You can’t stop Girl Scouts!

Every Girl Scout is part of a sisterhood. Together, they build lifelong skills through the Girl Scout Cookie Program, and girls become lifelong friends. Nothing can stop Girl Scouts when they say, “We’ve got this!”

How does the Girl Scout Cookie Program benefit girls?

The Girl Scout Cookie Program is essential to our mission of building girls of courage, confidence, and character, who make the world a better place. Funds raised through the cookie program support many aspects of Girl Scouting by:

• providing troops with proceeds to fund their troop activities and service projects;
• keeping camp affordable by subsidizing registration costs;
• supporting the Girl Scout experience by providing girl programming, curriculum, and events; and
• providing scholarships to girls with financial barriers so Girl Scouting is available to all girls.

Important Info:

Troop Cookie Manager: __________________________
Phone #: __________________________
Email: __________________________
Initial Order due to the troop by: __________________________

IMPORTANT: Money is due each week.
Final payment due to the troop by: __________________________

5 Essential Skills for Girls

The Girl Scout Cookie Program teaches 5 essential skills that will last a lifetime and help girls develop an entrepreneurial mindset.

✓ Girls learn how to set goals and create a plan to reach them.
✓ Girls learn to make decisions on their own and as a team.
✓ Girls learn to create a budget and handle money.
✓ Girls find their voice and build confidence through customer interactions.
✓ Girls learn to act ethically, both in business and in life.

Cookie Line-up: 8 varieties—$5/box

How the Cookie Crumbles

Cost of cookies 24%

Troop proceeds, girl rewards, and service unit bonuses—23%

Cost of cookie program support—3%

Council-sponsored programs, events, properties, training, and scholarships—50%

2021 Key Dates

Jan. 8       Cookie order taking begins
Feb. 17-25   Cookie delivery
Feb. 26-March 21   Cookie booth sales
March 21     Cookie program ends
May 31      OSA online donations end

IMPORTANT: Girls may not take orders for cookies before January 8, 2021

PLEASE NOTE: The information in this guide is as up-to-date as possible at the time of printing. However, please note that as guidelines and information change leading up to and through the program, we will use emails from eBudde and Cookie Bytes to communicate updates.
Digital Cookie

Digital Cookie is a fun, easy, and educational tool that helps girls run and manage their Girl Scout Cookie business online.

Watch for your invitation email to get started. Emails are specific to each girl and cannot be shared. If you do not receive an email by Jan. 1, go to digitalcookie.girlscouts.org and click the “Forgot password/Need a registration” email link.

Digital Cookie Girl Delivery Option

Customers can pay for their cookies with a credit card and have your Girl Scout deliver the cookies to their door. Don't worry—as a parent, you’ll need to approve these orders for safety and practicality reasons. Ask your troop leader for more information. This year, girls can continue to take girl delivery orders until March 12.

Digital Cookie Girl Delivery and eBudde (the online cookie management system) ‘talk!’ Digital Cookie Girl Delivery orders placed before the leader submits the initial order are automatically ordered in eBudde—that means you won’t have to put them on your Girl Scout’s initial order card.

After the initial order has been submitted, you’ll need to ask your leader for additional cookies from the troop’s cookie inventory to fulfill any additional Digital Cookie Girl Delivery orders.

NEW! Girl Delivery cookies purchased through Digital Cookie count toward Digital Cookie rewards.

Super Sellers, Mystery Awaits!

If your Girl Scout sells 600 or more boxes of cookies, she’ll receive the Super Seller patch AND an exclusive invite to the 2021 Super Seller celebration. This year, GSWPA Super Sellers will enjoy the Museum Masquerade Gala, an interactive mystery dinner. This event will include a fun-filled afternoon of mystery, intrigue, and suspense at The Chadwick in Wexford on June 6, 2021.

Please Note: The Super Seller event is a girl recognition. While attending the event is free for your Super Seller Girl Scout, there is a fee for one accompanying adult, if adult attendance is desired. Adult attendance is not required. Transportation to/from the event is not provided by GSWPA.

Have more than one Girl Scout in your household? Sisters can team up for more fun! If both girls sell a combined total of 900 packages (300 min./girl), both girls will be invited to the Super Seller event. Complete the online form at gswpa.org (available March 29) to let us know your Girl Scouts met the criteria.

Operation: Sweet Appreciation (OSA)

Last year, Girl Scouts in GSWPA sent over 57,000 boxes of cookies to our U.S. military active duty and veteran service members through this virtual gift of caring program. Customers can place OSA orders on the girl’s order card, the girl’s Digital Cookie web page, or by donating online at gswpa.org/military.

OSA Troop Challenge: Your Girl Scout can help her troop earn a Go-getter Cookie Booth Kit! Ask your troop leader for more details.

