

# Girl Scout Juliette Cookie Family Guide

2026



## Girl Scout Digital Resources

Check out our Council Resource webpage to find all the information you will need this Cookie Season!

# Girl Scouts & Entrepreneurship

## 5 ESSENTIAL BUSINESS SKILLS

Entrepreneurship is one of the four program pillars of the Girl Scout experience. This pillar helps Girl Scouts learn how to think like entrepreneurs and feel curious and confident as they start to run their own business.

The Cookie Program helps Girl Scouts practice 5 Essential Business Skills:



### GOAL SETTING

- Girl Scouts learn how to set personal and troop goals and create a plan to reach them
- Benefits: Builds success in school, career, and life



### DECISION MAKING

- Girl Scouts decide how to participate and market their Program and, as a troop, they decide how to spend troop proceeds.
- Benefits: Fosters creative thinking, exploring decision impact and problem solving, builds confident leaders



### MONEY MANAGEMENT

- Girl Scouts take orders, count money, and make change while working with the troop to manage the troop funds.
- Benefits: Teaches financial literacy and sustainability, financial responsibility, and inventory management



### PEOPLE SKILLS

- Girl Scouts interact with customers in several ways, practice their sales pitch, and work with their sister Girl Scouts to reach common goals.
- Benefits: Cultivates good listeners, helping to find their voice, building relationships and team players, develops courage

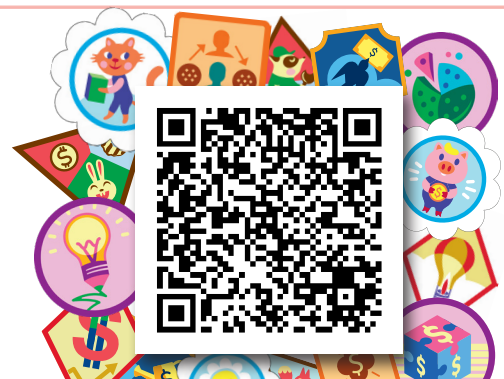


### BUSINESS ETHICS

- Girl Scouts practice sound business ethics by being responsible for their inventory and payments to their troop, time management, following guidelines provided and their commitment to their customers.
- Benefits: Instill commitment, character, integrity, and fairness

## Cookie Badges & Pins

Girl Scout entrepreneurs can earn special badges and pins by completing activities that teach them important business skills. To learn more, go to [www.girlscouts.org](http://www.girlscouts.org).







# 2025–2026 Girl Scout Cookies®

## All our cookies have...

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

## The World's Most Flavorful Lineup



### Adventurefuls® • Real Cocoa

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

Approximately 15 cookies per 6.3 oz. pkg.

U D



### Lemon-Ups®

NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS

Crispy lemon flavored cookies with inspiring messages to lift your spirits

Approximately 12 cookies per 6.2 oz. pkg.

U D



### Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe

Approximately 38 cookies per 9 oz. pkg.

U D



### Do-si-dos® • Made with Natural Flavors • Real Peanut Butter • Whole Grain Oats

Oatmeal sandwich cookies with peanut butter filling

Approximately 20 cookies per 8 oz. pkg.

U D



### Samoas® • Real Cocoa • Real Coconut

Crisp cookies with caramel, coconut, and dark chocolaty stripes

Approximately 15 cookies per 7.5 oz. pkg.

U D



### Tagalongs® • Real Cocoa • Real Peanut Butter

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

Approximately 15 cookies per 6.5 oz. pkg.

U D



### Thin Mints® • Made with Vegan Ingredients • Real Cocoa

Crisp, chocolaty cookies made with natural oil of peppermint

Approximately 30 cookies per 9 oz. pkg.

U



### Exploremores™ • Real Cocoa

NATURALLY AND ARTIFICIALLY FLAVORED

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

Approximately 18 cookies per 7.9 oz. pkg.

