

Family Cookie Guide

Guide to manage your 2026 Cookie Business

**BRAVE.
FIERCE.
FUN!**



Key Dates

December 1st-11th
Troop Initial Cookie Orders Due

January 1st
Marketing and Online Sales Begin

Week of Jan. 5th
Direct sale begins; as Troops
Receive Cookies at Mass Deliveries

March 1st
Cookie Program Ends

End of April
Cookie Recognitions are delivered
at a Service Unit level

Throughout the Sale
Please adhere to any & all dates set forth
by troop, which include regularly
submitting Cookie payments.

Girl Scout Name: _____

Troop #: _____

**Questions? Check gsgst.org or contact
your Troop Cookie Manager!**

Name: _____

Email: _____

Phone #: _____



girl scouts 
of greater south texas

Meet your 2025 Service Unit Elite Entrepreneurs

On the Cover: Madison Picou

3,126

Total cookie packages sold during
2025 Cookie Program

Council Top Seller

Service Center Top Seller

McAllen Service Unit Top Seller



Leilany I. Solis
Troop 3599
Rio Roma SU



Jocelynn M. Solis
Troop 1138
PSJA SU



Lilith R. N. Brito
Troop 91030
Laredo SU



Hailey A. Brown
Troop 2075
Brownsville SU



Alyson C. Reyes
Troop 4084
Greater Corpus Christi SU



Madison Picou
Troop 3131
McAllen SU



Lauren Salazar
Troop 3102
Edinburg SU



Zoe Chaney
Troop 9737
Lonestar SU



Taylor Allen
Troop 41386
Tip O Tex SU



Madison Longoria
Troop 3004
Mission SU



Cadence Lyston
Troop 9565
Victoria SU



Karalynna Gamez
Troop 9319
Bishop Kingsville SU



Kylee Cavignac
Troop 9865
Rockport SU



Gretchen Canon
Troop 720
Heart of Texas SU



Daisy



Brownie



Junior



C/S/A

Did you know?

The Girl Scout Cookie Program is the largest girl-led entrepreneurial program in the world! Through it, girls develop essential skills and learn how to think like entrepreneurs. Girls as young as five are building their confidence and learning about the cookies!

A Message from the CEO

Dear Girl Scout Families,

Cookie season is here—and this year, our theme says it all: Brave. Fierce. Fun.

Every box of Girl Scout Cookies represents more than a delicious treat—it represents courage, determination, and joy. Through the Girl Scout Cookie Program, girls step up as entrepreneurs, set bold goals, and take on new challenges with confidence. They are learning to be brave in their decisions, fierce in their efforts, and to have fun every step of the way.

The success of this program wouldn't be possible without you—our dedicated volunteers, parents, and families. You are the mentors, the motivators, and the cheerleaders who help our girls turn goals into achievements. Whether you're helping with cookie booths, managing orders, or offering words of encouragement, your support empowers every Girl Scout to discover her strength.

As we begin this new cookie season, let's celebrate what makes Girl Scouts so special—the courage to try, the confidence to grow, and the character to lead. Together, we'll make this year one to remember—brave, fierce, and fun!

Yours in Girl Scouting,
Claudia Menchaca
CEO, Girl Scouts of Greater South Texas





Ways to Participate in the Girl Scout Cookie Program

Ready to help your Girl Scout get the most out of cookie season? No matter how they take part in the Girl Scout Cookie Program®, they'll grow their people skills, learn to set goals, make smart decisions, and so much more. Talk with them about which options they're excited to explore this year!



Text or Call Friends and Family

Is this your Girl Scout's first time running their own cookie business? Texting or calling friends and family is a great way to help them feel comfortable connecting with cookie customers. If your Girl Scout has a busy schedule, this is a flexible option.

Digital Cookie®

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

Door-to-Door Deliveries

Going door-to-door is a great way for your Girl Scout to perfect their sales pitch! Get out in your community and sell in your own neighborhood. Use door hangers and business cards for customers who aren't home. They'll also grow their people skills by meeting new neighbors (with the necessary adult supervision, of course).

Cookie Stands

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

Cookie Booths

Cookie Booths are a great way to interact with new customers, develop teamwork, and have fun. Troops or groups of Girl Scouts work together to market their cookies outside a preapproved location (like a grocery store, mall, bank, or even a drive-through booth in a parking lot) where they can practice their business skills with new customers.