My Cookie Friend

Girls enter a fun-filled world featuring this year’s mascot, Hope the horse. There, they’ll find games, videos, and activities that inspire and engage them. Check out littlebrowniebakers.com for this and other fun resources.

Calling all Cookie Rookies!

New to the cookie program? This fun, 10-minute video can help your Girl Scout understand the basics. Find it on our Cookie Rookie page at gswpa.org/cookie-rookie.

Cookie Entrepreneur Family

Bring the whole family together for tons of fun and learning with the Girl Scout Cookie Program pin collection. Learn more at girlscoutcookies.org/entrepreneurfamily.

Helpful Selling Tips

Encourage goal-setting. Ask your Girl Scout about her troop’s goals and help her set personal goals.

Support her! Ask her questions and help her practice her sales message.

Use the Goal Getter Order Card after you turn in your initial order card. Continue taking orders to meet your Girl Scout’s goal.

Canvas your community with cookies! Load up the sled, wagon, or turn the family vehicle into a cookie-mobile. (Be sure to keep safety rules in mind.)

Visit neighborhoods one more time before the cookie season ends. Give your customers a second chance to stock up before cookies are gone for another year. Tip: Leave a door hanger including an adult’s contact info. (gswpa.org/cookie-resources)

Become a registered volunteer. Her troop needs help chaperoning booth sales, picking up cookies, and more.

Say thank you! Add a thank you note with an adult’s contact information when delivering cookies so customers can order more! (gswpa.org/cookie-resources)
Parent/Guardian Responsibilities

Being a Girl Scout parent/guardian during the cookie program comes with its own set of responsibilities. Before your Girl Scout can participate, you must sign this Parent/Guardian Permission Form and submit it to your troop leader.

Make it official.

Girls must be registered members of GSUSA to participate and should wear their membership pins or Girl Scout attire while selling.

Be safety conscious.

Adults must accompany Girl Scouts in grades K-5 while taking orders and delivering cookies. Girls in grades 6-12 must be supervised by an adult and should never sell alone. Girls should not enter homes or vehicles while selling/delivering cookies. Follow safe pedestrian procedures.

Understand your financial role.

As a parent/guardian, you’re financially responsible for all cookies ordered on your Girl Scout’s order card and any additional cookies you receive to fulfill her additional orders.

- Cookies cannot be returned or exchanged.
- Have a plan for safeguarding money. (Avoid walking around with large amounts of cash or keeping it at home or school.)
- Payment is made to the troop throughout the program, as directed by your troop leader.
- You should obtain a receipt for all cookies received and payments made. You may be asked to produce these receipts in the event of a dispute.
- Customers pay for their cookies when they’re delivered (not ordered), except for Operation: Sweet Appreciation, Troop Gift of Caring donation cookies, and Digital Cookie orders.
- Girls should never take credit card numbers.
- For online payments, customers must purchase cookies through your Girl Scout’s Digital Cookie link.
- Any fees incurred due to non-negotiable checks will be assessed back to the parent/guardian.

If your financial obligation is not fulfilled, you’ll be ineligible to be appointed as a volunteer or participate in any volunteer/program/camp position until the debt is paid. In addition, your Girl Scout cannot participate in future product sales, nor will she be approved for any financial assistance, until the debt is paid.

Protect your Girl Scout’s privacy.

Girls’ names, addresses, and email addresses should never be given 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.

Be Internet wise. Staying safe is our priority.

Before girls start any online activities, girls should read and discuss the Digital Cookie®—Girl Scout Digital Cookie Pledge. Review the pledge at gswpa.org/cookie-resources.

Girls may: post their Digital Cookie link on public social media sites, post where their troop is hosting a booth, post a video and include their Digital Cookie link, and ask customers to share their Digital Cookie link with friends and family.

Girls may NOT: post their Digital Cookie link on resale sites (i.e., sites that have an electronic shopping cart, online auction sites, or public sale sites such as Facebook Marketplace, eBay, and Craigslist), post where a girl is hosting a booth, post content including last name or direct contact details (i.e. phone number, address, school, location, and/or email), or direct message anyone they don’t personally know on social media platforms.

2021 Girl Scout Cookie Program Permission Form

Please complete this form (front and back) and return it to your troop leader or cookie manager.

I give permission for my Girl Scout, ________________________________, to participate in the 2021 Girl Scout Cookie Program, and I agree not to sell cookies before Jan. 8, 2021.

My Girl Scout is:

[ ] a registered member of Girl Scout Troop #__________

[ ] I’ve read the cookie program responsibilities and I agree to abide by them. My Girl Scout and I will meet all deadlines.

[ ] I accept financial responsibility for all cookies ordered through and/or received by my Girl Scout, and I will submit all money due from the sale to the troop leader (or GSWPA for my Indie Girl Scout).