U D



### Toffee-tastic® • No Artificial Flavors GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits

Approximately 14 cookies per 6.7 oz. pkg.

U D



# Ways to Participate in the Cookie Program

Girl Scouts can take part in the Cookie Program in lots of ways—from online to in-person! Look at the options below and talk with your Girl Scout to choose what works best this year.

Note: An adult must always be with the Girl Scout for safety and supervision.

## Order Card - Initial Order Phase (January 12 - February 8)

Girl Scouts use a paper order card to sell cookies during the first part of the Cookie Program. They can ask friends and family, visit their caregiver's workplace, or go door-to-door in their neighborhood.

All orders must be turned in to your Product Program Coordinator in February. This can be done by entering the orders online in Digital Cookie or by giving the order card to your coordinator.

Cookies from this order will arrive in March. Do not collect money until the cookies are delivered.

These orders count toward both Initial and Final rewards!



## Digital Cookie (January 12 - March 29)

Girl Scouts can make their own cookie website and send emails or share the link with people they know.

Customers can have cookies shipped to their home (shipping fees apply), choose in-person delivery with Girl Delivery (if the Girl Scout offers it), or donate cookies to a special cause through the Cookies for Community donation program.

Customers pay online, so Girl Scouts don't need to collect money in person.

Orders from January 12 to February 4 count for both Initial and Final rewards. Orders after February 4 count for Final rewards only.

Want to learn more? Check out pages 7 and 8!



## New Orders - After the Initial Order Phase (February 8 - March 29)

Lots of people still want cookies after the first order! You can keep selling to past customers who want more, or new customers who missed out. For these orders you need to communicate with your Product Program Coordinator to ensure that they can get cookies to fill your additional order needs.

- **February orders** - Use the Goal Getter Order Card to write down new orders. When the cookies arrive in March, let your coordinator know when you have new orders so they can help you get more cookies.
- **March orders** - Use Digital Cookie to take additional orders and either share your link again or use the “New Cookie Order” button in Digital Cookie to sell. Always tell your coordinator if you’re taking more orders so they can get you the cookies you need.



### Goal Getter Order Card

Find this under “2026 Girl Scout Cookie Lineup” on [gsneo.org/forcookiesellers](https://gsneo.org/forcookiesellers)

## Walkabouts and Cookie Stands (March 6 - 29)

These are fun ways to sell extra cookies in your neighborhood!

Walkabouts are when you load cookies into a wagon and walk around your neighborhood, asking neighbors if they want to buy some before the program ends.

Cookie Stands are like lemonade stands. You can set one up in front of your house (on private property) to sell cookies to people nearby. These stands are run by your family and won’t show up on the Cookie Finder.

**Girl Scout Juliettes are not permitted to participate in cookie booths, so cookie stands are a great alternative to get face-to-face customer interactions!**





# The Caregiver's Role in the Cookie Program

Girl Scouts do their best when their families help out. Here are some important things you need to do to support your Girl Scout during cookie season:

- Don't let your Girl Scout take cookie orders before the program starts on **January 12**.
- Collect payment when you deliver the cookies, not before.
- Give all the money you collect to your Product Program Coordinator on time.
- Once you sign for cookies, they can't be returned, so be sure to only take what your Girl Scout can sell.
- You are responsible for all cookies and money you receive.
- The Cookie Program teaches Girl Scouts to be honest and fair. If cookies or money go missing, it could be seen as stealing.
- Help your Girl Scout set goals and practice how to sell. Your support makes a big difference!

A little help and encouragement can go a long way in making your Girl Scout's cookie season fun and exciting. Here are some simple ways to help:

- Look at the cookie program materials together.
- Check out the cool rewards they can earn and talk about what they want to learn or achieve. Help them set realistic goals.
- Help set up their Digital Cookie page online.
- Let your Girl Scout practice their sales pitch with you, and give tips to make it better.
- Ask them to explain what they plan to do with the money they earn.
- Show your Girl Scout how to follow safety rules and be honest when selling cookies.
- And always... make sure you are both having fun!



