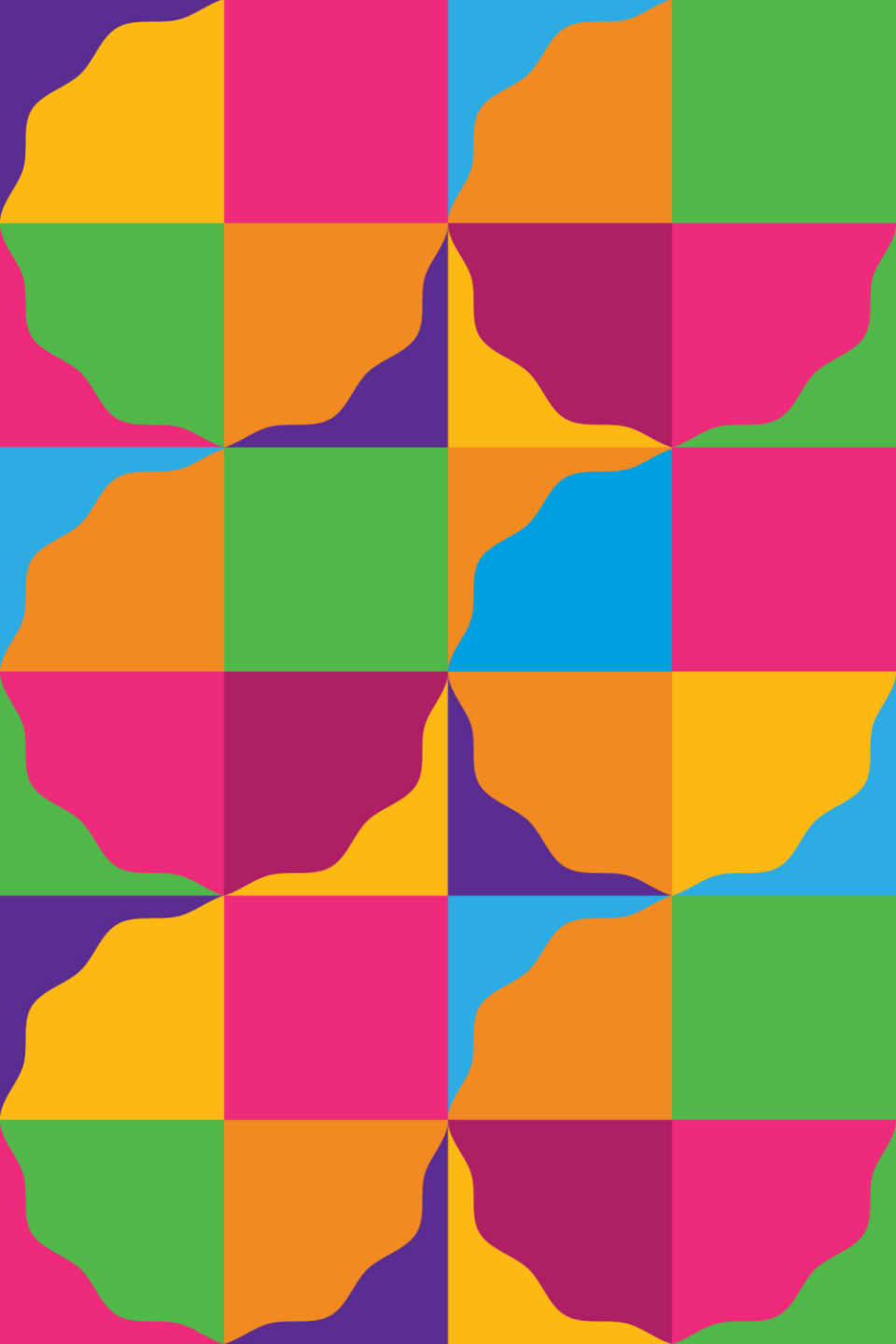


Still have Current-Sea? Girl Scouts can use their own Current-Sea towards their own fee.



**girl scouts**  
of eastern  
south carolina





# We're Excited to Get Started!

- Hearthside-ABC
- Cookies
- Resources
- Rewards
- Booths
- DC 24 Cloud
- Banking/Finances



# Hearthside leadership

“For me, it’s all about teams learning and growing together, achieving ever-greater levels of performance, deepening commitment to our customers and striving to be their preferred partner. Hearthside’s organization and culture are poised for transformational performance and growth, and I look forward to leading the company on that valuable mission.”

## Darlene’s leadership values

1. Power in a team—working, thinking and believing together
2. Inclusivity—everyone can add value, provide new perspectives
3. Personal accountability and ownership
4. Transparent and open communication
5. Speed wins—learn fast, think fast, act fast, turn and pivot
6. Continuous improvement—be the best at getting better
7. Learn every day
8. Share a common goal

**Darlene Nicosia, CEO**



**Girl Scout Alumnus**



**Bobbi Jo  
Raffetto  
COO**



**Aneth Padron  
Booser  
VP Transformation**

# 2023 Season - Our promise vs performance

## ABC PROMISE

- 1) To ensure the availability, safety and quality of our Girl Scout cookies
- 2) To deliver all orders ON TIME and IN FULL
  - Protect supply of ingredients and packaging
  - Invest in equipment to increase efficiency and throughput
  - Adapt packaging to increase flexibility
  - Fund people and processes to improve performance
  - Partner with Councils to improve forecast accuracy
  - Update delivery program to increase reliability
  - Communicate well



## ABC PERFORMANCE

Promises made promises **KEPT!**

**TOGETHER**, we stabilized the sale and delivered a great program.

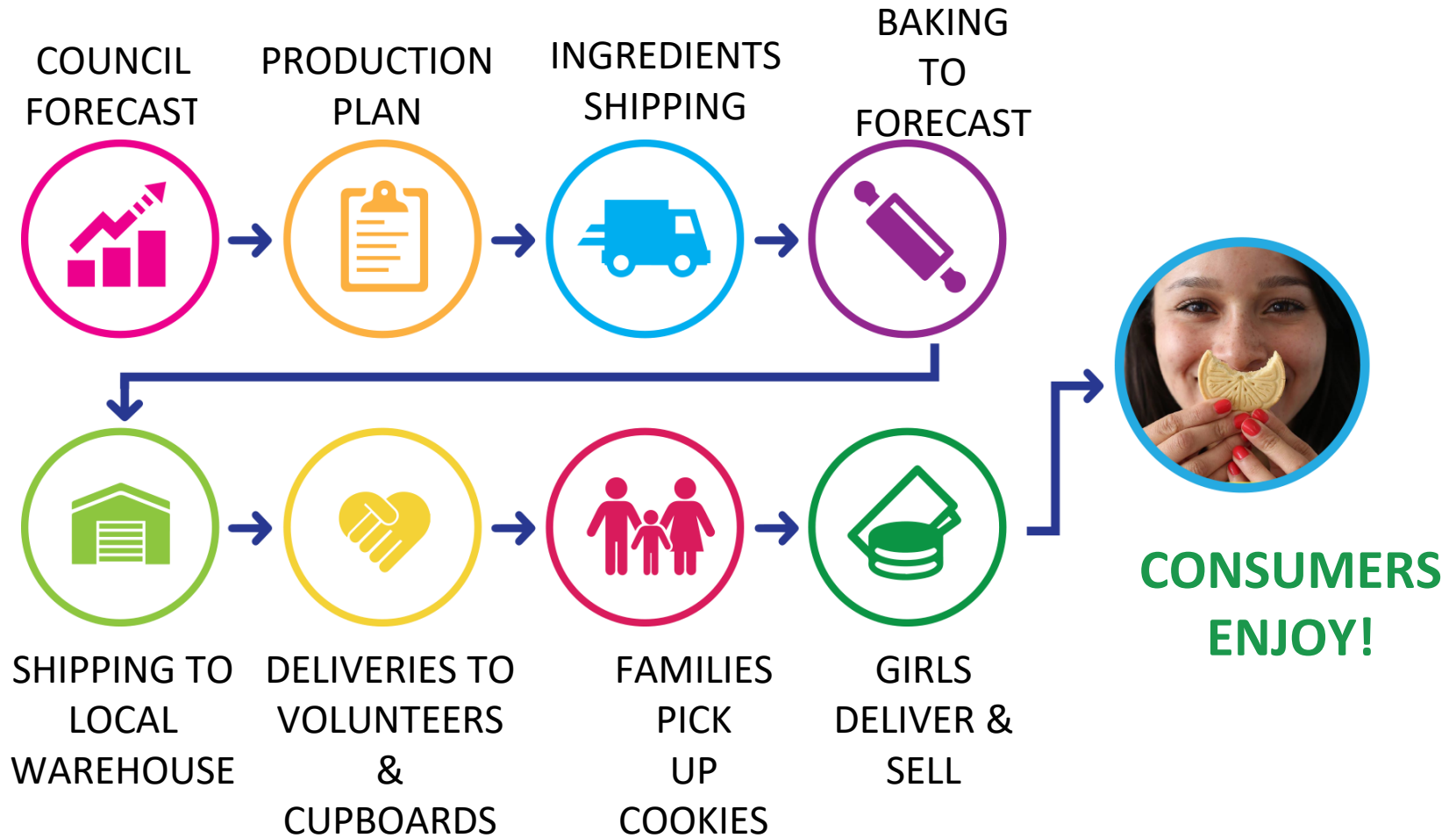
- No councils needed to move sales to a later date
- Online sales started Dec 1 with all varieties