[ ] in the event that I fail to pay on time, I understand I am liable for the amount not paid, plus all costs, interest, and legal collection fees incurred by GSWPA in the collection of this debt. In addition, I will be ineligible to be appointed as a volunteer or participate in any volunteer/program/camp position, and my Girl Scout cannot participate in future product sales, nor will she be approved for any financial assistance, until the debt is paid.

Parent/Guardian Signature __________________________ Date __________

Address _____________________________________________

City __________________________ State___ Zip __________

Driver’s License # __________________________ State ___

Email __________________________

Daytime Phone # __________________________

Evening Phone # __________________________

Personalized Crossover Patch

Get a fun crossover patch for participating in both the MagNut and cookie programs:

- Created your avatar during the MagNut program
- Sent 15 emails during the 2020 MagNut program
- Sell 250 packages in the 2021 cookie program
# 2021 Girl Reward Selections

Parents/Guardians, please fill out the following selections for the 2021 Girl Scout Cookie Program rewards:

I understand there are various levels of rewards. Some levels offer a choice between two rewards. If my Girl Scout, __________, a member of Troop #_________ (or an Indie Girl), achieves the following sales levels, she would like to receive the rewards circled below. (Rewards are cumulative.)

<table>
<thead>
<tr>
<th>Boxes Sold</th>
<th>Reward Options (Circle one from each shaded row.)</th>
<th>OR GS Bucks*</th>
</tr>
</thead>
<tbody>
<tr>
<td>30</td>
<td>Theme Patch</td>
<td></td>
</tr>
<tr>
<td>80</td>
<td>Cooling Fabric Bandana</td>
<td></td>
</tr>
<tr>
<td>130</td>
<td>No-Show Socks</td>
<td></td>
</tr>
<tr>
<td>170</td>
<td>Journal and Message Pen</td>
<td>$5</td>
</tr>
<tr>
<td>215</td>
<td>Horse Plush</td>
<td>$5</td>
</tr>
<tr>
<td>265</td>
<td>Eco Straw</td>
<td>$5</td>
</tr>
<tr>
<td>325</td>
<td>Glow-in-the-Dark Canteen</td>
<td>$5</td>
</tr>
<tr>
<td>425</td>
<td>Mess Kit</td>
<td>$5</td>
</tr>
<tr>
<td>525</td>
<td>Pocket Pillow</td>
<td>$5</td>
</tr>
<tr>
<td>600</td>
<td>Super Seller Patch/Event AND Fleece Bag</td>
<td>$5</td>
</tr>
<tr>
<td>750</td>
<td>Glow-in-the-Dark Blanket</td>
<td>$5</td>
</tr>
<tr>
<td>1,000</td>
<td>2022 GS Membership and Ice Cream Maker OR 2022 GS Membership and Hammock Chair</td>
<td>$75</td>
</tr>
<tr>
<td>1,500</td>
<td>HP Sprocket Photo Printer OR Custom Converse</td>
<td>$100</td>
</tr>
<tr>
<td>2,021</td>
<td>Nintendo Switch Lite OR Bedroom Vanity/Desk (Girl chooses.)</td>
<td>$150</td>
</tr>
</tbody>
</table>

**Girls earn $10 in Girl Scout Bucks for every 100 boxes over 2,021.**

*Girl Scout Bucks may be used as payment for council-sponsored programs and camps, annual registration, service unit day camps, and purchases at GSWPA Shops and camp Trading Posts.

**Reward OR Girl Scout Bucks**

- 2,021*  Cookie Theme Bowls
- 1,500*  2022 GS Membership and Hammock Chair
- 1,000*  HP Sprocket Photo Printer OR Custom Converse
- 750*    Glow-in-the-Dark Blanket
- 525*    Super Seller Patch/Event AND Fleece Bag
- 425*    Mess Kit
- 325*    Eco Straw
- 265*    Horse Plush
- 215*    Cooling Fabric Bandana
- 80      No-Show Socks
- 30      Theme Patch

**2x!**

DOUBLE the value of your Girl Scout Bucks when using them toward any GSWPA council-sponsored camp found in Camp 'S'more!

- Earn the **Cookie Bling Decals** by sending 15 unique customer emails through Digital Cookie.
- Earn the **Cookie Techie patch** by selling 30 packages through Digital Cookie.
- Earn the **Samoa Plush Dangler** by selling 90 packages through Digital Cookie.
- Earn the **Glow in the Dark Cable Horse** and 150 patch by selling 150 packages through Digital Cookie.

**100+ Bar Patches**

Girls earn a bar patch based on the total number of packages they sell starting at 100 (in 100-package increments). Girls selling 1,000-2,020 packages will receive the 1,000+ patch. Aim to sell 2,021 packages and receive the 2021 patch. Place your bar patch next to the theme patch to show off your achievement!