## Responsibilities for the Cookie Program

### Girl Scout Juliette Responsibility

- Follow the Promise & Law
- Be brave and try new things
- Be kind and encouraging to others
- Listen to others and show respect for their ideas
- Be prepared and always act in a safe way

### Family Responsibility

- Support your Girl Scout in all parts of her journey
- Turn things in on time — like forms, orders, and money
- Stay in touch and ask questions
- Turn in cookie money often
- Remember: Once you take cookies, you're responsible for paying for them

# Money Management

## PROFIT BEGINS AT \$0.95 PER PACKAGE

Discuss with your Product Program Coordinator how your Girl Scout can earn more money from the Cookie Program by meeting certain goals!

Payments for the Cookie Program:

### From Customers

- Customers pay when they get their cookies in March.
- They can pay with cash or by using the Digital Cookie app (credit cards, Venmo, or PayPal).
- Do not take personal checks. If you take a check and it bounces, you will have to pay any bank fees.

### To GSNEO

- Caregivers use collected cash to pay for paper orders and can pay in any Council retail location.
- GSNEO will also be able to accept credit card payments via CheddarUp. You will be given a link by your Product Program Coordinator towards the end of the program if you have a payment due.

- **Payment will be due to GSNEO by March 30. The amount that is owed to Council will appear on the Sales Report in eBudde and is listed as the “Total Troop Sales” NOT “Amount you owe Council.”**



### CheddarUp Payment

If you are paying for your Girl Scout's cookie bill using a credit card, please scan here to complete payment.

GSNEO TAKES UNCOLLECTED FUNDS SERIOUSLY. ANY UNPAID ACCOUNTS ARE SUBJECT TO COLLECTIONS AND LEGAL ACTION, WITH THE FOLLOWING CONSEQUENCES:

### Girl Scout Restrictions

- Any Girl Scout whose caregiver has an outstanding balance can only sell cookies through prepaid Digital Cookie orders.
- The Girl Scout will only receive rewards below 165 pkgs.
- The Girl Scout should still be allowed to participate in troop activities.

### Caregiver Restrictions

- Any caregiver that fails payment and does not communicate with GSNEO will be sent to collections and be subject to legal actions.
- If payment is made after the deadline, the Girl Scout will have selling limits during the next Product Program. She will be allowed to do Digital Cookie/M2 prepaid sales only.

# Manage Your Juliette's Sales - eBudde

## eBudde is your one-stop shop!

The eBudde system is the home base where you'll enter cookie orders, place rewards orders, and view financials.

Access to eBudde starts December 10  
(or when you are uploaded after that date)

To access eBudde visit:

[ebudde.littlebrownie.com](http://ebudde.littlebrownie.com)



Log into eBudde either using an access link in your email or by going directly to the website.

- **Username is email address that you use for Girl Scout Registration**
  - Used eBudde before? - You can log in with password from previous years
  - New to eBudde? - Use the email link to set up a password
- You can use "Forgot your password?" link to reset password/access the system as long as you are uploaded.

### Contacts Tab - Update Your Info and Add Users

- Edit your information and **SAVE**.
- To add users (only you can do this):
  - Click **+ADD**, select role, enter name and email
  - Hit **SAVE**. They will receive a launch email for access.

Do not add yourself to any additional user roles as this could remove your access. As Primary Cookie User, you have full access to all roles.

#### Add a Troop Contact

### Settings Tab - Review your settings, to make changes click **EDIT**.

- Set your Juliette Girl Scout's goal.
- Opt out of rewards.
  - **CHECK** the box if your Junior, Cadette, Senior, or Ambassador Girl Scout would like to opt out of physical rewards for additional profit. Daisy and Brownie Girl Scouts are not eligible to opt out of rewards.
- Banking information is not used.
- Hit **SAVE** to update settings.

