

# Quick Reference Guide for the Girl Scout Cookie Program

*It's a team effort!*

## Cookie program dates 2019-2020

### December-January

Girl and parent/guardian training

### January

Service unit cookie kickoffs

### Saturday, Jan. 25

Troop cookie pick-up

### Sunday, Jan. 26, 9 a.m.

Cookie program begins!

### Friday, Feb. 7

Cookie booths begin

### Friday, Feb. 28–

### Sunday, March 1

National Girl Scout Cookie  
Weekend

### Sunday, March 8

Cookie program ends

### May-July

Rewards and events



## Be in the know

Please familiarize yourself with the guidelines and standards listed in the Family Cookie Guide and the Girl Participation Agreement. Your encouragement and guidance are essential to a positive and safe cookie program experience for your Girl Scout.

## Tailor your cookie experience

We understand how busy you are! Determine the ideal participation level for your family by selecting from the many options for girls, and/or talk with the troop leader or cookie manager. Just wanted to participate online with Digital Cookie? That's OK!

## Support your Girl Scout

**Encourage goal-setting.** Guide your Girl Scout to set practical goals about what she hopes to learn and earn.

- ◆ Ask about her troop's goal, and help her set a personal goal
- ◆ Encourage her to share her goal with customers. They want to help her succeed!

**Support her participation.** Be by her side as she develops the confidence to ask people for their support.

- ◆ Help her practice a marketing pitch
- ◆ Accompany her while she talks with customers and delivers cookies
- ◆ Help her network with family and friends. (Let her do the actual "ask" so she can learn that important business skill.)

**Volunteer.** Help the troop and TCM by chaperoning at cookie booths, picking up cookies, and sorting rewards.

## Troop communication

Ask your girl's troop cookie manager (TCM) for the following information:

TCM contact info: \_\_\_\_\_

Date/time/location to pick up initial cookie orders: \_\_\_\_\_

Date/time/location to give our TCM additional orders: \_\_\_\_\_

When is money due? \_\_\_\_\_

May our troop accept checks? \_\_\_\_\_

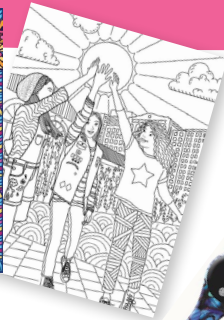
Will our troop accept credit cards at cookie booths? \_\_\_\_\_

May cookies be returned to the TCM? If so, by what date; how many packages? \_\_\_\_\_

How can I help my TCM? \_\_\_\_\_



# Girl Scout San Diego | 2020 Cookie Program



## 1. 12+ packages

### Participation patch

CEO letter of recommendation available to girls who earn the participation patch every year they are a member

## 2. 12+ Digital Cookie emails

### Digital Cookie patch

## 3. 60+ packages

### Origami bandana

## 4. 100+ packages

### Coloring set

## 5. 140+ packages

### T-shirt

## 6. 180+ packages

### Butterfly charm bracelet

## 7. 225+ packages

Bella the Butterfly and 2020 patch and 2019-2020 Product Programs patch. Eligible with \$350 reached in the 2019 fall product program and 225+ packages.

## 8. 300+ packages

### Water bottle

## 9. 350+ packages

### Travel case and mini Bella dangler

## 10. 425+ packages

### Beach towel and charm

## 11. 525+ packages

### Boomers! picnic

### Saturday, May 2

All grades: Girl Scouts will enjoy an exclusive BBQ-style buffet and fun day at the park with unlimited access to attractions including



go karts, bumper boats, mini golf courses, rock wall, and more! Girls will be chaperoned by GSSD staff and volunteers.

### OR

### Indoor rock-climbing experience

### Sunday, June 7

Juniors and up\*: You can soar to new heights! Experience indoor rock-climbing at Vertical Hold. Girls will learn basic rock-climbing safety and skills and have a chance to participate in activities that will bring out their inner risk taker.

### OR

### Butterfly paint party Saturday, June 6 and Sunday, June 7

All grades: Enjoy a fun and interactive paint party at Pachis Art Studio. Instructors will guide you step by step through a painting project featuring this year's cookie mascot, Bella the Butterfly! Each girl will be able to take home her masterpiece.

### OR

### Activity tracker watch

## 12. 650+ packages

### Five-day Girl Scout summer camp

Explore your passions, learn Girl Scout traditions, and have a blast with new friends at a five-day camp! Choose from a wide assortment of designated sessions\* (to be announced in February 2020 at [sdgirlscouts.org/camp](http://sdgirlscouts.org/camp)). Daisies attend day camp only; grades 2-12 (in fall 2020) select a day or resident camp.\*Based on availability; does not apply to horse sessions; no

cash value. Got a specific camp in mind? Reserve your spot in advance with a \$25 reservation fee (refundable if you meet your 650+ package goal). Previously earned Cookie Buck Program Credits can be applied as payment. More camp details in the camp brochure.

### OR

### Design your own VANS workshop

### Various July dates

All grades: This workshop puts the creativity in your hands. You will learn about personal brand, design tips and tricks, and more! Once you're done you will be ready to pick your shoes, pick your colors and patterns, and customize to make them yours.

### OR

### Private Hornblower brunch cruise

### Saturday, June 27

Get out in San Diego on a Hornblower Brunch Cruise. Girls and the chaperone of their choice will experience a spectacular day from the comfort of a private yacht. Spend two hours sailing past amazing San Diego sights and enjoying a delicious brunch buffet.

### OR

### Glitter room décor set

### OR

### \$100 Cookie Buck Program Credits



12.

12.





# am Rewards

VER®  
ENTS



6.



8.

Embossed!

15.



iridescent  
Butterfly Confetti  
flutters around the lid!



9.



10.

30"x 60"

10.



