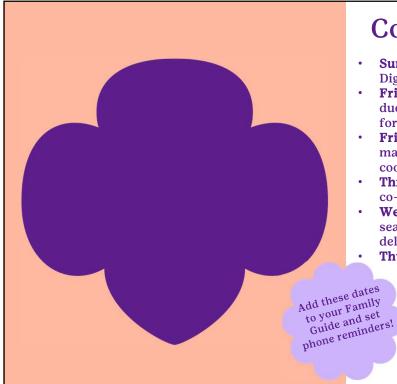


Cookie Mascot—Black-Footed Ferret

- Black-footed ferrets are the only ferret species native to North America.
- A group of black-footed ferrets is called a "business."
- Ferrets sleep a lot, averaging 18 hours a day.
- Ferrets thrive on social interaction and often enjoy playing with their owners or other ferrets.





Cookie Program Dates

- Sun., Dec. 14—Girls can begin taking orders & Digital Cookie Opens.
- Fri., Jan. 9 @ 11:59 p.m.—Any paper orders are due in Digital Cookie (or must be given to the TCM for entry)
- Fri., Feb. 6—Council booths begin—your troop may start independent booths as soon as you have cookies
- Throughout Feb.—Make deposits to your TCM or co-leader AND pick up cookies as needed
- Wed., Mar. 11—Digital Cookie closes for the season—ALL girl-delivered orders should be delivered by this date
- Thurs., March 12—
 - Girls must give final reward choices to TCMs for entry into the volunteer site
 - 100% of the money is due to TCM (this is the FINAL due date; the troop may have an earlier due date)

3

Cookie Program Terms **Community Cookie Manager (CCM)**—Handles the Community's cookie program and works with council.

Troop Cookie Manager (TCM)—Handles the troop's cookie program and works directly with CCM. Should be parents' **FIRST** point of contact for issues/questions.

Digital Cookie—Online system used to enter initial paper orders for girl delivery in January, track online sales, send customers emails, and so much more!

Gift of Caring (GOC)—Monetary donations donated as products to 4 GOC organizations—USO, Fischer House, Ronald McDonald House, San Antonio Food Bank.

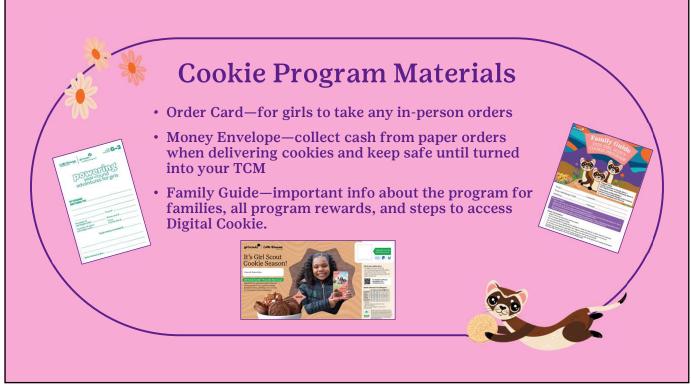
Receipts—All TCMs are provided with receipt booklets. Receipt **MUST** be completed and signed by both parties each time cookies and/or money are exchanged.

DO NOT accept cookies OR make a deposit without a receipt!

Clean-up Week— From March 2-11, your troop should work together to clean out any remaining inventory by attending booths and making last calls to any customers. It should be the entire troop's goal to deplete all cookie inventory.



5





During the Cookie Program, Girls can...

- Go door-to-door
- Reach out to family & friends
- Set up and share their cookie link on Digital Cookie by text and email
- Participate in cookie booths with her troop
- And anything she and her troop can think of!

7

Initial Order

Girls can take pre-orders from Sun., Dec. 14-Fri., Jan. 9, for cookie delivery at the end of January!

Who: Girls with a permission slip and current membership

What: Girls can use their order card or any other marketing materials she wants to collect interest and orders

How: Parents will enter paper orders in Digital Cookie by Fri., Jan. 9, OR provide order info to your TCM for entry in the volunteer site by Sun., Jan. 11. (NOT both—don't duplicate)





Once cookies are available at the end of January, girls can participate in cookie booths, load up a wagon of cookies, or run her business online!

Who: All girls with a permission slip can participate in booths & more

How: As cookies are needed, talk to your TCM and provide them a complete list of what is required. Your TCM can also sign your troop up for booths.

NOTE: You should only ever have an **unpaid balance of \$500 per girl (i.e., 100 unsold packages) at any time**—your TCM may request a deposit as needed.