### Girl Tab - Review your Girl Scout Juliette info, if you have any changes to be made contact Customer Care

- Confirm Girl Scout(s) are listed correctly. If you have more than one Girl Scout Juliette, they will be listed on this roster.
- Check email listed.
  - This email is what was used for Girl Scout registration and will be the email used to log into Digital Cookie.
- Select **EDIT** to add shirt size and sales goals. Hit **SAVE** to update Girl Scout edits.



# Manage Your Juliette's Sales - eBudde

## When will I use this? eBudde Tabs!

At the top of the Dashboard in eBudde, you'll see a row of Tabs. You'll use different tabs at different times during the Cookie Season. Below is a timeline that shows when you'll use each tab and what it's for:



Don't forget to take eBudde on the go with the mobile app! Available through the Google Play and Apple App Stores.

### PHASE 1: BEFORE THE PROGRAM (DECEMBER - JANUARY 11)

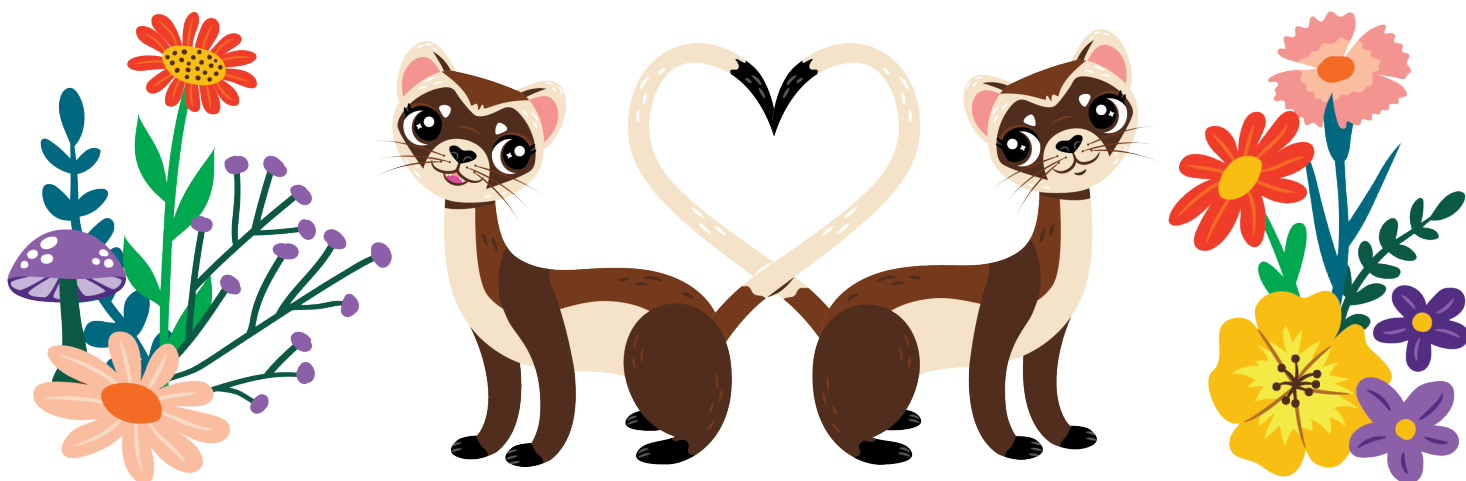
- CONTACTS: Edit your contact info and add additional users who will assist you during the program.
- SETTINGS: Review stats and make sure all info is correct and up to date.
- GIRLS: Confirm Girl Scout Juliette is visible, with correct email, and enter shirt size.
- HELP CENTER: Take some time to look at all the resources available to you for the Cookie Program.

### PHASES 2 & 3: INITIAL ORDERS & COOKIE DELIVERY (JANUARY 12 - MARCH 29)

- INIT. ORDER: This is where you enter paper order cards. Review how many packages/cases you are expecting to pick up.
- DELIVERY: After submitting the Initial Order, review delivery location details for your Girl Scout's Initial Order.