ABC made 100% of ALL forecasts, including Raspberry Rally

- 100% of initial orders/first restocks were fulfilled @ 100% OTIF
- Restock orders @ 92% OTIF – 12 slight misses



# Journey of a Girl Scout Cookie





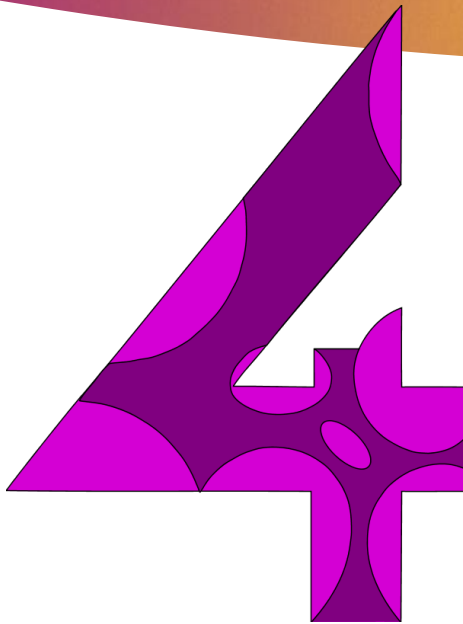
# 2023 National Per Girl Averages



527 Girl Scouts of the Desert Southwest

70% girl participation rate

# 2023 National Per Girl Averages



557 Girl Scouts of Southern Arizona

50% girl participation rate

# 2023 National Per Girl Averages



582 Girl Scouts of San Geronio

73% girl participation rate

# 2023 National Per Girl Averages

A large, stylized number '2' with a yellow fill, a dark blue outline, and a thin orange inner border. It is positioned on the left side of the slide, partially overlapping the purple gradient background.

614 Girl Scouts of North Central Alabama

57% girl participation rate



**DRUM ROLL PLEASE....**



makeameme.org



# 2023 National Per Girl Averages



**620** Girl Scouts of Eastern South Carolina

90% girl participation rate

# GSESC Numbers

**2022 GSESC PGA 573**

**2023 GSESC PGA 620**

**+47 INCREDIBLE!**

**2022 # of cases sold 93,527  
or 1,122,324 packages**

**2023 # of cases sold 112,548  
or 1,350,576**





# Meet the Cookies





# 2024 Cookie Pricing Final Year Cheapest in the country!

**\$4.00** per  
package core

**\$5.50** per  
package  
Gluten Free







# Additional Resources

## Your Girl Scout Cookie favorites are back!



**Adventurefuls\***

Indulgent brownie-inspired cookies with caramel flavored crème and a hint of sea salt



**Toast-Yay!\***

French Toast-inspired cookies dipped in delicious icing



**Lemonades\***

Savory slices of shortbread with a refreshingly tangy lemon flavored icing



**Trefoils\***

Iconic shortbread cookies inspired by the original Girl Scout recipe



**Thin Mints\***

Crispy chocolate wafers dipped in a mint chocolaty coating



**Peanut Butter Patties\***

Crispy cookies layered with peanut butter and covered with a chocolaty coating



**Caramel deLites\***

Crispy cookies topped with caramel, toasted coconut, and chocolaty stripes



**Peanut Butter Sandwich**

Crisp and crunchy oatmeal cookies with creamy peanut butter filling



**Caramel Chocolate Chip**

Caramel, semi-sweet chocolate chips, and a hint of sea salt in a delicious cookie\*  
\*Limited availability

The GIRL SCOUTS® name and mark, and all other associated trademarks and logotypes, including but not limited to the Trefoil Design, are owned by Girl Scouts of the USA. ABC Bakers is an official GSUSA licensee.



## Girl Scout Cookies® 2024 Food Allergens Guide

	CONTAINS (Y) OR MANUFACTURED IN A SHARED FACILITY WITH (M)					DOES NOT CONTAIN				CERTIFICATIONS		
	Wheat	Soy	Coconut	Milk	Peanuts	NO High Fructose Corn Syrup	NO Artificial Colors	NO Preservatives	NO Trans Fat	Certified Gluten Free	Made with Vegan Ingredients	Certified Kosher OU-P and Halal
Adventurefuls*	Y	Y	M	M	M	Y	Y	Y	Y		Y	Y
Toast-Yay!*	Y	Y	M	M	M	Y	Y	Y	Y		Y	Y
Lemonades*	Y	Y	M	M	M	Y	Y		Y		Y	Y
Trefoils*	Y	Y	M	Y	M	Y	Y	Y	Y			Y
Thin Mints*	Y	Y	M	M	M	Y	Y	Y	Y		Y	Y
Peanut Butter Patties*	Y	Y	M	M	Y	Y	Y	Y	Y		Y	Y
Caramel deLites*	Y	Y	Y	Y	M	Y	Y		Y			Y
Peanut Butter Sandwich	Y	Y	M	Y	Y	Y	Y	Y	Y			Y
Caramel Chocolate Chip						Y	Y	Y	Y	Y	Y	Y



For complete nutrition facts and ingredients, visit [girlscoutcookies.org](http://girlscoutcookies.org) or [www.abcbakers.com](http://www.abcbakers.com) for more information.

The GIRL SCOUTS® name and mark, and all other associated trademarks and logotypes, including but not limited to the Trefoil Design, are owned by Girl Scouts of the USA. ABC Bakers is an official GSUSA licensee.







# We proudly bake America's Best Cookies

## 5 Core Classics



CARAMEL  
DELITES



PEANUT BUTTER  
SANDWICH



THIN MINTS



PEANUT BUTTER  
PATTIES



TREFOILS

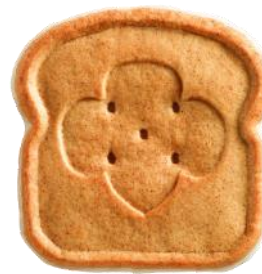
## +4 More Crowd Pleasers



ADVENTUREFULS



LEMONADES



TOAST-YAY!



CARAMEL  
CHOCOLATE CHIP

# ABC offers healthful features for consumers at no additional cost



✓ 6 varieties are made with vegan ingredients



Lemonades



ONLY AT ABC!

## Lemonades®

This original treat features the slightest hint of lemon, for a refreshing, completely unique flavor that stands out as a beloved Girl Scout staple!

Highly sought after cookie with some Council mix percentages reaching +13%

Contains: soy, wheat.

