

Girl Scout Cookie Program. Parent Guide to Success.



Dear Parents,

The Girl Scout Cookie Program is a key part of your girl's experience in Girl Scouting. Much more than a way to raise money, the Cookie Program is a hands-on leadership and entrepreneurial opportunity. Girls learn, not from a book, but from real-life experiences. The 5 skills that girls will learn are: Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics. These are skills that last far beyond Cookie Season. Many successful businesswomen and community leaders say they got their start from selling Girl Scout Cookies.

Mark your Cookie Calendars!!! Important Dates

January 21, 2012 – Cookie sales begin. Girls and their family are on their honor not to sell early.

March 4, 2012 – Cookie sales end.

March 16, 2012 – Council final deadline for money collection. Please note that March 16, 2012 is the council's final deadline. Troop Cookie Coordinators may set an earlier date for their troops. Girls must adhere to the troop deadline!

Guidelines for the 2012 Girl Scout Cookie Program

Safety First! To achieve cookie sale success, leaders, girls and parents must, at all times, lean and follow important safety guidelines. See safety tips printed on the Cookie Order form and at ABC Bakers online at www.abcsmartcookies.com.

No Delinquencies! Any troop, girl, parent or guardian who is delinquent in the Product Sale funds, or who has outstanding checks returned for insufficient funds may not participate in the 2012 Girl Scout Cookie Program.

Remember Receipts! Parents must sign a receipt for ANY cookie OR money transaction. Make sure to ask your leader for a receipt for any transaction.

Permission forms are a must! Girls must have a signed permission form turned into her Troop Cookie Coordinator prior to her participation in the 2012 Girl Scout Cookie Program.

Adhere to Deadlines! Money and Girl Award/Desert Dollars selection are due to the council by March 12, 2012. Remember, Troop Cookie Coordinators may set an earlier date for their troops. Girls must adhere to the troop deadline! If this deadline is not met, UPON FULL PAYMENT, the girl will only be entitled to patches earned and Desert Dollars.

What can a Cookie Do?

This year's Girl Scout Cookie Program theme, What can a Cookie do? reminds girls that they have the power to do anything they set their minds to. Plus, it's an opportunity to think about the many ways the cookie activities yields tangible results in support of the Girl Scout Leadership Model.

Catch Goals!

Set and track your personal cookie sales and learning goals on this fun web page. Make and print your own Goal Chart, and earn a Smart Cookie Certificate at the end of your cookie sale.

Girl Scout "Gift of Caring"

This project gives Girl Scouts and the community an opportunity to take action and show support to our soldiers by sending Girl Scout cookies directly overseas. Girls simply ask their customer if they would like to make a donation of a few extra boxes of cookies for "Operation Cookies for Our Troops".

For more information on nutrition facts, selling tips, catch goals, super booth sales and more, visit ABC Bakers at www.abcsmartcookies.com.

Girl Recognition/Desert Dollars Selection Panel

Recognitions or Desert Dollars are cumulative! Girl must choose one for entire program.
Desert Dollar choice includes earned patches

Box Level	Girl Recognition	OR	Desert Dollar
25+	Theme Patch		Patch
50+	Set of 5 Appliqués & Bracelet		\$5
105+	Penguin Necklace		\$5
155+	Folding Brush & Pedicure Set		\$5
205+	Journal & Pen set		\$5
265+	T-shirt, Penguin Pewter Figurine, Large Penguin, Super Patch		Patch + \$10
325+	Penguin Flashlight & Recycle Tote		\$10
405+	Calculator & Pen		\$10
500+	Mini tote & Small Penguin		\$10
600+	Time Bangle Watch & 600+ Bar		Patch + \$10
700+	Beach Towel, Sunglasses & 2012 Membership Registration		\$50
800+	Hoodie		\$20
900+	Duffel Bag & Water Bottle		\$20
1,000+	Embroidered Jacket & 1,000 Bar		Patch + \$40
1,500+	Digital Camera		\$75
2,000+	Flat Screen TV		\$75
2,500+	Tablet		\$100
3,000+	Fiesta Texas, Sea World San Antonio, Schlitterbahn week trip July 9-13, 2012		\$200

The council's highest selling girl will receive recognitions AND Desert Dollars to the Highest Level she earned.

How Does it Work? Girls can choose to cumulate EITHER Girl Recognitions OR Desert Dollars. Girls must choose from ONE category and NOT BOTH. Please choose Girl Recognitions carefully. There are no exchanges. IF a girl goal was 155+ boxes and she sold 156 and chose recognitions she would receive: Theme Patch, Owl Necklace, 5 Appliqués & CMI Bracelet, Owl Plush Keychain. IF she chose Desert Dollars she would receive: \$15 Desert Dollars and the Theme Patch.

Cookie FAQ's

How can I help my Girl Scout?

The priority of the Girl Scout Cookie Program is to directly involve girls in all aspects of the sale. Work in partnership with your Girl Scout by supporting her efforts. Help her set goals. Assist with money handling and record keeping. Praise her and keep her motivated.

Can girls sell on the internet?

Girls are permitted to:

- Send emails to friends and family telling them about the product sales
- _Girls 13 and over can use social networking sites like Facebook and Twitter to send messages about product sales to friends and family
- _ Troops and Groups can advertise cookie sales on their web sites under adult supervision, with a link to the council or GSUSA

Girls are NOT permitted to:

- Under no circumstances can girls or their parents take money over the internet for a Girl Scout product sale or entrepreneurial project. Girls may promote their sale and gather customer preferences online, but must interact in person with the customer to make the final transaction, following Safety-Wise guidelines for any product sales activity.

-Online transaction using services such as PayPal is prohibited for girls and adults.

- Using eBay and Craigslist for product sales is prohibited for girls and their parents. Girl Scout Cookies are not meant as a resale item.

Where does the money go?

All of the proceeds from the Girl Scout Cookie Program remain in the Council. The cookies sell for \$3.50 per box. The following is a breakdown of how the cookie crumbles:

- \$.95 Cost of cookies
- \$.50 Troop Portion
- \$.01 SU Portion for girl program
- \$.15 Girl Recognitions/Desert Dollars
- \$1.89 Support for program events, training and support of volunteers, facilities maintenance, and camp development.
- = \$3.50

\$2.55 of the retail price goes directly back to support Girl Scouting for your daughter.

For More Information

Please call Girl Scouts of the Desert Southwest at (800) 895-7390. Don't forget to visit the GSDSW website at www.gsdsww.org.