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

Connect With Your Community

The possibilities are endless! Girl Scouts team up with their parents/caregivers to sell cookies to their employees and coworkers, at places of worship, and at community groups. From preparing a corporate pitch to selling cookies in bulk to car dealerships, real estate agents, or financial institutions, there are so many ways to grow your cookie business.

Participating in the cookie program helps power Girl Scouts' adventures throughout the year. It's also a fun way to learn important skills for future careers and in life including goal setting, decision making, money management, people skills, and business ethics.



Five Skills for Girls and ways girls benefit from selling cookies

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

Here's what girls learn and why it matters.



1. Goal Setting

Girls start by setting a personal cookie sales goal. Then with her troop, the girls work together to set a troop goal. Once the girls set their collaborative goal, they can begin to work with their family and fellow troop members to develop a plan to achieve them.

Why does this matter? When girls set goals it is the first step toward success in school, jobs, and in life.



2. Money Management

Girls will have the opportunity to work on developing a budget. After they have set their sales goal, they will be able to determine a



3. People Skills

Girls develop people skills by talking to customers, learning to become good listeners, and building relationships with their sister Girl Scouts as they work as a team to meet their goals.

Why does this matter? As girls deliver their sales

pitch and interact with customers, their self-confidence begins to grow. Girls are ready and able to answer questions about their goals, their favorite cookie, and what they plan to do with their earnings. People skills help girls in school, communication with their friends, in team sports, group projects, and future job success.

of their decision. They develop a strong process of making good decisions. They begin to see themselves as a confident leader capable of making decisions for themselves, and to make the world a better place.



4. Decision Making

Girls will decide how they will market their cookie program and when and where they will sell cookies. Girls will work together as a troop to make the ultimate decision on how they spend their earnings. (Troop activities, community service projects, trainings, travel, etc.)

Why does this matter?

Throughout their life girls make daily decisions, big and small, and when girls practice and implement decision making, they begin to see the impact



5. Business Ethics

During the Girl Scout Cookie Program, girls practice sound business ethics, by being responsible for their cookie inventory, cookie payments to their troop, and their commitment to their customers.

Why does this matter? As Cookie Entrepreneurs, girls are responsible for managing their own cookie business, while practicing sound business ethics and working cohesively as a team. Future employers want to hire ethical employees with refined life skills.

Girl Scout Promise & Law:

The GS 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.

The GS 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.

How the Promise & Law Relate to Cookies:

Unfortunately, every year we receive reports of cookie selling behaviors that are in violation of the Promise & Law. All parents & volunteers should be acting as role models to ensure girls have a positive Cookie Program experience. Parents/Volunteers and girls are expected to:

- Respect other troops' booth locations
- Respect business property and rules
- Leave area clean and free from trash

If you see a violation of a Cookie Program Policy, email GSGST with the Troop number, and the situation will be handled at a council level.

Email information to:
productprogram@gsgst.org



Cookie Sale Highlights:

- 2026 Theme – Brave. Fierce. Fun!
- 2026 Mascot- Black Footed Ferret

It is very important to attend your Troop Parent Cookie Meeting before the sale to go over the cookie sale guidelines. Please be sure to review this guide prior to your parent cookie meeting so that you can be sure to understand all cookie information accurately.

Selling Guidelines and Marketing Techniques:

- Cookie Booth Sale Etiquette
- Online Marketing: Email, Twitter, Facebook, E-Cards on Digital Cookie platform
- All sales must be Girl initiated.



Cookie Cupboards:

Let parents and girls know they can get more cookies. Inform them that they have to contact the Troop Cookie Manager according to times the manager has set for the troop. The troop cookie manager will have to place a planned order in Smart Cookies within 48hrs from the time cookies are needed. It's a good idea to check with other girls within the troop to check if they have extra cookies, before placing a cupboard order.

Ask for Volunteers to help with the cookie sale:

- You may need help from your troop parents when picking up the initial order at the cookie delivery location or cupboard
- Help at cookie booths. 2 adults minimum should be at each cookie booth (make sure parents are registered Girl Scouts).
- Practice Safety protocol.

Troop Leaders may have various cookie money collection days.

Suggestion:

Set up a payment schedule for girls and parents, such as "Money Mondays".

Requirement:

Money is to be collected before more cookies can be issued out to parents/girls.