Manufactured in a shared facility with: milk, peanut, coconut





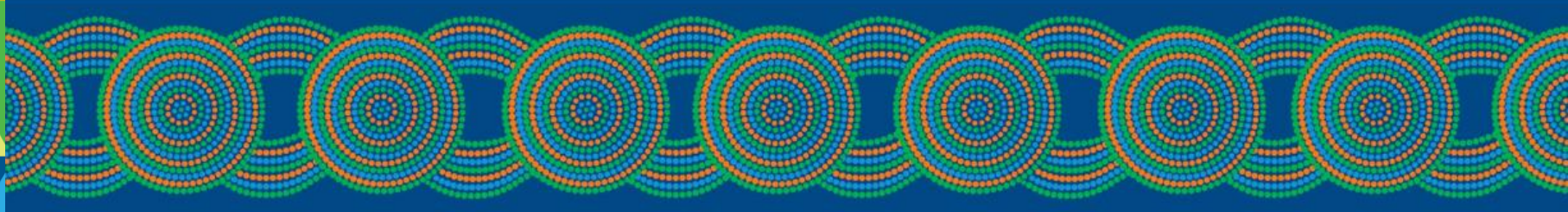
## **Toast-Yay!™**

YAY! French Toast inspired cookies dipped in delicious icing and full of flavor in every bite!

6% average Council mix

Contains: wheat, soy.

Manufactured in a shared facility with: milk, peanuts, coconut



# Caramel Chocolate Chip



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

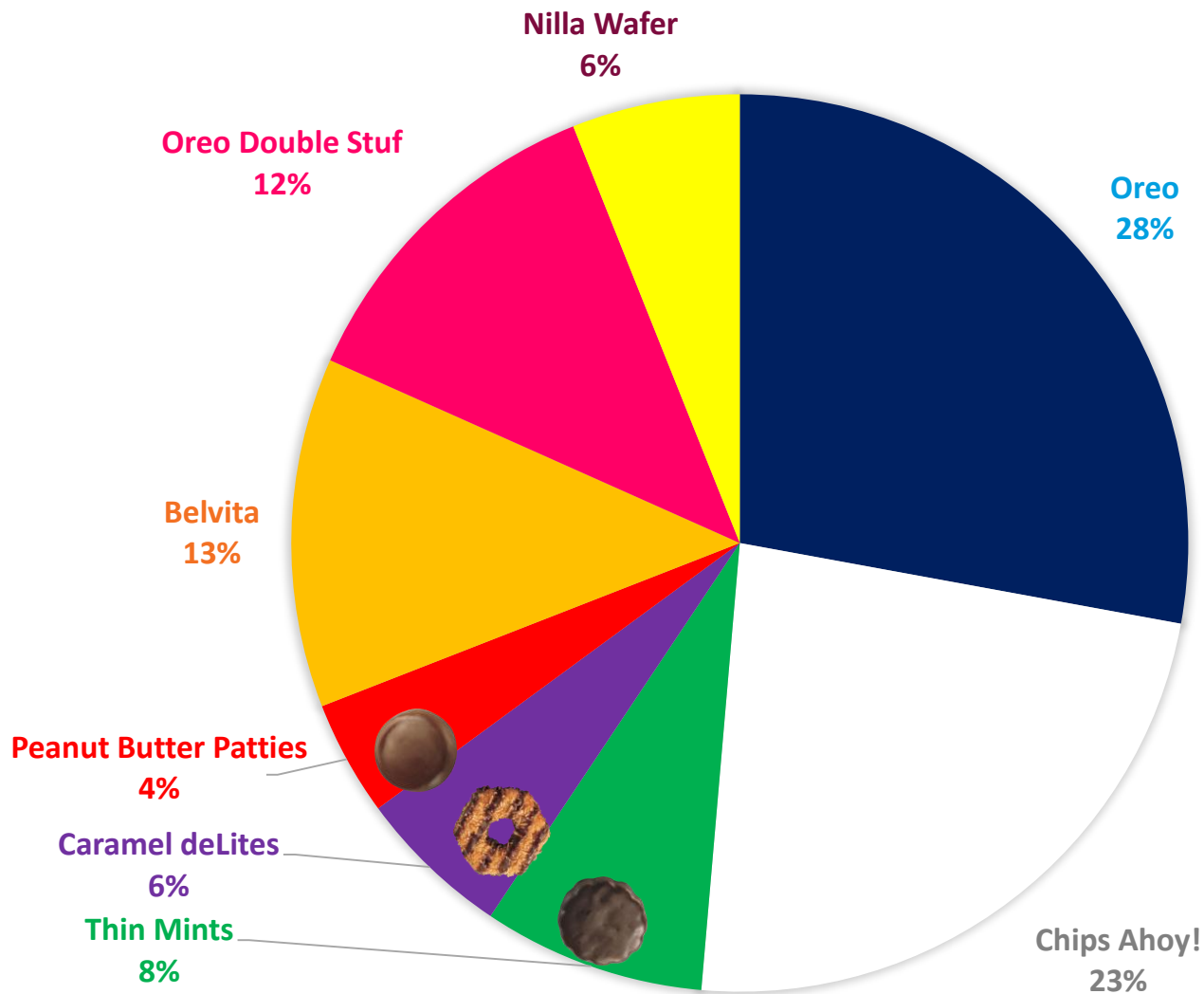


# ABC Bakers' cookie features

- Kosher
- Zero trans fats
- No partially hydrogenated oils
- No high fructose corn syrup
- Halal certified
- Certified Sustainable Palm Oil/RSPO (exception is Gluten Free cookie)
- Recyclable cartons, trays (check locally)



# Three GS cookies are in the top eight retail sellers



Source: IRI Total US Outlet Report April 18, 2021



# Upcoming GS Branded Items Nov 2023-April 2024

Product: Thin Mints Brownies by Golden Dough Foods

Description: Thin Mints brownie in sheet pan format with crushed candy topping

Distribution: November 1<sup>st</sup> in Sam's Club under the Member's Mark private label brand

Product: Thin Mints Trail Mix by Ashdon

Description: Thin Mints micro mini pretzels, Thin Mints almonds, roasted & salted almonds, pretzel balls and green mini cups

Distribution: November 1<sup>st</sup> at 350 of 600+ Sam's Club locations under the Member's Mark private label brand

Product: Jack in the Box Thin Mints Milkshake

Description: Milkshake with crushed Thin Mints cookie pieces

Distribution: All Jack in the Box locations. This is a limited time offer from mid-November through the end of December

Product: Chameleon Ready to Drink Cold Brew Coffee

Description: Three flavors of ready to drink cold brew coffee: Thin Mints, S'mores and chocolate peanut butter

Distribution: Chameleon website in December, at Whole Foods Market in January

Product: Thin Mints Muddy Bites

Description: A mini-waffle chocolate waffle cone filled with mint chocolate

Distribution: Launching on the Muddy Bites website in December, at Walmart stores in January

Product: Native Girl Scout Inspired Body Care

Description: A line of cookie-inspired body care products that include a body wash, hair care and deodorants

Distribution: On Native website and target.com at the end of December, Target stores in January

Product: Hard Candy Girl Scout Inspired Beauty Products

Description: Girl Scout inspired beauty products including lip color, mascara, eye shadow palette, highlighter, lip repair oil, primer, press on nails, nail stickers, headband and face puff

Distribution: Walmart stores in March 2024

# Our core cookies are professionally tested and preferred

We partner with Contract Testing, Inc. They combine the best practices of sensory science and product research with leading-edge insight based on reviewing research for hundreds of products.