### PHASE 4: WRAPPING UP THE SALE (MARCH 30 - MAY)

- REWARDS: Make final rewards selections that require the selections to be made, enter/edit final t-shirt sizes, submit the final rewards.
- SALES REPORT: View total sales, Digital Cookie payments received, proceeds, and **amount you will pay to Council under "Total Troop Sales" line.**



# Digital Cookie

Digital Cookie is a great way to sell cookies to people near and far. With Digital Cookie, Girl Scouts can make their own website and send emails to friends and family to ask them to buy cookies.

- Girl Scouts of all ages can use Digital Cookie.
- Juliettes earn the same money from Digital Cookie sales, and all sales count toward rewards.
- Progress towards their goals can be tracked, customer info can be recorded, and badges tasks can be marked as completed.

Customers place online orders and have the option for the cookies to be shipped directly to their homes, delivered by their Girl Scout, or donated.

## Logging Into Digital Cookie

Look for your Girl Scout's registration email beginning on **January 5**.

What do I do if I did not receive a launch email?

If you don't see the email (sent on January 5), check your spam, junk, or Promotions folder (if you use Gmail). **The email will go to the same address you used when signing up your Girl Scout to join.**

If you still do not see it, please go to [digitalcookie.girlscouts.org/login](https://digitalcookie.girlscouts.org/login) and select the link for **Need help to log in**. You can ask for the email to be sent again.

## Girl-Delivery Orders

Check out the chart below on Girl-Delivery timeline and steps you need to take:

	During Initial Order Phase Jan 12 - Feb 4	After Initial Order Phase March 6 - 29
How does Girl-Delivery work?	<p>Girl Scouts send Digital Cookie link to customers.</p> <p>Customer places order and pays online.</p> <p>Caregiver reviews order and approves <b><u>WITHIN 5 DAYS</u></b> or order defaults to second chosen option.</p> <p>Cookies arrive with Initial Order in March.</p> <p>All packages count towards initial and final reward credit.</p>	<p>Girl Scouts send Digital Cookie link to customers.</p> <p>Customer places order and pays online.</p> <p>Caregiver reviews order and approves <b><u>WITHIN 5 DAYS</u></b> or order defaults to second chosen option.</p> <p>Caregiver must request additional cookies from Product Program Coordinator (we do not get notification of new orders).</p> <p>All packages count towards final reward credit.</p>

If you are opting out of taking additional orders or if you decide to turn off girl-delivery, go to the bottom of your inventory tab and find the Delivery Settings section. Select INACTIVE and then Update delivery settings.

Note that customers will see a fulfillment date of March 14; which is automated to be two weeks after Cookie Delivery begins – this is shown to them to give the Girl Scout time to get and pass out orders to their customers.

# Submitting the Initial Order in eBudde

Council offices will have Juliette cookies after March 9.  
Your Product Program Coordinator will let you know when cookies are available for pick up.

## What is an Initial Order (IO)?

The Initial Order includes all cookies that were ordered during the beginning of the program (**January 11 - February 8**). The IO includes orders from the paper order card and Digital Cookie orders.

Girl Scouts can earn a reward if they meet the package goal on their Initial Order, and these packages also count towards final reward totals. Initial Rewards do not need to be submitted.

## Enter & Submit Cookie Orders

eBudde Online Version: Click Initial Order Tab

eBudde Mobile App: Click on the Cookies icon, then select Initial Order

## Ordering Girl Scout's Cookies:

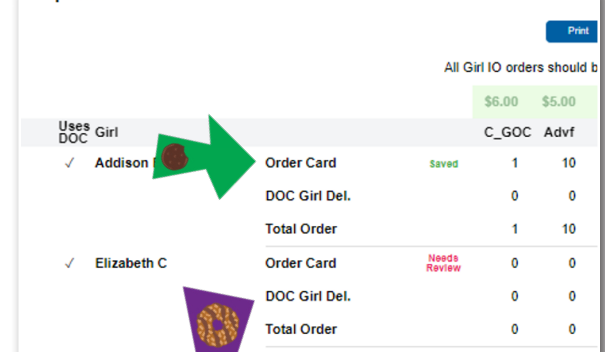
Init. Order

1. Click on the **ORDER CARD LINE**.
2. Enter totals by variety. Click **SAVE** to confirm your updates. Click **OK** to return to the Initial Order screen.
3. Once you are satisfied with totals, hit the **SUBMIT ORDER** button to complete the IO submission.