Cookie Program Tips

Business to Business Sales

- Business to Business sales are made between two businesses; in this case one of the businesses is a Girl Scout. The business then uses the purchased cookies to give to a consumer (usually as a thank you to customers or employees). For example, a real estate agent might buy cookies to give out as housewarming gifts to clients, or a sales firm may want to say thanks to employees for reaching a sales goal.
- Depending on the connection to the business, the sales can either be arranged by an individual Girl Scout, or by the entire troop and credit is split evenly among the girls. Communicate with the troop leader to identify those roles.

Examples of businesses to contact:

- Real Estate offices
- Car dealership
- Doctor's office
- Accounting firm (tax season is around the corner)
- Any service or sales based business
- The business cannot be a council secured cookie booth location.



Social Media Tips

- Sales links should NEVER be posted to online resale sites like eBay, Facebook Marketplace, Swap, Mercari or any other retail/resale sites like them.
- Should any online marketing activities be identified as a violation of guidance, GSUSA and/or GSGST reserves the right to intervene and request removal or remove the post.

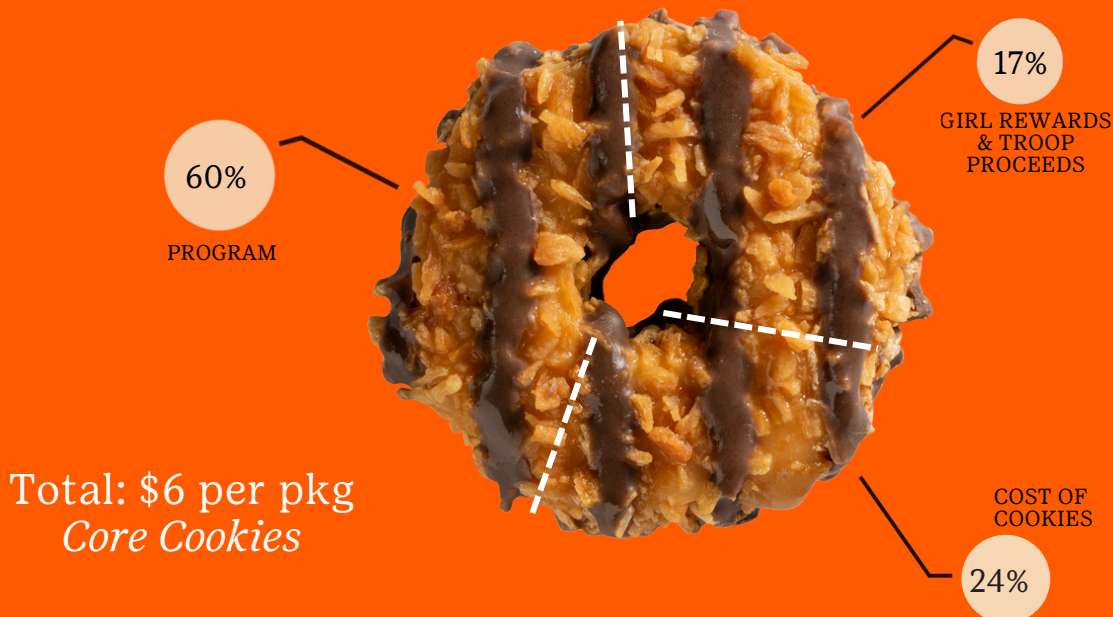
In addition, review and apply the below Supplemental Safety Tips for Online Marketing:

- To protect your personal identity, NEVER direct message with people you do not know online or on social media platforms. Always use your Girl Scout online sales link for customer orders.
- Parents or guardians must approve all girl delivered online orders and supervise all communications and product delivery logistics with any customers girls don't personally know. As a reminder, girls should never deliver cookies alone.
- If your Girl Scout sales link is posted on a public facing site, be aware the link is now searchable by anyone and could potentially appear anywhere on the internet.
- Never share your personal information (e.g., last name, phone number, email, or street address).
- Never share your personal location information, including your booth location.

Coach Your Girl Scouts

- Listen to your Girl Scout practice her sales pitch.
- Review cookie materials together and visit Girl Scout Cookie and cookie company web sites to help her learn more about the product.
- Ask questions – maybe even pretend to be a potential customer and do a little role-play!
- Guide her to set practical and useful goals about what she wants to learn and earn.
- Listen to her describe what her goal is.
- Be a role model for business ethics and safety rules!
- Have fun with your Girl Scout!

How the Cookie Crumbles:



Service Unit Bonus \$.01/pkg

Each Service Unit plays an important role in both growing and sustaining Girl Scouts in our community the bonus is intended to help support Girl Programming for the entire Service Unit.