Caramel deLites  
Samoas



ABC SIGNIFICANTLY  
BETTER

Trefoils



ABC  
SIGNIFICANTLY  
BETTER

Thin Mints



ABC PREFERRED  
FOR MINT FLAVOR

PB Patties  
Tagalongs



PARITY

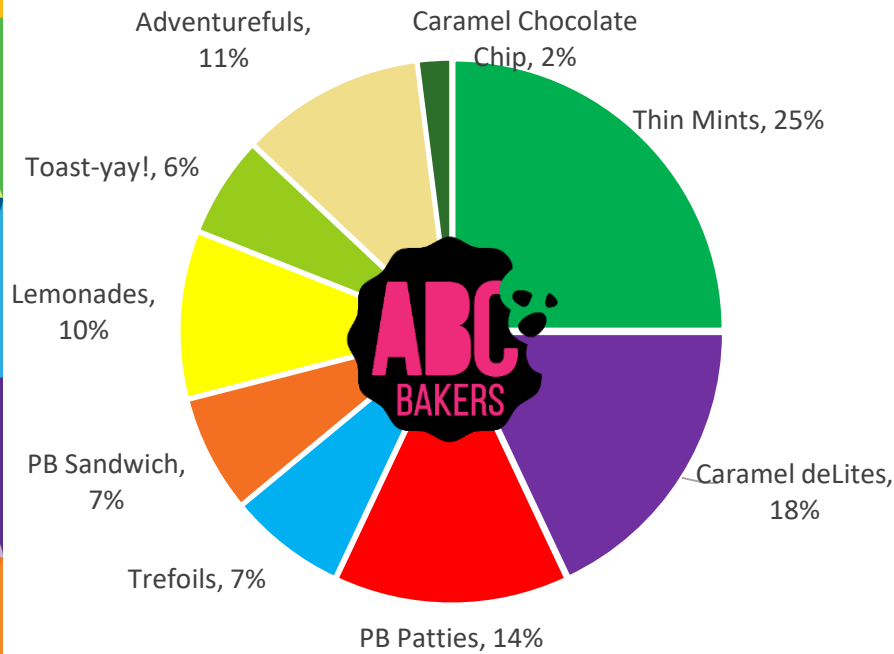
PB Sandwich  
Do-si-dos



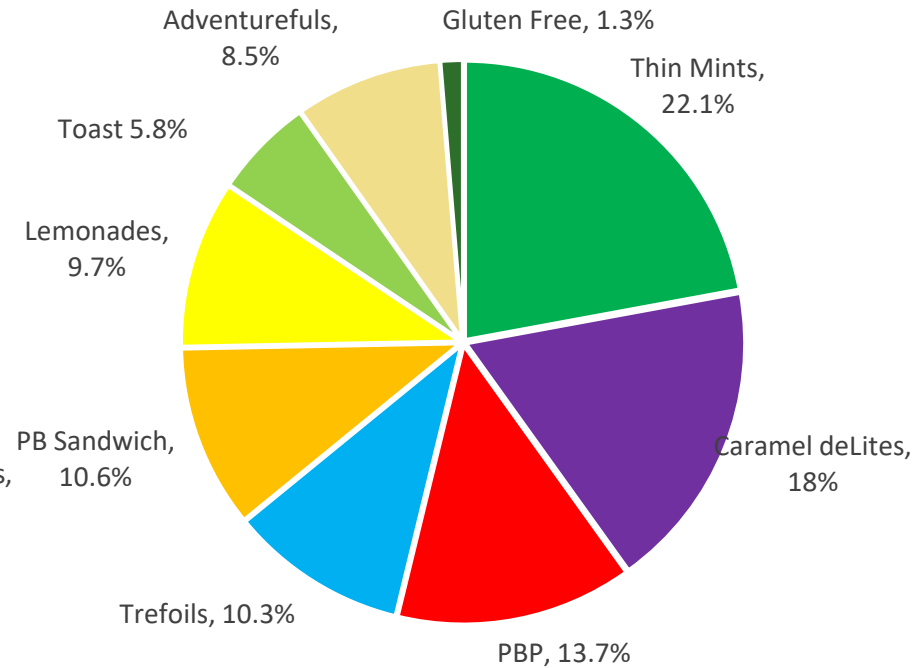
PARITY

- No cookies from the other baker were preferred.
- Our cookie names are easy for girls to learn and for consumers to understand!

# 2023 Cookie Program mix



2023 Average ABC Council Mix



GSESC

# SU Percentages Region 1

Cookie Sales percentages by cookie								
Service Unit Region 1	Adventurefuls	Toast Yay	Lemonades	Trefoils	Thin Mints	Peanut Butter Patties	Caramel deLites	Peanut Butter Sandwich
Cheraw-Chesterfield	8.50%	7.00%	11.80%	11.80%	13.30%	15.50%	17.50%	14.20%
Darlington-Lamar	7.00%	6.30%	12.90%	16.20%	13.60%	12.80%	17.00%	13.80%
Dillon	8.20%	8.80%	12.60%	14.20%	13.70%	13.60%	15.30%	13.20%
Florence-Timmonsville	7.00%	6.90%	12.90%	15.50%	15.00%	12.40%	17.10%	12.90%
Hartsville-Lee	7.70%	6.30%	12.60%	13.40%	14.50%	14.10%	17.00%	14.00%
Marion	3.80%	8.10%	14.70%	23.40%	10.90%	8.70%	17.40%	12.50%
Marlboro	5.40%	5.70%	14.30%	18.30%	11.70%	12.00%	15.40%	16.70%



# SU Percentages Region 2

Service Unit Region 2	Adventurefuls	Toast Yay	Lemonades	Trefoils	Thin Mints	Peanut Butter Patties	Caramel deLites	Peanut Butter Sandwich
Clarendon	6.40%	6.70%	15.00%	18.33%	12.20%	9.60%	17.50%	13.70%
Georgetown	9.90%	8.10%	10.30%	10.30%	20.30%	13.80%	15.70%	11.20%
Kingstree-Lake City	8.70%	7.20%	12.20%	13.50%	12.50%	13.20%	19.50%	12.80%
Myrtle Beach	9.00%	6.70%	8.90%	8.70%	22.60%	14.30%	20.60%	9.00%
Northern Horry	9.20%	5.10%	8.50%	8.00%	24.20%	16.20%	18.50%	9.80%
South Strand	9.60%	6.10%	8.60%	7.80%	24.80%	15.20%	17.00%	10.00%
Western Horry	9.20%	5.60%	8.70%	8.20%	23.00%	16.10%	19.20%	9.60%

# SU Percentages Region 3

Cookie Sales percentages by cookie

Service Unit Region 3	Adventurefuls	Toast YaY	Lemonades	Trefoils	Thin Mints	Peanut Butter Patties	Caramel deLites	Peanut Butter Sandwich
Charleston Peninsula	7.80%	6.80%	11.10%	14.00%	20.90%	10.60%	16.20%	12.20%
East Cooper	8.60%	3.80%	7.70%	6.90%	30.30%	16.00%	19.50%	7.00%
Greater Berkeley	9.20%	6.2%	9.10%	8.60%	24.20%	13.50%	19.10%	9.70%
Northern Beaufort	7.40%	5.30%	8.50%	11.40%	23.50%	12.70%	19.00%	11.60%
West Ashley	8.10%	4.80%	9.00%	9.30%	25.70%	15.10%	18.20%	9.40%

# SU Percentages Region 4

Service Unit Region 4	Adventurefuls	Toast Yay	Lemonades	Trefoils	Thin Mints	Peanut Butter Patties	Caramel deLites	Peanut Butter Sandwich
Greater Dorchester	9.00%	5.10%	9.00%	8.80%	25.60%	13.50%	19.20%	9.40%
Southern Beaufort	9.10%	4.60%	8.20%	8.00%	28.50%	14.70%	18.50%	7.90%

# SU Percentages Region 5

Service Unit Region 5	Adventurefuls	Toast Yay	Lemonades	Trefoils	Thin Mints	Peanut Butter Patties	Caramel deLites	Peanut Butter Sandwich
Orangeburg-Calhoun	6.90%	6.80%	12.90%	17.90%	13.10%	8.30%	15.10%	18.60%



# No change in counts or weights in over a decade

*Complete nutritional info at [abcbakers.com](http://abcbakers.com) and [abcsmartcookies.com](http://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	5oz	12
Adventurefuls	6.5 oz	15

# ABC innovation in Girl Scout cookie packaging





# Your Hearthsides Foods/ABC Bakers Team



# Themes and Resources





# Introducing the theme for 2024!



OWN YOUR  
magic

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!