## Keep in mind:

- Generally cookies are picked up by the case (12 packages = 1 case), so eBudde will round up packages to the nearest case. This is reflected from the Pkgs. Ordered to Cases to Order line at the bottom of this screen.
- Girl Scout Juliettes are not required to order by the case and so the Pkgs. Ordered line is what you will receive - the Extras line at the bottom of the screen will not apply to your Girl Scout's order. These extras will be transferred out of your Girl Scout's account by GSNEO.
- Girl order totals include donated C4C cookies but will not impact number of cookies to pick up as these are virtual cookies and will not be physically added to your pick up.
- Be aware that if you submit your Initial Order prior to February 4 that any Digital Cookie Girl-Delivery orders approved after submission will not be included in the Initial Order.

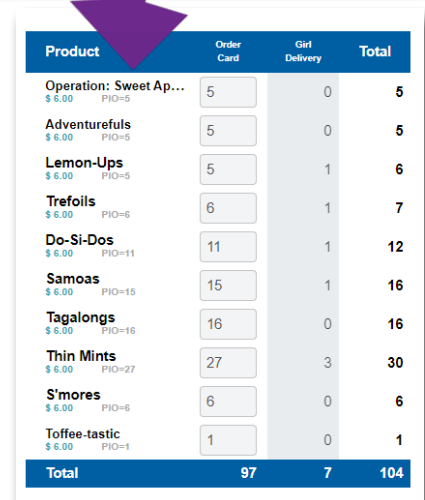
### Troop Initial Order



Price

All Girl IO orders should be

Uses DOC	Girl		C_GOC	Advf
✓	Addison	Order Card	saved	1 10
		DOC Girl Del.		0 0
		Total Order		1 10
✓	Elizabeth C	Order Card	Needs Review	0 0
		DOC Girl Del.		0 0
		Total Order		0 0



Product	Order Card	Girl Delivery	Total
Operation: Sweet Ap... \$ 6.00 P10=5	5	0	5
Adventurefuls \$ 6.00 P10=5	5	0	5
Lemon-Ups \$ 6.00 P10=5	5	1	6
Trefoils \$ 6.00 P10=6	6	1	7
Do-Si-Dos \$ 6.00 P10=11	11	1	12
Samoas \$ 6.00 P10=15	15	1	16
Tagalongs \$ 6.00 P10=16	16	0	16
Thin Mints \$ 6.00 P10=27	27	3	30
S'mores \$ 6.00 P10=6	6	0	6
Toffee-tastic \$ 6.00 P10=1	1	0	1
Total	97	7	104



# Rewards

Girl Scouts can earn badges, patches, pins, and other rewards by taking part in the Girl Scout Cookie Program. These show all the hard work they've done!

## Pathway Pass Program Credits

Pathway Pass Program Credits are rewards earned through participation in GSNEO's Council-sponsored Product Programs. They are program credits to be used for program and camp registration; they are not able to be used for membership registration nor in the Council shops.

- All programs on the GSNEO website are Pathway Pass eligible if they contain a discount code option during registration. Pathway Passes must be applied to the program at time of registration.
- Codes for earned passes are delivered electronically via email.
- Pathway Passes earned during the 2026 Cookie Program will be uploaded in April and will expire in March 2027.