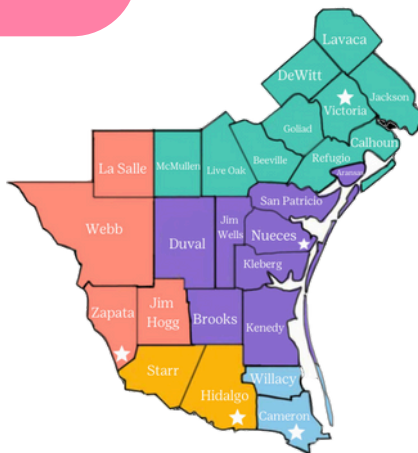
To receive the \$.01 /pkg. bonus, the Service Unit must have:

- All troops within the SU must meet all requirements listed below.
- Troops provide proof that both ACH drafts were successfully debited from troop account.
- Troops must clear the Cookie Program in full and on time.
- Troops must complete and submit Troop Financial Statements by the annual deadline of June 15th

Where can girls sell?

Today Girl Scout of Greater South Texas is on the move across all 26 counties of our council. There are no territorial limits; girls may sell cookies anywhere within the council jurisdiction. No county, community, or neighborhood is reserved for exclusive sales by any girl or troop.

The Cookie Program is designed to be girl-led. Each Girl Scout is encouraged to use her business and management skills to develop a personal sales plan that helps her reach her goals effectively. Our role is to support her efforts, ensuring every girl has the opportunity to succeed while working together in a spirit of collaboration and fairness.



Safety First

Girls and Caregivers should know:

- Always sell with an adult; it's not just safe, it's more fun!
- Use only your first name and NEVER share your phone number or address.
- NEVER enter anyone's home when selling product.
- Do not carry large sums of money. Frequently transfer money to an adult and keep money in a safe place.



Your Girl Scout Cookie favorites are back!



Adventurefuls®

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



Exploremores™

Rocky road ice cream-inspired cookies filled with flavors of chocolate, marshmallow and toasted almond crème



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.

\$6/per package with the exception of the Gluten Free Caramel Chocolate Chip, at \$7/per package
Only GSGST Cookies may be sold!

Approx. Ct. 15
Net Wt. 6.5 oz. (184g)
2 cookies (25g) per serving
130 calories per serving



Approx. Ct. 20
Net Wt. 8 oz. (226g)
3 cookies (36g) per serving
180 calories per serving



Approx. Ct. 16
Net Wt. 8.5 oz (241g)
2 cookies (31g) per serving
150 calories per serving



Approx. Ct. 40
Net Wt. 9 oz. (255g)
4 cookies (27g) per serving
120 calories per serving



Approx. Ct. 32
Net Wt. 9 oz. (255g)
4 cookies (33g) per serving
160 calories per serving



Crispy cookies layered with peanut butter and covered with a chocolaty coating
Approx. Ct. 15 Net Wt. 6.5 oz (184g) 2 cookies (25g) per serving 130 calories per serving



Approx. Ct. 15
Net Wt. 7 oz. (198g)
2 cookies (28g) per serving
140 calories per serving



Crisp and crunchy oatmeal cookies with creamy peanut butter filling
 Approx. Ct. 20
 Net Wt. 8 oz. (227g)
 3 cookies (34g) per serving
 170 calories per serving



Per Package

First Name _____ Troop # _____ Adult Contact's Name _____ Adult Phone Number _____				Donate Cookie Packages	AdventureTulsi®	Exploremores™	Lemonades®	Trefoils®	Thin Mints®	Peanut Butter Patties®	Caramel deLites®	Peanut Butter Sandwich	Total Packages	Amount Due	Check when Paid	
#	Last Name (Print)	Address	Phone/Email	Number of Packages												
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50															50	
			Total	Total in red square must equal both across and down.											Amount Due	

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



My Goal:



Set Your Cookie Goals

The Girl Scout Cookie Program begins January 1, 2026.
You may not take orders or sell cookies before this date.