# Our digital toolkits and online resources are easy to access

## Volunteers

- Theme clip art, certificates, etc.
- Selling safely video and tips
- Cookie information & calculators
- Activity tips and how-to's
- Standard forms
- Rally Guide



## Girls & families

- Booth sale poster
- Girl videos
- Activity tips & how-to's
- Social media kit



Girl Scout Cookies®  
2024 Food Allergens Guide

Cookie Name	CONTAINS ONE OR MORE OF THESE TOPIC ALLERGENS				OTHER INGREDIENTS				ADDITIONAL INFORMATION
	Wheat	Eggs	Milk	Peanut	Tree Nuts	Shellfish	Soy	Other	
Adventure®	Y	Y	M	M					
Flour Yag®	Y	Y	M	M					
Lemonade®	Y	Y	M	M					
Freezie®	Y	Y	M	M					
Thin Mints®	Y	Y	M	M					
Peanut Butter Patties®	Y	Y	M	M					
Caramel de Hoy®	Y	Y	M	M					
Peanut Butter Sandwich	Y	Y	M	M					
Caramel Chocolate Chip	Y	Y	M	M					



## Spanish language materials

- Order card
- Recognition insert
- Logo, theme assets



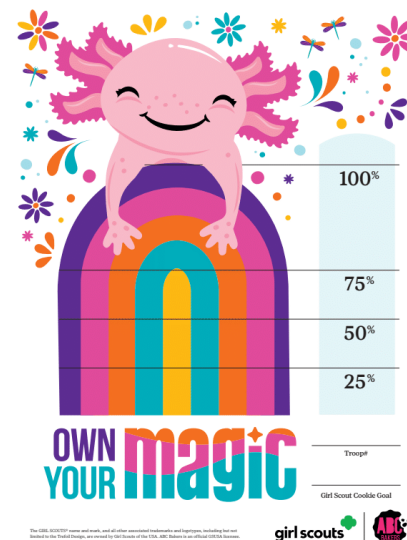


# Sample clip art





# Goal Charts





# We offer virtual training and powerful online tools for cookie volunteers



SMART COOKIES  
ONLINE TRAINING



VOLUNTEER  
PAGE

facebook



ABC CHANNEL



ABC IMAGE  
LIBRARY

flickr

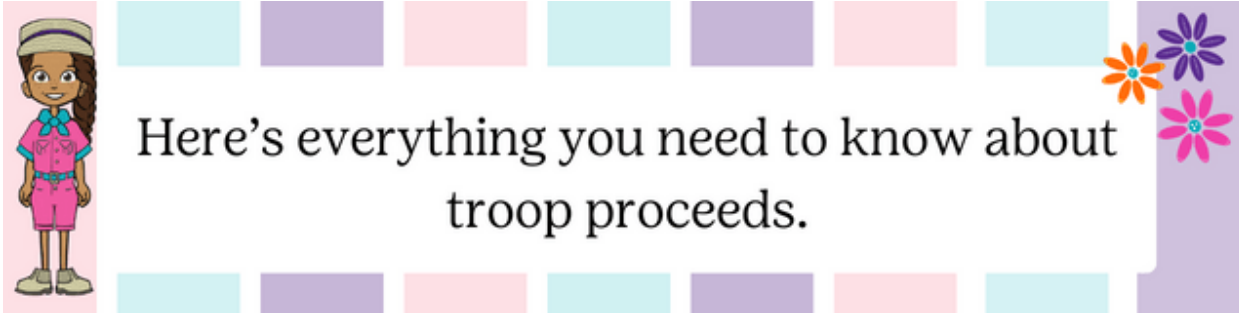


DIGITAL  
GUIDES & Council  
resources available

**[abcsmartcookies.com](http://abcsmartcookies.com)**

# Recognitions and Troop Proceeds





Here's everything you need to know about troop proceeds.

Troops receive \$.85 per package

Service Unit – Service Units receive \$.01 per package sold by girls in their service unit, does not include delinquent packages

\*funds stay in SU in which they were earned\*

- **Speaking of troop money, what are some ways to spend it?**

**Participate in council sponsored events**

**Take your troop camping**

**Participate in a SU sponsored event**

**Take a troop trip**

**Take action projects**

**Travel/Destinations**

**Membership**

**Higher Award projects**

**Buy uniforms**

**Sponsor a new girl or new troop**

**What are other examples?**

**How Should You Spend Your Girl Scout Cookie Money?**





# Banking and Finances



# Banking and Finances

- All troops participating must turn in Troop Cookie Manager Position Description form and ACH Authorization form with a voided check if one is not already on file (final year)
- Troops deposit all money into troop account regularly
- Any NSF checks need to be submitted to [jjackson@gsesc.org](mailto:jjackson@gsesc.org) within 7 days of notification
- Discrepancy reports need to be emailed to [jjackson@gsesc.org](mailto:jjackson@gsesc.org) by Noon March 24, 2024
- Council will withdraw directly from troop bank the following ACH Dates  
**1<sup>st</sup> ACH 2/9/24 35% of Initial order and 1<sup>st</sup> week planned orders**  
**2<sup>nd</sup> ACH 3/8/24 35% of 2<sup>nd</sup> week of planned orders**  
**Final ACH 4/5/24 Remaining balance**



# Cookie Debt Collection Procedures

- 1) Debt worked by Product Program Dept. through phone calls and emails.
- 2) Remaining debt turned over to Volunteer Management Dept. to send letter removing troop leadership.
- 3) Remaining debt turned over to Finance Dept. to mail two collection letters by Certified Mail.
- 4) Police Report filed for theft of troop remaining debt.





# Recognition Insert Here

2024  
Theme &  
Rewards

Small Axolotl  
Lottie


Big Axolotl  
Lucy






Once rewards are chosen and locked in, they cannot be changed.


# OWN YOUR magic




Send 18+ emails



50+ Packages sold through Cookies For A Cause



2024



500+

Once Girl Scout reaches 500+ packages, she will receive a 2024 patch & the highest level bar that she achieved.

- All rewards are cumulative with the exception of achievement bars.
- 2024 cookie rewards are earned and chosen by each individual girl by selling via order card, booth sales, online girl delivery, and cookies for a cause. Troops earn \$.85 per package.
- Colors and product availability may vary.
- If item shown is not available, we will substitute a like item.
- Reward of resident camp is equal to the amount of a \$350 camp. If Girl Scout chooses to do a camp over that amount she must pay the difference.
- Day camp is valued at \$250 for those Girl Scouts that are not ready for resident camp. There will be no extra value awarded or credited

GSESC Current-Sea may be selected in place of reward. Current-Sea may be used at any GSESC shop, GSESC hosted/sponsored events, and summer camps (resident camp, day camps, TAC, trading post) OR may be reimbursed for Girl Scout programmatic events or supplies.

GSESC Current-Sea Packages	Reward
70-99	Theme Patch
100-174	\$5
175-249	\$5
250-349	\$5
350-449	Avatar Patch & \$10
450-549	\$10
550-624	\$15
625-799	\$25
800-1299	\$40
1300-1699	\$50
1700-1999	\$65
2000-2499	\$80
2500+	\$100

# Current-Sea

- \* Can be used for any council, SU events
- \* Membership
- \* GSESC Shop
- \* GSUSA Shop
- \* ANY troop event/trip
- \* EF Tours
- \* Day/Resident Camps
- \* Can be chosen at every level
- \* Any GS programmatic item



**\*\*\*Expires December 15<sup>th</sup>\*\*\***



## Current-Sea Update

Here are some reminders and updates on Current-Sea:

- Current-sea for the 2022 cookie season expires 12/15/22.
- If you are not sure if your Girl Scout has current-sea or the amount she has please reach out to your troop leader or troop cookie coordinator.
- If the troop leader or troop cookie coordinator is not aware of current-sea that the Girl Scout has or has remaining the troop leader or troop cookie coordinator can reach out to Ashley Barefield via email to find out.
- Current-sea can be redeemed 2 ways.
  - Within council: meaning the Girl Scout can spend it at the council shop (not online), at Sandy Ridge, yearly membership, other council sponsored events.
  - Outside of council: meaning the Girl Scout can spend their own money and get reimbursed for girl programmatic things such as GSUSA online store, supplies to do Girl Scout activities, troop fees/dues, other Girl Scout activities not done through council.
- How to submit for current sea to be used:
  - Follow this link: <https://bit.ly/currentsea2>
  - When you get to the link follow the instructions on the page.
  - If you are requesting to be reimbursed please be sure to have a receipt ready to upload into the form. If you are requesting to be reimbursed for troop fees/dues please provide a detailed invoice from troop to upload.
- If you are requesting to use current-sea within council we will update you on your submission within a business week.
- If you are requesting a reimbursement because your Girl Scout spent her current-sea amount outside of the council a check will be mailed out at the beginning of the month from the previous month when the request was submitted through the link.

