

girl scouts 
of north east ohio

Cookie Family Guide



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



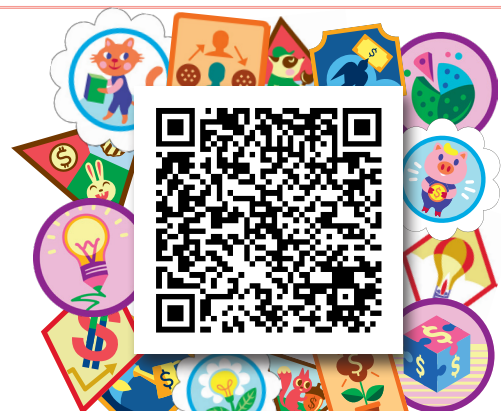
BUSINESS ETHICS

- 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.





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



Little Brownie
BAKERS

ALL VARIETIES ARE \$6 EACH

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 and their troop 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 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.

All orders must be turned in to the Cookie Volunteer in February. This can be done by entering the orders online in Digital Cookie or by giving the order card to the troop.

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)

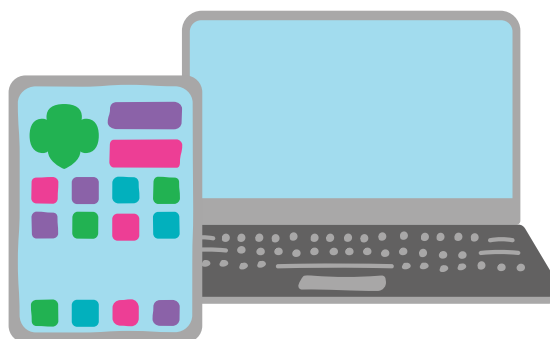
Girl Scouts can make their own cookie website and send emails or share the link with people they know.

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 to February count for both Initial and Final rewards. Orders after February count for Final rewards only.

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



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!

Booths must be planned ahead of time and approved by Council. It is then added to the Cookie Finder so people can see where to buy cookies.

Before setting up a booth, check with your Troop Cookie Volunteer for the rules, location tips, and how your troop should schedule booths.

Cookies sold at booths count toward Final Rewards.



New Orders - After the Initial Order Phase (February 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. For these orders you need to communicate with your Cookie Volunteer 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 Cookie Volunteer 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 Cookie Volunteer 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

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.



The Caregiver's Role in the Cookie Program

Girl Scouts and their troops 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 the Troop Cookie Volunteer 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 the troop will 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!

IT TAKES A TROOP

Check in with your Cookie Volunteer often during the program to see if they need any help.

The Cookie Program is a team effort, and every bit of support counts!

Responsibilities to the Troop

Girl Scout Responsibility

- Follow the Promise & Law
- Be brave and try new things
- Be kind and encouraging to others
- Go to meetings and events
- Listen to others and show respect for their ideas
- Be prepared and always act in a safe way
- Respect troop leaders and all volunteers

Family Responsibility

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

Cookie Volunteer Responsibility

- Follow the Promise & Law
- Let the Girl Scouts take the lead and help them make decisions
- Make sure everyone feels welcome — Girl Scouts and families
- Keep all activities safe and well-planned
- Listen to everyone and be a good example for the troop
- Ask for help when you need it — you don't have to do it alone!

Money Management

PROFIT FOR ALL TROOPS BEGINS AT \$0.95 PER PACKAGE

Speak with your Troop Cookie Volunteer to learn how your troop can earn more money from cookie sales 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 the Troop

- Caregivers use collected cash to pay for paper orders.
- The easiest way for caregivers to send money to a troop is by using their bank. They can set up the troop like a regular bill in the “Pay Bills” section of their bank account and send the money just like they would pay a bill. This way, there are no extra fees for the troop.
- Cheddar Up is an online tool that helps troops collect and track money for Girl Scout activities and events. Ask your troop if they are using Cheddar Up.

Receipts - Create the Paper Trail!

- All money should be given directly to the Cookie Volunteer. Make sure they count it with you. Don't leave money in a mailbox, under a door, or give it to a child.
- Every receipt needs two adult signatures – one from the person giving the money or cookies and one from the person getting them.
- Keep your copy of any receipts until your Girl Scout gets their rewards. If there's a problem and you don't have a receipt, GSNEO will not count the payment as made.

