

2026 Cookie Rookie

Welcome to the Cookie Program!



Scan for more cookie resources!



gsneo.org/forcookiesellers



Welcome!

Hello new Troop Leader and/or Cookie Program Volunteer!

Welcome to Girl Scouts of North East Ohio, and THANK YOU for volunteering! When you volunteer with Girl Scouts, you help girls become leaders for life.

The Cookie Program is one of the most exciting parts of the year. It might feel a little hard at first, but don't worry! This packet will give you helpful information and answer some of your first questions. It breaks the program into easy steps to help you get started.

Troops don't have to join the Cookie Program to be part of Girl Scouts.

But the Cookie Program is a way to learn about money and business. It is the biggest girl-led business program in the world! It helps girls learn 5 Essential Business Skills:

- **Goal Setting** – setting goals and making a plan to reach them.
- **Decision Making** – making choices on their own and with their team.
- **Money Management** – making a budget and handling money.
- **People Skills** – finding their voice and feeling confident when talking to customers.
- **Business Ethics** – doing the right thing in business and in life.



goal setting



decision-making



money management



people skills



business ethics



Want to motivate your Girl Scouts for the Cookie Program?
Have your Cookie Program Volunteer [CLICK HERE](#) to order
free Cookie Rookie patches!

**Available while supplies last

Cookie Program Volunteer

Every troop should have a Cookie Program Volunteer to participate in the Cookie Program.

As a Cookie Program Volunteer, you get to help Girl Scouts get excited and work hard to reach their goals. You'll give them the tools and support they need to think like business leaders and do their best.

The Troop Leader can also be the Cookie Volunteer, or another troop adult can take on the role.

HOW TO SIGN UP TO BE THE COOKIE PROGRAM VOLUNTEER

1. To be the Cookie Program Volunteer, an adult who is registered and has passed a background check needs to sign up for the "Cookie Program Volunteer" role in [MyGS](https://gsneo.org) on gsneo.org.
2. After signing up, you will get an email with a link to the [Product Program Volunteer Agreement Form](#). You can also find this link on gsneo.org under Cookies > Resources for Cookie Volunteers > Action Steps Before the Program Begins.
 - Filling out this form gives us the information we need to get your troop ready and send you the sales materials.

QUICK TIPS FOR COOKIE PROGRAM VOLUNTEER SUCCESS

- **Read your Cookie Program Volunteer Guide and attend the Cookie Rookie Training:** The guide explains the Cookie Program and gives helpful tips. The training gives you an overview of how the program works and shows you how to get started.
- **Check your email often:** You'll get emails each week during the Cookie Program to help you stay on track. These emails will remind you of important dates and share tips to help your troop have a great cookie season.
- **Hold a caregiver meeting:** This is your chance to explain the cookie program to girls and their caregivers. You can go over the rules, what to expect, and how everyone can work together.
- **Ask for help:** During the Cookie Program, you can find other adults in your troop to help out. You can also learn from experienced volunteers in your Service Unit. If you ever have questions or need help, you can always contact GSNEO Customer Care.
- **Stay organized:** The best tip for any Cookie Program Volunteer is to keep things in order! The Cookie Program Volunteer Guide has lots of helpful information to keep you organized.

Ways to Participate

THE COOKIE BREAKDOWN

The Girl Scout Cookie Program has different ways to participate and you don't have to do all of them. That means you can choose how you and your troop want to take part each year!

WAYS TO PARTICIPATE - MAKE IT WORK FOR YOU!

1. **Order Card - Initial Order Phase (January 12 - February 4)**
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.
2. **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.
3. **Cookie Booths (March 6 - 29)**
Girl Scouts team up with their troop to sell cookies at a booth in front of a local store or business. This helps them meet new customers in their community!
4. **New Orders - Post-Initial Order Submission (Feb 5 - 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.
5. **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.

AS A NEW TROOP, IT'S OK TO START SMALL!

Encourage your Girl Scouts and their families to use Digital Cookie — it's super easy!

If they want to start taking orders, they can talk to friends and family and practice what they want to say.

Cookie Booths aren't required, and your Girl Scouts might want to try them next year. But if you want to do one now, there are helpful tips and tools online to get ready.

Start small, and your troop's cookie sale will grow over time!

Starting Checklist

Use this easy checklist to help you and your troop get ready to join in!

- ✔ **Make sure that your troop has a Cookie Program Volunteer!** This should be an adult who is registered, has passed a background check, and signs up for the “Cookie Program Volunteer” role in [MyGS](#). They also need to complete the [Product Program Volunteer Agreement Form](#).
- ✔ **Make sure your troop’s bank account is set up and ready to go.** If you need to open a new account or update one you already have, you can fill out the online forms on the [Troop Bank Accounts page](#).
 - Troops without a current bank account on file with GSNEO won’t be able to pick up cookies during initial delivery.
- ✔ **Starting in mid-December, sales materials will be sent to Cookie Program Volunteers** who finished the first bullet listed above. Only give these materials to Girl Scouts whose caregivers have filled out and turned in the [Annual Permission Form](#).
- ✔ **Hold a Caregiver Cookie Meeting!** Share and go over the materials with your troop and their caregivers. Talk about how your troop will take part, set goals, and how caregivers can help during the program.
- ✔ **Register to attend one of our Cookie Trainings (click on date to register):**
 - Cookie Rookies (1st year Cookie Volunteers) – [Dec 16 06:30 PM](#) | [Jan 6 06:30 PM](#) (repeat)
 - Cookie Byte - How to Submit an Initial Order - [Feb 3 06:30 PM](#)
- ✔ **Access the Sales Systems** – Cookie Program Volunteers can start using eBudde on December 10 and Digital Cookie on December 11.
 - Make sure to set up your troop’s account and review uploaded info. If you see anything that looks wrong, contact Customer Care right away.
 - Remember, Girl Scouts will be uploaded to eBudde and Digital Cookie starting January 5 so you will not see them until then. Make sure your troop roster is up to date before uploads begin!

Quick Dates

2026 GIRL SCOUT COOKIE PROGRAM

December	Cookie resources available at gsneo.org/forcookiesellers
December 16	Cookie Rookie online training. Register HERE
January 12	Cookie Program begins!
January 6	Cookie Rookie online training repeat. Register HERE
February 8	Troop Initial Cookie Order due to Council
Feb 28 – Mar 5	Cookie delivery to troops in Northeast Ohio
March 6 – 29	Cookie booth season at local businesses
March 29	Cookie Program ends
April 8	GSNEO begins debits of troop bank accounts for cookie payments to Council
May	Rewards ship to your local Service Unit for pick up



Watch for the Weekly Cookie Bytes emails from GSNEO for timely reminders and up-to-date information during the Cookie Program!

Check the back of your Cookie Program Volunteer Guide for a more comprehensive list of dates for the 2026 Cookie Program. The Volunteer Guide also has many resources, how-tos, and much more so be sure to take a look and mark important details when you receive it with your troop's sales materials!