For any further questions please email Ashley Barefield at [abarefield@gsec.org](mailto:abarefield@gsec.org)

girl scouts  
of eastern  
south carolina





# 3500+ Carnival Elation 7/22-7/27

**From Jacksonville, FL to Nassau and Princess Cays**  
**Contact Danielle for pricing**





**1300+**

**1 week at Sandy Ridge**

**OR**

**1 week at Council Day Camp**

**OR**

**Ceramic Painting Experience**  
**May 18, 2024**  
**Location TBA, Charleston**



# 6200+ Carnival Magic 6/16 – 6/23

**From Miami to San Juan, Amber Cove and Grand Turk**  
**Contact Danielle for pricing**



# Program Online 12/8 Sale Starts 1/13 Sale Ends 3/17





# The purpose of the Girl Scout Cookie Program ...it's about more than just selling cookies. Help girls learn the five skills:



## 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.





# Entrepreneurship Badges & Pins

When you sell Girl Scout Cookies, you practice-goal setting, decision making, money management, people skills, and business ethics—as you learn to think like an entrepreneur. You can earn badges and pins each year you run your own Girl Scout Cookie business. Then explore your own business idea by earning an Entrepreneur badge.

## Progressive Learning with Badges

## Family Entrepreneurship Pins

## Council or SU programs/rallies

	Cookie Business			Financial Literacy		Cookie Entrepreneur Family	Entrepreneur	
Daisy								
	My First Cookie Business	Cookie Goal Setter	Money Explorer	My Money Choices	Year 1 and 2 Cookie Entrepreneur Family Pins		Toy Business Designer	
Brownie								
	My Cookie Customers	Cookie Decision Maker	Budget Builder	My Own Budget	Year 1 and 2 Cookie Entrepreneur Family Pins		Budding Entrepreneur	
Junior								
	My Cookie Team	Cookie Collaborator	Budget Maker	My Money Plan	Year 1 and 2 Cookie Entrepreneur Family Pins		Business Jumpstart	
Cadette								
	My Cookie Venture	Cookie Market Researcher	Cookie Innovator	Budget Manager	My Money Habits	My Dream Budget	Year 1, 2, and 3 Cookie Entrepreneur Family Pins	Business Creator
Senior								
	My Cookie Network	Cookie Boss	Savvy Saver	My Financial Power		Year 1 and 2 Cookie Entrepreneur Family Pins		Business Startup
Ambassador								
	My Cookie Business Resume	Cookie Influencer	Financial Planner	My Financial Independence		Year 1 and 2 Cookie Entrepreneur Family Pins		Entrepreneur Accelerator



# Booths Start Jan 19



# Cookie Booths



- Only Staff, Product Sales Committee or Service Unit Cookie chairs can approach businesses for booths, unless you are asked
- Any adult supervising a booth must be a current registered Girl Scout
- All girls in the troop MUST be offered the opportunity to participate
- If you need to cancel a booth, you must do so at least 48 hours in advance in smartcookies, this gives other troops an opportunity to sign up for the time slot
- No illegal roadside booths
- No tagalongs permitted
- Prepare your troop for booth (weather, supplies, etc.)
  - The council and volunteers are encouraged to use their best judgment in setting up cookie booths in locations that will be open, accessible, and safe for all girls and potential customers
  - Certain locations may be inappropriate for young girls based on the standards of your local community, may negatively impact the cookie program experience for girls, and/or may negatively impact our brand in your community
  - For additional clarity, girls should not sell in or in front of establishments that they themselves cannot legally patronize

**\*\*\*Reminder: If a troop arrives 30 minutes or more late to a booth, they forfeit that booth and another troop can take over that time slot\*\*\***

**\*\*\*Reminder: If your troop needs to leave early, please notify your SUCM**

# Cookie Booth Definitions

**Illegal Cookie Booths:** You cannot sell out of the trunk of your vehicle in a parking lot or abandoned lot, for the safety of the girls. If you or one of your parents is caught doing this, you will be given a verbal warning the first time. If it is done again, you may lose future cookie booths for your troop. If your booth is not in ABC smart cookies, it is an illegal cookie booth.

**Lemonade Stand:** A table or wagon in your own yard with your own Girl Scout cookies for passing public to buy. Does not have to be in ABC smart cookies.

**Parent/Guardian Cookie Booths:** This is a booth that a parent/guardian can have with their daughter(s). You cannot have another Girl Scout from another family.

**Troop Only Booths:** Booth secured by troop leader whose daughter(s) attend said church/school and is done after school or during a game. Permission must be given by appropriate office personnel. This includes mom and pop stores, no chain stores are allowed to be “troop only” booths. **Please contact Ashley for these booths**

**Troop Booth:** After a troop secures a booth in ABC smart cookies, they can set up outside that business for their allocated booth time. Two registered female members must be at the booth at all times. Registered dads can also go, but a female has to be with the girls at all times.



## What to do when you arrive? and leave booth?



- 1<sup>st</sup> Troop check in with manager and asks manager where they would like you to set up
- Please stay out of customers way
- Make sure you view any notes by store manager, if any
- Last troop of the day should check out for the day to inform manager that Girl Scouts are done for the day and say thank you.

# Cookie Booths will be the same for all of GSESC for consistency



- It was decided that premium booths for GSESC are Walmarts, and Neighborhood Walmarts .Sams Clubs will be added on final cookie booth round. The decision is that TWO are permitted to be chosen by troops in the first and second round of cookie booth selections
- Cookie Booth Round 1 January 12-14 starting at 7pm troops can select 5 booths in THEIR service unit
- Cookie Booth Round 2 January 15<sup>th</sup> 7pm troops have 24 hours to make select 5 booths in THEIR service unit
- Cookie Booth Round 3 January 18<sup>th</sup> 7pm, the booths will remain open until the end of the sale and troops can select as MANY booths as they desire in ANY location in our council



## **Girl Scouts of Eastern South Carolina 2024 Booth Bash Competition**

**Theme: Own Your Magic**

**When: Weekend of February 23rd-25th, 2024**

**Top three will win a \$50.00 gift card to any GSESC Shop**

**Decorate your booth and send pics to areyes@gseesc.org by March 23rd.**

**1st place troop will win a pizza party with special guests CEO, Diane Flanagan and VP of Program Aggie Reyes.**

**This troop will also be the first to see 2025's cookie rewards and give input!**

**OWN YOUR magic**



# 2023 GSESC Booth Bash Winners

3<sup>rd</sup> place Troop 3409  
East Cooper



2<sup>nd</sup> place Troop 2020  
Western Horry





# 2023 Winners Troop 3400 – East Cooper



# **Troop Initial Orders Due Dec 10**

## **SU Initial Orders Deadline Dec 11**

For a Troop delivery troops must order 800+ cases, no combining with other troops

Warehouse will deliver these between Jan 3-13, please be patient


We will ask warehouse to give a day window, not a 2 hour window and ask for more communication



**Initial Order Deliveries January 3<sup>rd</sup> -13<sup>th</sup>**  
**\*No in person sales prior to Jan 13<sup>th</sup>\***

- Have your vehicles empty and ready to be loaded. If you are using more than one vehicle, the largest vehicle will be loaded first. If in doubt, bring another vehicle.
- Please try to arrive to delivery site as close to your time as possible
- Troops that pick up at Warehouse will select their cookie pick up time via smart cookies (instructions on how to do that to follow)
- Avoid bringing children for the safety of everyone
- Must bring another adult as the “counter” for the cookies
- Once your vehicle has been loaded and you have signed for your cookies, you are responsible for them. Please note discrepancies BEFORE signing and leaving