MONEY AND/OR PRODUCT RECEIPT				CLIPBOARD RECEIVED/DEDUCTED	RECEIPT NO.
TROOP NO.	REPORT CODE	UNIT	DATE	FROM	AMOUNT DUE
NO. OF CASES	NO. OF PKGS.	VARIETIES			
		Adventurefuls®			
		Lemon-Ups®			
		Trefoils®			
		Do-si-dos®			
		Samoas®			
		Tagalongs®			
		Thin Mints®			
		Exploremores®			
		Toffee-tastic®			
		← TOTAL			

I acknowledge that my Girl Scout has permission to participate in the Girl Scout Cookie™ Program and I am financially responsible for the cookies received.

girlscouts
Little Brownie Baking

RECEIVED BY (SIGNATURE) _____ GIRL'S NAME _____

RECEIVED FROM (SIGNATURE) _____

(IMPORTANT: BE SURE TO SHOW TROOP NUMBER ON ALL RECEIPTS)

M-3
71070413

Every troop gets a receipt book with their program materials. Ask your Cookie Volunteer for a receipt anytime you give or get money or cookies!

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 or at cookie booths (with the troop).
- 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 and cookie booths only.

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.
- Troops 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 for her troop.**

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

Entering Paper Order Cards into Digital Cookie to Submit

You can add your Girl Scout's paper order totals into Digital Cookie. These will go straight to your troop's order.

1. Log into Digital Cookie.
2. Click the **My Cookies** tab.
3. Enter your paper orders in by variety.
 - Remember do not include any Digital Cookie orders, including Girl-Delivery orders, as they are already included in your order.
4. Review your entry and, when completed and accurate, hit **Submit to Troop Volunteer**.
 - **You can hit Save Updates as many times as you need before hitting the Submit button but if you do not select the Submit button at the end the order will not transfer.**
5. Once submitted, you are not able to edit the orders and must contact the Cookie Volunteer with any updates before final submission on Feb 4.

< Back to Dashboard My Cookies help

Emma's Cookies

Enter Your Offline Initial Order:

Using your paper order card, enter the number of cookie packages you are requesting from the troop. Do not enter the packages from your approved Digital Cookie in-person delivery orders. Those packages are automatically included in your Initial Order.

Adventurekuts®	- 0 +	Lemon-lips®	- 0 +
Trefoils®	- 0 +	Do-si-dos®	- 0 +
Samosas®	- 0 +	Tagalongs®	- 0 +
Thin Mints®	- 0 +	Girl Scout S'mores®	- 0 +
Toffee-tastic®	- 0 +	Donuts Cookies	- 0 +

Total packages entered (updates after savings): 0
Digital Cookie in-person delivery packages: 0
Total packages in your Initial Order: 0

You can update and save your Initial Order as often as you wish prior to 10/02/2023. You will need to submit the order to your troop volunteer on or before 10/02/2023.

Cancel Save Updates

Submit to Troop Volunteer

Initial Order not yet sent to your troop volunteer. Please finalize and send this information before the Initial Order Date.

Girl-Delivery Orders

Be sure to talk with your Cookie Volunteer about whether your troop will accept Girl-Delivery orders in March. Check out the chart below for the timeline and what steps you need to take.

	During Initial Order Phase Jan 12 - Feb 4	After Initial Order Phase Mar 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 <u>WITHIN 5 DAYS</u> 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 <u>WITHIN 5 DAYS</u> or order defaults to second chosen option.</p> <p>Caregiver must request additional cookies from Cookie Volunteer (they do not get notification of new orders).</p> <p>All packages count towards final reward credit.</p>

If the troop is opting out of 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 delivery date of March ; which is automated to be two weeks after Cookie Delivery begins – this is shown to them to give the Girl Scout time to get the orders and distribute to their customers.

Digital Cookie App - Taking Credit Card Payments

Digital Cookie has the option to accept credit card payments for cookies, whether it be on the initial order, a new order, or at a cookie booth.

To accept credit card payments for your Girl Scout's orders:

1. Log into the Digital Cookie App.
2. If your troop has a live Troop Link you will see your Girl Scout's name and the troop number - select your **Girl Scout's name** for their orders. Only select the troop number if you are helping at a cookie booth.
3. Click **+New Cookie Order**.
4. Select all cookie varieties that apply (either from Initial Order or as a new order) and click **Checkout**.
5. Select **Give cookies to customer now** checkbox and select **NOT sold at a booth for a Girl Scout order** and click **Continue**.
6. Review order and then select and enter payment information.
7. Click **Place Order**.
8. Hand the cookies to the customer and select **Yes** that you have handed them the cookies and then select **Done**.