9



Digital Cookie Website & App



Digital Cookie is an online site girls can use to market their cookie business and take orders for girl delivery, shipped, or donated to the USO!

Once your site has been launched, you can also access the Digital Cookie app available on Google Play or the Apple App Store.

Troop Digital Cookie: Your troop may also have a Digital Cookie site that accepts credit cards while at cookie booths. Girls should <u>NOT</u> use their personal sites at booths.



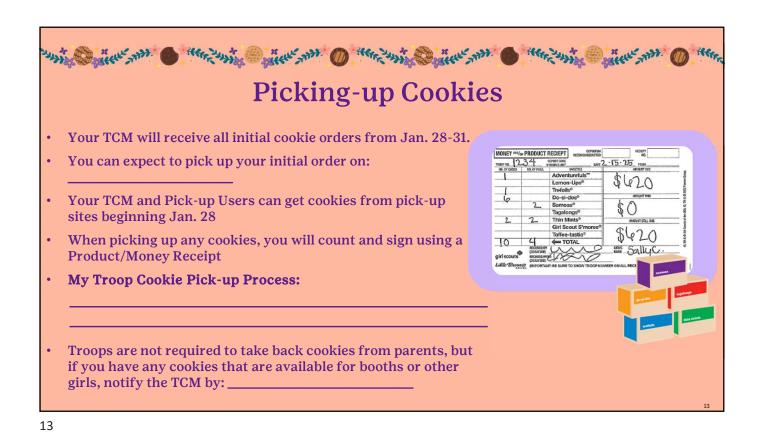


We STRONGLY recommend you delete and download the app fresh each year



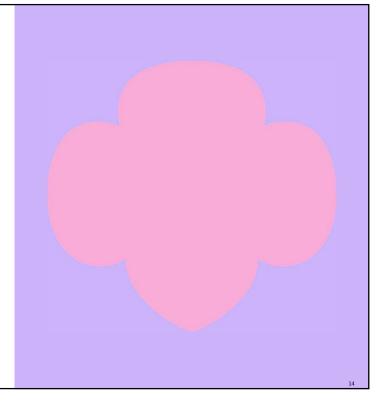
11





Program Money

- When does a customer pay?
 - Paper order cards—Customer pays cash or credit/debit card via Digital Cookie at the time of delivery
 - Online orders—Customers pay with a credit card for online orders in Digital Cookie
- 100% of money is due to troop account BY Thurs., Mar. 12—parents should make final deposits on:
- Money can be given to the TCM, Co-Leaders, or Money Managers, and a receipt must be completed
- All parents will have an amount due in cash to the troop—unless all orders were placed on Digital Cookie
- Cookie money should **NEVER** be put into your personal account



\$500 Unpaid Limit

To help avoid high unpaid balances, parents should only ever have a \$500 unpaid balance per girl at any time.

- It is ok if you get initial order with some unpaid cookies; just make a deposit before picking up more cookies.
- Digital Cookie orders do not count as they are paid for online.
- Troop or TCM may ask for a deposit before giving more cookies.

Some examples of what this may look like:

#1: A girl got her initial order of 350 packages, and of those, 100 packages were paper orders (i.e., not paid for yet). The girl is now asking for another 250 packages for other paper orders. This is NOT fine, and the TCM should ask for payment before providing any new cookies.

#2: A girl got 100 packages from her troop, which are not paid for yet. As she started making deliveries and collecting money for those initial cookies, she sold another 100 packages on Digital Cookie. This is fine, and the TCM should provide those additional cookies and ask for a deposit for those initial cookies.



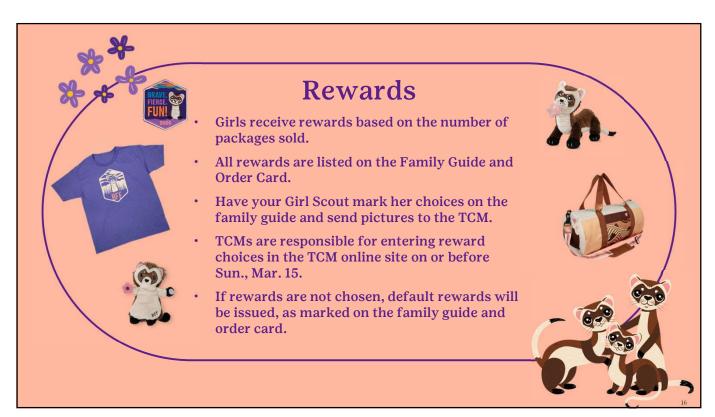






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