girl scouts
of greater south texas

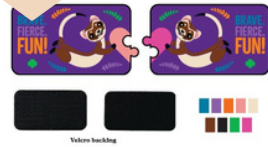
gsgst.org | 956-425-2388

12-74
Pkgs



BFF Theme Patch

75-149
Pkgs



BFF Backpack Patch

150-299
Pkgs



BFF Keychain w/ Wriststrap

300-449
Pkgs



BFF Water Bottle Pouch + Topper **OR** Ferret Stress Ball

450-599
Pkgs



26-27 Girl Scout Membership **AND** Cloud Slime with Sprinkles

600-799
Pkgs



Hoodie Sweater **OR** Plush Ferret Backpack

800-999
Pkgs



BFF Karaoke Set **AND** Cookie Camp Dayout!*
OR Ferret Sleeping Bag **AND** Cookie Camp Dayout!*
OR GS Bubble Bag with Matching GS Bucket Hat **AND** Cookie Camp Dayout!*

OR \$100 Travel Reward **OR** \$100 Camp Reward
*Choose 1 Day: May 16th Bayview or June 13th Greenhill

1000-1499
Pkgs



Owala 42oz **OR** JBL Speaker **OR** Snowcone Machine
OR \$150 Travel Reward **OR** \$150 Camp Reward

\$150 Travel Reward

\$150 Camp Reward

1500-1999
Pkgs



Amazon Kindle **OR** IFLY Cookie Experience on April 18th **OR** Kids Microscope
OR \$200 Travel Reward **OR** \$200 Camp Reward

\$200 Travel Reward

\$200 Camp Reward

2000-2999
Pkgs



Invitation to 2,000+ Banquet at Dave & Buster's*
AND Scrapbook Set w/ Beats Headphones
OR Invitation to 2,000+ Banquet at Dave & Buster's*
AND Scrapbook Set w/ Stanley Lunchbag
OR \$300 Travel Reward **OR** \$300 Camp Reward

*McAllen, May 2nd

\$300 Travel Reward

\$300 Camp Reward

3000-3999
Pkgs



Meta Quest 3S Headset **OR** 3D Printer

4000+
Pkgs



Go Pro **OR** Switch2

Direct Ship

12+
Pkgs



Cookie Techie Patch

50+
Pkgs



Goal Getter Patch

85+
Pkgs



Super Patch

Other Cookie Recognitions

Reward Disclaimer:

- Recognitions are cumulative and based on availability; items may not be exactly as pictured, and colors, styles, and models/brands may vary.
- Troops that choose to Opt-Out of recognitions will not receive membership at the 450 level but will receive patches and items at the 800+ levels if earned.
- Camp Rewards are not cumulative and may only be selected at one level. They must be used during the current Girl Scout year and are only designated for GSGST Camps. Registration deadlines will apply, and rewards are non-transferable.
- All Rewards are non-transferable and Troops/Parents have until March 31, 2026 to make any changes on (higher) rewards.
- Travel rewards are not cumulative. Travel rewards can only be selected at one level. Travel rewards must be used during the current Girl Scout year and the Girl Scout must already be registered for a council sponsored or GSUSA trip/destination. Girl Scouts must be C/S/A to select this reward.
- Cookie Camp Dayout! is a drop-off event open to all levels, with girls allowed to attend only one date and requiring additional registration by the set deadline.
- iFly Cookie Experience! requires additional registration by March 31, 2026 and will be available for all levels.
- The 2,000+ Banquet is open to all Girl Scout levels, where each girl may bring up to two guests to enjoy a meal and be recognized among her peers. Additional registration with a deadline will be required.

Fun Patches:

As a troop you can choose to order additional patches for your girls. Patches can be ordered with your recognition order, at a cost of \$0.95/per patch.



Travel Reward Option:

- For Cadettes, Seniors, and Ambassadors
- Use Cookie Travel Rewards for council sponsored travel trips or GSUSA destinations.
- Travel Rewards are not cumulative.
- Must be used during the 2026/2027 Girl Scout Membership year.
- Trip deposit must be made before travel reward is applied - (deposit fees vary based on travel location)

Visit the gsgst.org travel page for a list of council sponsored trips and GSUSA destinations.

Booth Sale Basics



The troop cookie manager is responsible for selecting booth sale times through Smart Cookies, helping girls and parents understand the booth sale guidelines, providing adequate supervision at each sale and ensuring that your booth sales are accurately represented in Smart Cookies. Girls learn valuable skills at a booth sale such as handling money, interacting with customers, presentation skills, and managing inventory.

2 Types of Booths

1. Council Sponsored Booth Sales - These booths are secured by the GSGST Product Program Team and located in high volume or high profile areas such as HEB, Wal-Mart, Bass Pro Shops, local Malls and Shopping Centers, Sam's Club, and IHOP. These booth locations can be secured using the booth scheduler on Smart Cookies and it is open to all GSGST troops during different rounds.