Tutorial Video

Use this clip to see the steps in action for how to take credit card payments!

Individual 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 on March.

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

Do your Girl Scouts 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



Rewards Selection Options

This year, there are reward choices starting at the 165+ package level. Be sure to sit down with your Girl Scout and talk about which rewards they want to earn at each level. Don't forget to choose rewards for every level—because you never know if they'll sell more cookies later from booth sales or Digital Cookie! Turn this into your Cookie Volunteer now or along with all money due no later than March 30.

T-shirt size (circle one):

Youth Small	Youth Medium	Youth Large	Adult Small	Adult Medium	Adult Large	Adult Extra-Large	Adult 2X-Large	Adult 3X-Large
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Size chart available under 2026 Rewards section at gsneo.org/forcookiesellers

Choose one option at each level:

- | | | |
|------------|--|--|
| 165+ pkgs | <input type="radio"/> Clear Case with Fabric Letters | <input type="radio"/> OR 1/2 Shoe Donation |
| 200+ pkgs | <input type="radio"/> Shirley Ferret Plush & BFF Charm | <input type="radio"/> OR 1/2 Shoe Donation |
| 350+ pkgs | <input type="radio"/> Crossbody Bag | <input type="radio"/> OR 1/2 Shoe Donation |
| 450+ pkgs | <input type="radio"/> Duffle Bag & Guardians Ticket (Select 2026 Scout Day Games) | <input type="radio"/> OR 1 Shoe Donation |
| 600+ pkgs | <input type="radio"/> Dave & Buster's June 2026 Event | <input type="radio"/> OR 1 Pair Shoe Donation |
| 800+ pkgs | <input type="radio"/> Supermix Studio Customized Item | <input type="radio"/> OR 2 Pair Shoe Donation |
| 1500+ pkgs | <input type="radio"/> LEGO Set OR <input type="radio"/> Ugg Tasmans OR <input type="radio"/> Custom Neon Sign | <input type="radio"/> OR 3 Pair Shoe Donation |
| 2026+ pkgs | <input type="radio"/> POV OR <input type="radio"/> Beats Headphones OR <input type="radio"/> Mini Projector | <input type="radio"/> OR 10 Pair Shoe Donation |
| 3000+ pkgs | <input type="radio"/> Nex Playground OR <input type="radio"/> 3D Printer OR <input type="radio"/> Electric Scooter | <input type="radio"/> OR 20 Pair Shoe Donation |

If a Girl Scout earns the Guardians ticket and rewards at the 600+ levels GSNEO will email the caregiver directly with all the important details.

☐ I am a Junior, Cadette, Senior, or Ambassador and my troop has decided to opt out of rewards for extra profit

By signing below I agree that the above selections are what I want to receive for reaching my goals

Girl Scout Signature: _____

Caregiver Signature: _____

Cookie Calendar & Resources

Important Dates

Jan 5	Digital Cookie site set up
Jan 12	Cookie Program begins!
Feb 4	Initial order card due to Cookie Volunteer
Mar 6	Cookie booths begin, Digital Cookie Girl-Delivery turns back on
Mar 29	Cookie Program ends - last day for cookie booths
Mar 30	All money and reward options due to Cookie Volunteer
April	Pathway Passes Available
May	Final rewards are available for troop pickup. Contact your Cookie Volunteer for pick up information.

Resources for Cookie Sellers

Girl Scouts of North East Ohio



Customer Care

- 800-852-4474
- customercare@gsneo.org
- Live Chat at gsneo.org

gsneo.org/forcookiesellers

Resources for Girls & Families

Council-specific forms and docs

Little Brownie Bakers



littlebrowniebakers.com

Social Media Tools & Graphics

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

Girl Scouts of the USA - Digital Cookie



digitalcookie.girlscouts.org

Help Section (located at bottom of login page)

girlscouts.org/cookieresources

About Girl Scout Cookies

Cookie Business Badges

Cookie Entrepreneur Family Pin

Safety Tips & Guidelines