Service Unit	Charleston Peninsula	Troop PGA for 2023 Cookie Program	385.38
Troop	5	Total 2023 Direct Ship Sales	57
2023 # Girls Reg.	8	Total 2023 Cookie Share Packages	14
2023 # Girls Selling	8	TOTAL 2023 SALES IN PACKAGES	3083
Name		Total sale includes all direct ship, Gluten Free and cookie share packages and any troop to troop transfers	
Email		Total troop proceeds in 2023	\$2,620.55
<p>Total Cases 2023 includes troop initial order and additional cookies received from cupboards and or troop to troop transfers during the sale. GF cookies, Direct Ship and Cookie Share totals are not included.</p> <p>Totals may not match exactly due to rounding</p>			Enter the amounts you wish to order in Smart Cookies by the initial order deadline


COOKIE VARIETY All cases have 12 packages per case  Troops are encouraged to order 70% or more of their total sales from last year.	Total Cases 2023	2024 Potential Order <i>(based on your troop's product mix in 2023)</i>		2024 Actual Order Enter your order here	Council Product Mix 2023
		Troop Mix '23	70% suggestion		
Adventurefuls	20	7.97%	14		7.9%
Toast Yay	16	6.37%	11		5.5%
Lemonades	31	12.35%	22		9.8%
Trefoils	41	16.33%	29		10.4%
Thin Mint	50	19.92%	35		22.1%
Peanut Butter Patties	16	6.37%	11		13.7%
Caramel deLites	43	17.13%	30		18.1%
Peanut Butter Sandwich	30	11.95%	21		10.7%
<b>TROOP TOTALS</b>	<b>251</b>		<b>175</b>		

I understand I am responsible for the troop bank account and making sure all amounts owed for cookies are in the troop bank account for the scheduled ACH payment withdrawals. I will use receipts for all troop to girl and girl to troop exchanges of cookies. My troop assumes financial responsibility for the cookies ordered. I understand there will be no order taking or selling of cookies before the start date and I will inform my parents and girls of this rule. I also understand that if there is any outstanding debt owed, that Girl Scouts of Eastern South Carolina has the right to pursue collections or court proceedings to recover money owed to the council.

Troop Leader Signature \_\_\_\_\_ Date \_\_\_\_\_



For new troops

	A	B	C	D	E	F	
3							
4							
5							
6	<b>INITIAL ORDER WORKSHEET</b>						
7	Enter your order in Smart Cookies by the troop deadline						
8	Service Unit		<b>Troop Initial Order Worksheet</b>				
9	Troop		<b>633.0 2023 Group Per Girl Average</b>				
10	Level	<b>Group</b>					
11	# Girls Registered	<b>15</b>		<b>437.6</b>	<b>Current PGA based on 2024 Potential Order</b>		
12	Name						
13	Email						
14	Phone						
15		<b>Order - in FULL CASES</b>					
16	<b>ALL VARIETIES ARE INCASES OF 12 PACKAGES</b>						
17	<b>2023 average order based on Group troop with # of girls registered as listed above</b>			<b>Potential order in cases based on 2023 sales 70%</b>	<b>2024 Initial Case Order that I will place in Smart</b>	<b>% Mix by Variety</b>	
18							
19	<b>Adventurefuls</b>			<b>44</b>		7.9%	
20	<b>Toast-Yays</b>			<b>31</b>		5.5%	
21	<b>Lemonades</b>			<b>55</b>		9.8%	
22	<b>Shortbread</b>			<b>57</b>		10.4%	
23	<b>Thin Mint</b>			<b>122</b>		22.1%	
24	<b>Peanut Butter Patties</b>			<b>75</b>		13.7%	
25	<b>Caramel deLites</b>			<b>100</b>		18.1%	
26	<b>Peanut Butter Sandwich</b>			<b>63</b>		10.7%	
27	<b>TROOP CASE TOTAL</b>	<b>791</b>		<b>547</b>	<b>0</b>		
28	<p>This order is based on historical data from Girl Scouts of Eastern South Carolina and the estimate of the product mix for the coming year. This is strictly a worksheet for your use. Please remember that all cookies ordered by a troop are owned by the troop. The percentage shown is based on 70% of the total sales and DO NOT include any digital cookie sales that were direct shipped to customers. This is a suggested initial order only.</p>						
29							
30							

## **Cookie Cupboard Drops**

**Troops will place a 'Planned Order' to receive cookies, troops cannot show up and expect cookies**

**NEW!**

Planned orders will be due by 11:59 pm every Saturday so warehouse and council can plan accordingly and secure cookies for the week

# New Cookie Cupboards

- North Charleston cookie cupboard \*initial delivery only\*

Read's Moving Systems of South Carolina

1072 Drop Off Drive

Summerville, SC 29483

- New council cupboard at council office will be open Tuesdays from 10am-5pm and Thursdays from 10am-7pm
- Florence cupboard will be open Tuesday and Thursday 10am-5pm
- Myrtle Beach cupboard (same as last year) Wednesday and Friday 10am-5pm

# Social Media





## Girls may use the Internet to share their Cookie Program sales links, stories and learnings with the following guidelines:

- 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 parents or guardians.*
- Girls engaging in online sales and marketing must review and apply the [\*\*Digital Marketing Tips for Cookie Entrepreneurs and Their Families.\*\*](#)
- Girls, volunteers and parents must review and adhere to the [\*\*Girl Scout Internet Safety Pledge\*\*](#), the [\*\*Digital Cookie Pledge\*\*](#), the [\*\*Supplemental Safety Tips for Online Marketing\*\*](#), and Girl Scouts' [\*\*Safety Activity Checkpoints\*\*](#) for Computer and Internet Use and Cookie and Product Sales (with the exception that they may share beyond friends and family).
- Sales links should never be posted to online resale sites (eBay, Facebook Marketplace, Facebook Swap etc.).
- Be aware post on Facebook containing the use of a dollar sign (\$) may automatically move the post to Facebook Marketplace. To prevent this from occurring you must disable the automated function.
- Social media ads should not be purchased or donated to promote sales links.
- Girls should consider truncating or removing their last name when using social media sites to protect their identity.

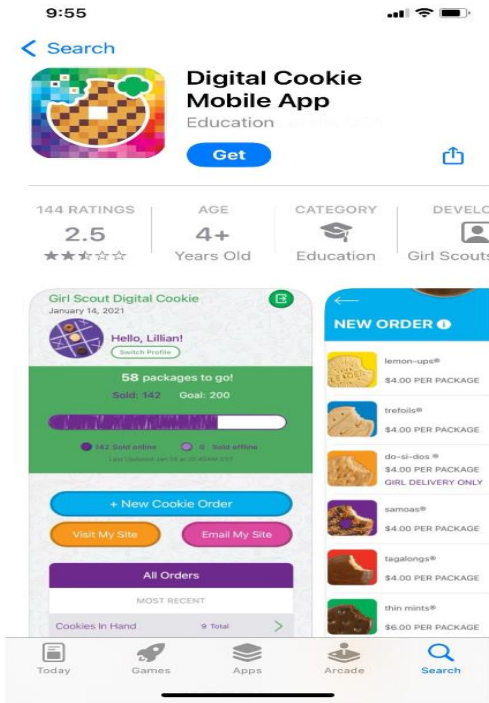
## **Girls may use the Internet to share their Cookie Program sales links, stories and learnings with the following guidelines:**

- Must adhere to all terms and conditions on Digital Cookie and Smart Cookie platforms. For copies of terms and conditions please contact GSUSA, ABC or M2 as needed.
- GSUSA reserves 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.
- Parents, girls, and volunteers should contact and collaborate with their councils and GSUSA in advance on any national news media opportunities tied to girls online marketing and sales efforts.
  