### Pathway Pass Program Credits

These are earned regardless of opt-out and/or shoe donations

75+ Pkgs	\$5
135+ Pkgs	\$5
165+ Pkgs	\$5
200+ Pkgs	\$10
275+ Pkgs	\$10
350+ Pkgs	\$10
450+ Pkgs	\$15
600+ Pkgs	\$15
800+ Pkgs	\$15
1000+ Pkgs	\$15
1500+ Pkgs	\$25
2026+ Pkgs	\$25

## Philanthropic Reward Option - The Shoe That Grows

165 + packages	1/2 shoe
200 + packages	1/2 shoe
350 + packages	1/2 shoe
450 + packages	1 shoe
600 + packages	1 pair
800 + packages	2 pair
1500 + packages	3 pair
2026 + packages	10 pair
3000 + packages	20 pair

Does your Girl Scout want to make a difference for kids like them? Here is their opportunity with The Shoe That Grows!

Any Girl Scout can choose to donate shoes instead of getting a reward item. This philanthropic reward is part of the cumulative reward structure - meaning the Girl Scout can decide at each level, beginning at 165+, whether they would like the reward or to donate shoes to a child in need!

This chart shows which reward levels include the option to donate!



THE SHOE THAT GROWS  
PHILANTHROPIC REWARD PROGRAM



# Submitting Rewards in eBudde

When Girl Scouts reach reward levels where there is a choice, you will need to make the selection for their chosen item. If no item is selected - no item will be ordered.

## Submitting Final Rewards

eBudde Online Version: Click Rewards Tab

eBudde Mobile App: Click on the Menu icon (top left), then Rewards

Rewards

1. Make sure all cookie totals are correct on the Girl Orders tab.
2. Go to the **REWARDS TAB**.
3. Click **FILL OUT** button on the Final Rewards line.
4. A list of Girl Scouts will appear - those with choices needed will show as **Size/Catalog Selection Needed**.
5. Click on the **GIRL SCOUT NAME**, select her chosen rewards(s), and check shirt size if different from the Girl tab.
6. **SUBMIT** the Girl Scout reward order. The status will change to Size/Catalog Selection Done.
  - **Edits can be made up until rewards submission or April 2 at 12pm** (whichever comes first).
7. Select Submit Reward Order to **finalize your order by Council deadline of April 2 at 12pm**.

Check out the back of the order card for all rewards levels and those that need choices made!



Final rewards will ship to your local Service Unit Volunteer in May. They will let you know when they are ready for pick up.

# Cookie Calendar & Resources

## Important Dates

Jan 5	Digital Cookie site set up
Jan 12	Cookie Program begins!
Feb 8	Initial order card due in eBudde
Mar 6	Digital Cookie Girl-Delivery turns back on
Week of Mar 9	Cookie order pickup at Council (you will be notified when ready)
Mar 29	Cookie Program ends
Mar 30	All money and reward options due to Product Program Coordinator
April	Pathway Passes Available
May	Final rewards are available for pickup from your Service Unit volunteer. They will be in contact to discuss scheduling for pick up.

## Resources for Cookie Sellers

### Girl Scouts of North East Ohio



#### Customer Care

- 800-852-4474
- [customercare@gsneo.org](mailto:customercare@gsneo.org)
- Live Chat at [gsneo.org](https://gsneo.org)

[gsneo.org/forcookiesellers](https://gsneo.org/forcookiesellers)

Resources for Girls & Families

Council-specific forms and docs

### Little Brownie Bakers



[littlebrowniebakers.com](https://littlebrowniebakers.com)

Social Media Tools & Graphics

Theme Resources (clip art, print materials, etc.)

### Girl Scouts of the USA - Digital Cookie



[girlscouts.org/cookieresources](https://girlscouts.org/cookieresources)

About Girl Scout Cookies

Cookie Business Badges

Cookie Entrepreneur Family Pin

Safety Tips & Guidelines

[digitalcookie.girlscouts.org](https://digitalcookie.girlscouts.org)

Help Section (located at bottom of login page)