Troop leaders, cookie managers, and parents are NOT allowed to contact council booth locations to individually arrange a booth sale for the troop. Council booth sales start Feb. 7th.

2. Troop Secured Booth Sales - A Troop Secured Booth Sale is a location that a troop secures on their own to sell cookies. Examples include a local place of worship, banks, restaurants, car washes, community event, etc. The troop must receive written permission from the locations owner/manager using the Troop Secured Booth Sale Agreement Form. A Troop Secured Booth cannot be a Council booth location. Troop Secured Booths can start as early as January 10th and can end on March 1st. Form is not required to be submitted to council, troops will retain the form for their troop records.

Booth Sale Etiquette

- Girls need to be present at every booth sale in GS uniform.
- Be on time for your booth sale.
- Bring: cookies, table, chairs, decorations, a cash box with change available, a credit card reader, Booth Sale Worksheet form.
- Count cookies and money before and after each booth sale. Be sure money balances and write a receipt. Keep track of who was at each booth sale.
- Do not allow girls to block the entrance of the store. Be polite and courteous to the customers at all times.
- Troops can set up their booths in the front of the store entrance as per the store manager, locations may vary as to where troops will be allowed to set up.
- Troops cannot set up at a location's parking lot, median, driveway, or landscape area.
- Do not eat, drink, smoke or chew gum at a booth sale. You and your troop are representing Girl Scouts to your community.
- Bring a copy of your booth Scheduler confirmation email from Smart Cookies to every booth sale.
- Make your booth sale eye catching to the public - Bling your Booth!
- DO NOT leave empty cookie cases at the store location or in their trash cans. We always take empty cases with us.



Safety Tips for The Girl Scout Cookie Program®

Girl Scouts

- ❶ **Show you're a Girl Scout.** Wear the Girl Scout membership pin, vest, sash, or other Girl Scout clothing to identify yourself as a Girl Scout.
- ❷ **Buddy up.** Always use the buddy system. It's not just safe, its more fun.
- ❸ **Plan ahead.** Be prepared for emergencies, and always have a plan for safeguarding money.
- ❹ **Protect Privacy.** Girl Scouts' last names, home addresses, and email addresses should never be given to customers. Protect customers' privacy by not sharing their information, except when necessary.

In Person

- ❶ **Girl Scouts should never sell or deliver cookies alone.** Daisies, Brownies, and Juniors must be accompanied by an adult. Cadettes, Seniors, and Ambassadors need adult oversight for sales and must have approval for deliveries, always bringing a buddy along.
- ❷ **Sell in the daytime.** Girls should only sell after dark when under direct supervision of an adult.
- ❸ **Do not enter any homes or vehicles.** Never enter someone's home or vehicle. Only approach vehicles at designated drive-thru cookie booths.
- ❹ **Be streetwise.** Become familiar with the areas and neighborhoods where you'll be selling and delivering cookies. Avoid alleys.
- ❺ **Be safe on the road.** Always follow safe pedestrian practices when crossing at intersections or walking along roadways. Be aware of traffic when unloading products and passengers from vehicles.

Digital/Online

- ❶ **Be safe online.** Girl Scouts must have their caregiver's permission to participate in all online activities.
- ❷ **Participate in Digital Cookie.** Read and abide by the Girl Scout Digital Cookie Pledge.
- ❸ **Read and agree.** Read and agree to the GSUSA Internet Safety Pledge.
- ❹ **Caregivers' agreement.** Read and abide by the Digital Cookie Terms and Conditions for Parents/Guardians.

Scan the QR code here for online help



Girl Scout
Digital Cookie
Site Registration
(13 & Under)



Girl Scout
Digital Cookie
Site Registration
(13 & over)



Girl Scout
Digital Cookie
Site Set Up
(13 & Under)



Girl Scout
Digital Cookie
Site Set Up
(13 & Over)

Digital Cookie

The Digital Cookie is a platform that Girl Scouts and their caregivers will use for the 2026 season and beyond to sell cookies online. Council and troop management will still take place in the bakers' software (Smart Cookie).

Does Digital Cookie “talk to” the baker software? Will Girl Scout delivered orders flow into the baker software?

Yes, all systems are integrated. Girl Scout names get loaded into the baker software and the baker software sends the record to Digital Cookie. Digital Cookie records all digital sales, including girl delivered, for the Girl Scout and sends those to the baker software.

