

Cookie Booth Etiquette & Agreement

Basics

- Booths can be conducted by troops or Individually Registered Girls (IRGs).
- Booths are a privilege for troops and council; we are subject to business owners' discretion.
- Always take the booth confirmation sheet from eBudde with the location/date/time to the booth.
- Manage any conflict with other troops peacefully, and do not involve any store management.
- Adults at booths are responsible for their own actions and those of the Girl Scouts.

Standards

- No adult booths—any troops with a reported adult booth will automatically have all booths repealed.
- Min. of 2 adults; max. 4 girls—1 girl/1 parent booth are only recommended for J/C/S/A and IRG's.
- For larger troops or younger girls, schedule girls in shifts.
- Non-registered friends, siblings, pets, and any other tagalongs are not allowed at booths.
- All girls should wear a Girl Scout shirt, vest/sash or membership pin showing that she is a Girl Scout.
- Girls should be asking customers as they are LEAVING the business.
- Follow all set-up instructions listed on the booth confirmation sheet printed from eBudde.
- Respect location managers; they have the right to ask you to leave at any time.
- Clean up and leave the area better than you found it—take empty cases and trash with you.
- Use Booth Sale Recorder in eBudde to record and allocate all booth sales within 24 hours.
- Failure to follow these standards may jeopardize future troop participation in booths.

Honest & Fair

Being a Girl Scout means we respect authority and follow the rules, not actively looking for ways to bend them. We are putting new strikes for foul play into place to make sure everyone plays by the same book and lives up to the Girl Scout Promise and Law! This is the largest entrepreneurial program for young women to grow into fabulous movers and shakers, and it is vital to their development that they have adults who exemplify what this means.

1st Strike—Consider it a friendly warning!

2nd Strike—You may lose a booth location.

3rd Strike—Your troop will lose access to council booths.

Booth Cookies

Here is a breakdown from 3,256 booths recorded in eBudde from 2024:

***NOTE:** These numbers are for planning purposes only; this does not guarantee that your troop will have the same results.*

Cookie % for all booths:

- Adventurefuls = 9%
- Lemon-ups = 6%
- Trefoils = 7%
- Do-si-dos = 8%
- Samoas = 21%
- Tagalongs = 11%
- Thin Mints = 28%
- S'mores = 5%
- Toffee-tastics = 3%

Average for council booths:

- H-E-B = 123 pkgs
- Walmart = 114 pkgs
- JOANN's = 92 pkgs
- Bass Pro Shop = 158 pkgs
- Lowe's = 96 pkgs

Here is what the breakdown (in pkgs) would look like for an H-E-B booth:

ADV	LU	TRE	DSD	SAM	TAG	TM	SMO	TT	TOTAL
11	7	9	10	27	14	35	6	4	123

2025 Booth Etiquette Agreement

All Girl Scouts and ANY parent volunteers helping at booths MUST sign and submit this form to you. Council does NOT need this form UNLESS requested. **Please note: a separate agreement is needed for each Girl Scout or volunteer.**

I, _____, have read and agree to follow the rules listed below while working at a Girl Scout cookie booth.

As a Volunteer, I will (*MUST initial each line*):

- _____ NOT allow girls or myself to get in the way of customers
- _____ NOT allow girls to ask a customer twice to buy cookies
- _____ NOT allow girls or myself to go into the store while working at the cookie booth
- _____ NOT allow girls or myself to talk loudly, run around, or play while hosting a cookie booth
- _____ NOT eat, drink, or chew gum while at the cookie booth

Volunteer Signature _____ Date _____

I, _____, have read and agree to follow the rules listed below while working at a Girl Scout cookie booth.

As a Girl Scout, I will (*girls and adults MUST initial each line*):

- _____ Be prepared, arriving to booth sites with my booth kit, table, chairs, and change
- _____ Be polite and friendly
- _____ Market cookies for no more/less than \$5 per package
- _____ Remember that my behavior reflects on all Girl Scouts
- _____ Arrive and leave on time
- _____ As soon as my booth shift is over, any further customers will be passed to the next troop
- _____ Not block the entrances to stores and keep my tables and areas neat
- _____ Say THANK YOU to all approached
- _____ Remove empty boxes and recycle them if possible

Girl Scout Signature _____ Date _____

Reminder for all Girl Scouts

Booths offer girls a chance to learn new skills, reach their cookie goals and promote Girl Scouting. With this comes the responsibility to follow safety and business guidelines. Remember, marketing cookies at booths is a privilege from local businesses. Misusing this privilege could affect future opportunities for all Girl Scouts. Please be respectful of the business's customers and property, as complaints may lead to being asked to leave.