- **Girls may use social media to closed community groups they belong to**
- **Personal shop pages**
- **Food trucks can post on behalf of your troop**
- **Parent/Guardian must supervise at all times**
- **Girls MUST be involved**



Cookie Advancement

Potential Council Practice	Desired Outcome	Guidance Avoid these practices...	Guidance Apply these practices...
<p><b>Retail Sales and Cookie Booths Without Girls Present</b></p> <p><i>Example: Retail sales where girls are not present, and products become part of the retailer's inventory and payment process.</i></p> <p><i>Example: Cookie booths with girl videos on a booth table without girls present and payment for product is facilitated by store employees or adults.</i></p>	<p>Maintain girl involvement and ensure girls are leading their cookie business strategies.</p>	<p>All sales by a retail business without girls present are not approved by GSUSA (Girl Scouts of the USA).</p> <p>Councils, troops, and girls may not sell cookies in a retail space where girls cannot be present to market, manage inventory, collect, and process payment for cookies.</p> <p>Store employees and/or adults cannot sell cookies on behalf of a girl or troop.</p>	<p>Troops and girls can continue to host cookie booths at retail locations following council procedures.</p> <p>Girls and troops can market their cookie platform by using their QR code on posters, flyers, business cards, or yard signs following council guidance. As girls monitor their incoming sales, this ensures girl involvement in the program.</p>

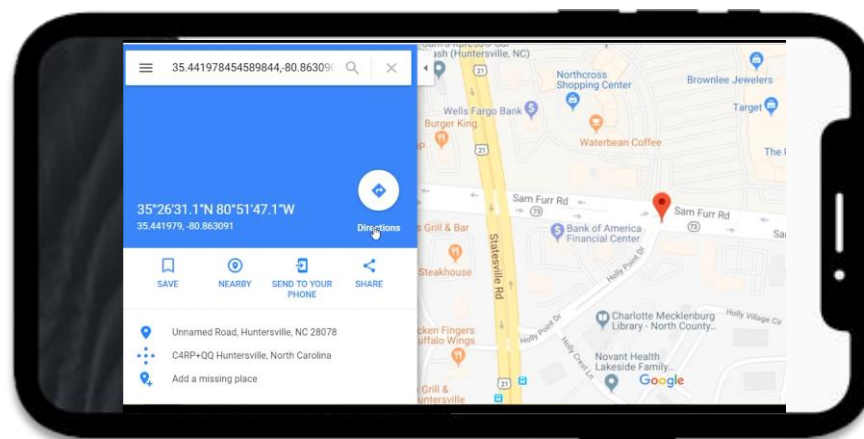


# Smart Cookies and DC24 Cloud



# Smart Cookies sales management platform was developed and is supported by IBM to streamline and simplify the cookie experience

- Single sign-on and user friendly responsive design across all devices (laptop, tablets, smartphones)
- Comprehensive booth management with social sharing capabilities. Smart Booth Divider makes assigning cookies to girls even easier.
- Real-time dashboards optimize inventory management for Troop, Service Unit, Council, and Cupboard Manager Flexible planned order process
- Extensive reports library: users, orders, booths, rewards, finances and inventory. Three year archive.



# Volunteer training in Smart Cookies Help tab

[Safety and Smart Cookies Training](#) > [Smart Cookies Training](#)

## Smart Cookies Training

Learn how to use Smart Cookies to build your cookie business, track goals, and connect with customers.



HOW TO: Volunteer Registration

[Download PowerPoint](#)



HOW TO: Managing Troop Girls

[Download PowerPoint](#)



HOW TO: Initial Order Entry by Girl

[Download PowerPoint](#)



HOW TO: Initial Order Entry by Variety (by Troop)

[Download PowerPoint](#)



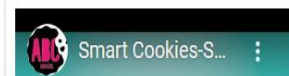
HOW TO: Troop Secured Booth Request

[Download PowerPoint](#)



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

[Download PowerPoint](#)



# DC24 Cloud



## Digital Cookie®

### Training Material Index for ABC Council Users

\*Instructions for both Girl Scout/Caregiver and Volunteer accounts.

\*\* Functionality depends on council settings.

#### Girl Scout/Caregiver

Digital Cookie Help: <https://digitalcookie.girlscouts.org/help/parent-girl>  
FAQs, Live Chat, or contact the customer support team

##### Registration

Site Registration	<a href="#">Tip Sheet</a>	<a href="#">Video</a> (initial login)
Site Registration Girl Scout 13 and Over	<a href="#">Tip Sheet</a>	
Forgot Password/Password Reset*	<a href="#">Tip Sheet</a>	
No Registration Email*	<a href="#">Tip Sheet</a>	
Unlock Account*	<a href="#">Tip Sheet</a>	
My Account Tab*	<a href="#">Tip Sheet</a>	
Dashboard	<a href="#">Tip Sheet</a>	

##### Site Setup

Site Setup	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
Site Setup-Girl Scout 13 and Over	<a href="#">Tip Sheet</a>	
Photo/Video Upload	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
Marketing to Customers	<a href="#">Tip Sheet</a>	<a href="#">Video</a>

##### Order Management

My Cookies: Initial Order	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
Order Received: Shipped/Donated	<a href="#">Tip Sheet</a>	
Order Received: In-Person Delivery	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
My Cookies: Delivery Settings	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
My Cookies: Inventory by Variety	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
My Cookies: Inventory by Category	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
My Cookies: Financials	<a href="#">Tip Sheet</a>	<a href="#">Video</a>

##### Site Features

Entrepreneur Pin and Badges	<a href="#">Tip Sheet</a>	
My Rewards	<a href="#">Tip Sheet</a>	<a href="#">Video</a>
Cheers	<a href="#">Tip Sheet</a>	
Closing Your Site	<a href="#">Tip Sheet</a>	

##### Mobile App

Mobile App	<a href="#">Tip Sheet</a>	
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##### Customer Experience

Customer Experience: In-person Delivery Order	<a href="#">Tip Sheet</a>	
Customer Experience: Shipped Order	<a href="#">Tip Sheet</a>	

Digital Cookie Help: <https://digitalcookie.girlscouts.org/help/customer>

Check Order Status: <https://digitalcookie.girlscouts.org/customer-order/orders>

# Questions asked at previous trainings...

#1 Are digital sales done in DC24 automatically transferred into smart cookies?

- Not the orders but all the payments will flow into Smart Cookies. Troops will transfer cookies to girls in Smart Cookies and if girls need more cookies to fill orders, they need to communicate to their troop volunteer about what they need. There is visibility on the troop side for volunteers to monitor as well.

#2 How do girls take credit card transactions at booths or walkabouts? Do you have slides on this?

-They use the DC app available in the app store or google play. There is a tip sheet from GSUSA in their resource section on using the app for individual girl sales (walkabouts) and booths. I also think they may have a few slides in their slide decks – GSUSA is responsible for creating training tools for DC and I have seen some.

#3 Do girls need both smart cookies app and DC24app?

-There will ONLY be the DC app for girls and volunteers. Everything for girls is in DC24



# ABC DC24 Help, WE GOT THIS!

Girl Scouts of Eastern South Carolina Cookie Manager, volunteer run

ABC will coordinate a Troops DC24 training 12/1/23 @6pm

ABC will coordinate a Parents DC 24 training 12/6/23 @6pm

\*GSESC will have a live chat feature starting 1/10/24 every Wednesday and Saturday from 6-9pm hosted by Ashley Barefield

\*Ashley, Danielle, Deborah, Diane and I have been attending many webinars to assist you

**\*Council will host an online training on credit cards\***

# Important Program Dates

## Important dates

- 12/2 Girls MUST be registered as a Girl Scout
- 12/7 Volunteers and Parents get access to Digital Cookie
- 12/8 Only online sales begin
- 12/10 Troop initial order
- 12/11 SU initial order
- 1/6 Cookie Rally
- 1/13 Cookie sales start
- 1/3-13 Cookie delivery week
- 1/12-14 Round 1 cookie booth selections
- 1/19 Booth sales start
- 1/15 Round 2 cookie booth selections
- 1/18 Final round of cookie booth selections
- 2/9 1st ACH
- 3/8 2nd ACH
- 2/23-25 Bling My Booth Weekend
- 3/17 Cookie sale ends
- 3/24 Money due to troop by girl
- 3/27 Girl rewards due, transfers due
- 3/29 SU locked out
- 4/5 Final ACH
- Rewards come in end of May-June



**Thank You**  
**Volunteers**

# Where do troops go to get help?



- ABC Smart Cookies Help Center
- This powerpoint
- Your Service Unit Cookie Chair, the council will direct all emails from leaders back to SUCC's for assistance, they will contact council if they do not know how to assist you
- Deborah Paisley: Questions and forms
- Ashley Barefield: Booths and reports
- Danielle Sykes: Florence and Myrtle Beach cookies



# Q&A