Will the Girl Scout's customer lists transfer from the previous season?

For users who have been in Digital Cookie in previous years, their customer lists will move to the cloud. ABC will be doing an export of Girl Scouts' customer lists that will be imported for them into DC25 Cloud. Girl Scouts with very large lists should export them out of Smart Cookies™.

Is there an option to turn on or off the Girl Scout cookie delivery?

Yes, Councils can set the dates for In-Person Delivery to be available. Caregivers can turn off In-Person Delivery on the "my cookies" tab if the council is offering Girl Scout delivery. Councils can turn off In-Person Delivery for entire troops or individual Girl Scouts if needed.



Will a Girl Scout have the option of a tiny URL as well as a QR code to share her Digital Cookie site link?

The site will provide a full URL and QR code. Girl Scouts would need to create their own tiny URL if desired.

How will the QR code be used?

The QR code is the equivalent of a link to a Girl Scout or troop's site.

Do rewards selections made by Girl Scouts in DC flow back to Smart Cookies™?

Leaders will need to pull a report of those selections and enter them into the baker software. There is not a feed of those selections currently.

How long does the caregiver have to approve an in-person delivery order?

The caregiver has five days to approve or decline the order.

Is it possible to approve part of an order for In-Person Delivery?

Only full orders can be approved. However, troop volunteers can refund portions of an order for a parent if the council has enabled that option.

If council turns off a variety, can a parent turn it back on?

No, a parent can't override that council setting. However, cookies still appear on the mobile app for Cookies In Hand orders.

Scan the QR code here for online help



DC
My Account



DC
Delivery Settings



DC
Caregiver
Dashboard

Additional tips on last page

Earn More!

Keep a lookout on upcoming Challenges for extra rewards!

Bling Your Booth!



How to participate:

- Bling your Booth during the February Council Booth Sale Weekends
- Troop Challenge (must be multiple troop members pictured- no individual girls)
- All girls must be in GS uniform to be eligible to participate/win

Email Guidelines:

- Submit photo entries by Sunday midnight of the booth weekend.
- Send email to: productprogram@gsgst.org
- Use Subject line: Bling your Booth!
- Include in the email: Name, Troop # and Service Unit
- DON'T FORGET to attach PHOTO!

Winning Prize:

\$50 Amazon Gift Card

4 - Winners Council Wide (1 Winner per Weekend)



Bling your Car or Wagon!

How to participate:

- Show your Girl Scout Cookie Love by blinging your vehicle or push wagon during the weekend- Feb. 13th - 15th.
- Girl Incentive (must be individual girls)

Email Guidelines:

- Submit photo entries by Monday, Feb. 16th no later than 10 AM.
- Send email to: productprogram@gsgst.org
- Use Subject line: Bling your Car or Wagon!
- Include in the email: Name, Troop # and Service Unit
- DON'T FORGET to attach PHOTO!

Winning Prize:

- BFF Roll-up Duffel Bag
- 5 winners council wide



450+ Challenge!

Reach the 450 level and your chance to be entered into a drawing to win your very own BFF Ferret Blanket! 25 Winners will be chosen!

Winners will be announced Wednesday, March 19th via Social media.



Cookie Program Details



Debt Protection:

To minimize collections and debt the following processes have been established and initiated.

- Cookie receipts will be written and provided for all transactions, when distributing cookies and collecting monies.
- Troop CANNOT release more than \$600 in cookies - equates to 100 packages of cookies at one time to a parent.
- Troop Payment History - a troop that has had a history of paying late (2-yrs. or more) will have to pay for cookies at the time cookies are picked up from cupboard or cookies placed through the initial order process. Troops that this rule applies to will be notified by December 1st.

Virtual Cookie Share:



Girl Scouts of Greater South Texas will be collaborating to initiate a Virtual Cookie Share program.

- Troops/Girls will advertise their Virtual Cookie Share program at point of sale and/or booth sales
- Troops/Girls still receive payment for cookies - no product will be exchanged
- Troops/Girls will receive credit for cookies
- Troops will not have actual inventory of cookies - council will have cookies shipped directly to entity selected for the Virtual Cookie Share program.