## cinépolis 13. LUXURY CINEMAS

### 13. 800+ packages

Night at the theatre  
sleepover

Saturday, Aug. 8

All grades: Get ready for a memorable overnight stay at Cinepolis Luxury Cinemas in Del Mar. Enjoy all night movies in premium reclining seats, games, crafts, and treats! Dinner and breakfast will be served. Girls will be chaperoned by GSSD staff and volunteers.

OR

Girl Scout hydration pack

### 14. 1,000+ packages

Disneyland adventure

Saturday, May 30

All grades: Bus to Disneyland with your fellow 1,000+ package earners to spend a fun filled day. Spend time at both California Adventure and Disneyland and enjoy lunch and dinner at the park. Additional tickets available for purchase on a first-come, first-served basis (meals and transportation not included). Girls chaperoned by GSSD staff and volunteers.

OR

\$100 Cookie Buck Program  
Credits



5.

Double-  
sided  
design!



### 15. 1,300+ packages

Broadway San Diego: Frozen  
Saturday, April 11

All grades: Disney's FROZEN will be an unforgettable theatrical experience filled with sensational special effects and powerhouse performances. The critics rave "Disney's struck gold! Sumptuous sets, gorgeous costumes, and plenty of special effects to wow the audience!" (New York Post). Girls will attend matinée showing and be chaperoned by GSSD staff and volunteers.

OR

Echo Dot

15.



### 16. 1,700+ packages

High flying adventure

Sunday, May 17

Brownies and up\*: Learn to swing, fly, and catch with coaching from trained instructors. Safety lines, a body harness, and a safety net let you fly through the air with ease. The four-hour private party includes lesson, practice time to perfect your technique, and refreshments.

OR

\$50 Cookie Buck Program  
Credits

### 17. 2,020+ packages

Girl Scouts San Diego  
Elite Entrepreneur

executive experience

Date TBD

### 18. 3,000+ packages

Private baking class

Ready, set, bake! You will learn different baking and decorating techniques, and have a chance to apply those skills and your creativity as you bake and decorate a sweet treat with the instruction of a private chef.

Date TBD

OR

Telescope and workshop

Explore the stars and beyond in a stargazing class and learn about space and how to use your new telescope. Must attend class to receive reward item.

Date TBD



17.



### 19. 4,500+ packages

Mexico cruise

Dates and details TBD

19.



New reward  
level!

## 18. Sur la table THE ART & SOUL OF COOKING

18.



12.



16.



TRAPEZE HIGH



13.



# Operation Thin Mint<sup>SM</sup>

Operation Thin Mint<sup>SM</sup> (OTM) packages also count toward the cumulative girl rewards!

Metallic silver!



**OTM patch**  
12+ OTM packages



**OTM charm**  
24+ OTM packages



**OTM T-shirt**  
100+ OTM packages



## Cookie Program Fun



### Cookie Program Lifetime Achievement Award

Girls are recognized—upon reaching 1,000, 2,500, and 5,000 total recorded packages over the course of their cookie program careers at Girl Scouts San Diego (GSSD)—with a Lifetime Achievement certificate. Show the certificate at our GSSD stores to purchase the Lifetime Achievement patch. Be on the lookout for an email in January for your Girl Scout's current total!

### CEO letters of recommendation

Girls in high school are eligible to request a personalized letter of recommendation from Girl Scouts San Diego's CEO! These letters are a great way to build their resume when completing their college or scholarship applications. Girls must have earned the participation patch every year they have been a member and submit an online "brag sheet."

### Good Girl Scout patch

Girls who exhibit a high level of philanthropy by giving back to Girl Scouts San Diego and anonymously funding girl experiences can earn the Good Scout patch. The program recognizes individuals who donate their 650+ camp reward and troops who donate all their proceeds. To donate or for more information contact [cookierewards@sdgirlscouts.org](mailto:cookierewards@sdgirlscouts.org).

### Cookies = camp

Girls, aim for the 650+ package goal to earn a five-day summer camp! To learn more about camp, refer to the Family Cookie Guide, [sdgirlscouts.org/camp](http://sdgirlscouts.org/camp), email [camp@sdgirlscouts.org](mailto:camp@sdgirlscouts.org), or call us at 619-610-0821.



### Program Checklist

Review ways to participate, benefits, basic facts and standards, safety, and Operation Thin Mint<sup>SM</sup> (located in the Family Cookie Guide that will be mailed to you in January).

- ☐ Set your cookie program goal.
- ☐ Set up your Digital Cookie site and invite customers to support you.
- ☐ Pick up cookies from troop cookie manager and discuss return/exchange guidelines.
- ☐ Ask your TCM for a receipt every time you turn in money or receive cookies.
- ☐ Market cookies until **Sunday, March 8** and turn in money to TCM frequently.

### Resources and Materials

#### Online resources

**Digital Cookie:** [digitalcookie.girlscouts.org](http://digitalcookie.girlscouts.org)

Girls can design their personalized webpages to share cookie program goals, accept credit card payments, and ship or deliver cookies directly to customers.

**Online materials:** [sdgirlscouts.org/cookieprogram](http://sdgirlscouts.org/cookieprogram)  
All documents, marketing materials, flyers, contest information, cookie craft ideas, and resources mentioned in this guide.

**Spanish documents:** [sdgirlscouts.org/cookieprogram](http://sdgirlscouts.org/cookieprogram)

#### Materials provided by your TCM:

- |  |  |
|--|--|
| <input type="checkbox"/> Participation Agreement   | <input type="checkbox"/> Cookie Tally Sheet    |
| <input type="checkbox"/> Girl Business Cards       | <input type="checkbox"/> Cookie Etiquette Tips |
| <input type="checkbox"/> Money collection envelope | <input type="checkbox"/> Order card            |