Participation:

Troop must be established by December 1st

- Training completed (New Leader Basics & Annual Cookie Program Training)
- Must have an active Troop Bank Account
- All girls must be registered for 25/26 Girl Scout Membership Year

Mystery Shopper:

To help assist troops/girls in operating a successful Cookie Booth Sale, council will select volunteers that will appear as "Mystery Shoppers". The purpose is to help make sure all troops are conducting an appropriate booth sale that will minimize issues and obstacles often reported to council from Store Managers - this will maintain our working relationship with various stores approached for council booth sales.

Frequently Asked Questions

What is the sale price for a package of cookies?

Cookies are sold for \$6.00 per package. The only cookie at \$7 is our Caramel Chocolate Chip (Gluten Free) Cookie. Cookies can only be sold at this price which is set by our Council.

When do girls collect the payment for the cookies?

With the Direct Sale format, girls will have cookies in-hand, and they will be selling, delivering, and collecting payment all in one step. If girls don't have cookies in-hand, they will take the customer's cookie order and collect payment when the cookies are delivered. Do not leave cookies with customers without receiving payment.

Can a customer write a check for cookies?

Girls should only take checks from people they know and checks should be made payable to their Troop. Girls should only accept checks with the customer's name, address and phone number imprinted on the check. It's a good idea to write the customer's driver's license number on the check and to not accept checks over \$75.00.

Are cookie purchases tax deductible?

Yes and No. Cookies purchased for personal or group consumption are not tax deductible. However, cookies purchased for our Care & Share Program, where the customer does not receive the cookies or benefit directly by paying for the cookies, are tax deductible.

Does my Girl Scout have to participate in the Cookie Program?

Participation in the Cookie Program is voluntary and requires written permission by a parent or guardian. The Cookie Program is a way for girls to finance their Girl Scout activities and special projects. The Girl Scout Cookie Program is not just about cookies. This annual program offers a hands-on opportunity to learn entrepreneurial skills as part of the Girl Scout Leadership Experience. We find that most girls enjoy this program and look forward to it each year.

What if a customer is not satisfied with the cookies?

Contact the Girl Scout Office if a customer is not satisfied with the Girl Scout Cookies that they purchased.

Can I use Email, Text Messaging, and Social Networks to tell friends and family about the Cookie Program?

Digital Cookie has interactive online tools that helps girls develop an online storefront and digital link to share with customers that will take them directly to her personal online cookie business. Girls can use email and age-appropriate internet functions as marketing tools to let family, friends and former customers know about the sale and take cookie orders. Girls 13 and older may use social networking sites such as Facebook and Twitter as long as they have their parent's permission and adult supervision. As a Girl Scout, girls should not use or post their personal email, street address, or phone number. Instead use an adult's email or troop email that is monitored by an adult.

Can I take money over the internet?

Yes and No. Girls must supply customers with their direct link to their online storefronts in Digital Cookie for payment and girl-delivered requests. Under no circumstances can girls or their parents solicit or take money over the internet for the Girl Scout Cookie Program through online sales sites such as Amazon, eBay, Craigslist, or public Buy, Sell, Trade sites or community sites.

Can I have a cookie booth for just my Girl Scout and me?

Yes. These are referred to as cookie pop-ups. Much like a lemonade stand in your front yard. A Girl Scout and her caregiver are allowed to pop-up in front of their own home or in a vacant parking lot. An adult must be present at all times. Participants must all be from the same household and never with another Girl Scout from outside your home. If there are two Girl Scouts from two different households, there must be two unrelated adults present and it is now considered a booth for a troop opportunity and all members of the troop should be invited to participate. Cookie pop-ups are prohibited at all Council sponsored and Troop-sponsored locations. For example; Walmart, H-E-B and some retail sites. Contact the council prior to popping up and confirm that your location choice is available.



Girl Scout Digital
Cookie Pledge



Girl Scout Cookie and
Product Sale Safety
Activity Checkpoint

Need further assistance on what comes next?

With your phone scan the QR code for the process you need to know more about. Make sure to do this while you are online to get a more step-by-step experience as you attempt to complete tasks.

Scan the QR code here for online help



Photo/ Video Upload



My Rewards



Order Received
(Shipped/
Donated)



Marketing to
Customers



Order Received
(In-Person Delivery)



Entrepreneur
Pins & Badges



Mobile App
for Cookie
Booths

Use #GSGST to share your adventures!

Please pass me on to a friend or recycle!

Have a great cookie season!

girl scouts
of greater south texas



BRAVE.
FIERCE. FUN!



gsgst

Feel free to email
productprogram@gsgst.org
with any of your cookie
questions!

www.gsgst.org
info@gsgst.org
956.425.2388