

girlscouts
of the northwestern
great lakes

2026
Troop Cookie Manager
Training



2026 Mascot and Theme



BRAVE.
FIERCE.
FUN!

Delicious new addition to the
Girl Scout Cookie line up!



Our 2026 Season Cookie Lineup



- ✓ No artificial dyes
- ✓ No artificial preservatives
- ✓ No high fructose corn syrup
- ✓ No partially hydrogenated oils (PHOs)
- ✓ Zero grams trans fat per serving
- ✓ RSPO certified (Mass Balance) palm oil
- ✓ 4 varieties made with vegan ingredients ★
- ✓ Kosher and Halal certified
- ✓ Proactive allergen labels
- ✓ Gluten free option

*Complete nutritional info at
abcbakers.com and
abcsmartcookies.com*



Important Dates

January	Troop Cookie Training
Jan 16 – Feb 1	Initial Order Taking
Feb 25 - Mar 5	Cookie Delivery
Feb 2 – April 5	Keep-Goaling Orders
March 6 – April 5	Cookie Booths
March 27	ACH Withdrawal–50%
April 23	ACH – Balance due
Mid-May	Rewards

Detailed calendars in Troop guides.

Registered Girl Scouts can sell cookies if they have parental permission

Pre-orders



January 16 - Feb 1

Girl Scouts collect money at delivery. Unless using pre-pay option in Digital Cookie

Email
Text
Social Media
Leave behind resources

Girl Scouts can enter their initial order card orders in their Digital Cookie account

No early sales allowed!

girlscouts  

First Name: _____ Team # _____
Adult Contact's Name: _____
Adult Phone Number: _____

Lead Name (Print)	Address	Phone/Email	Number of Packages	Package Type	Package Price	Total Package Price
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
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88						
89						
90						
91						
92						
93						
94						
95						
96						
97						
98						
99						
100						
Total						

Girl Scout Cookie™ proceeds stay local to power unique and amazing year-round adventures for girls in your local community.

western



Girl Scout
#CookieBoss
Profile

Hello!
My name is _____


and I am selling
Girl Scout
Cookies.

Visit my
online cookie
store:

About This #CookieBoss

girlscouts  

Girl Scout Cookies®
2026 Food Allergens Guide



CONTAMINATION BY INGREDIENTS (IS A MAJOR CONCERN WITH US)

	Gluten	Egg	Milk	Peanuts	Soy	Tree Nuts	Wheat	Yeast
Adventurefuls®	Y	Y	M	M		Y	Y	Y
Exploremores®	Y	Y	Y	Y		Y	Y	Y
Lemonades®	Y	Y	Y	Y		Y	Y	Y
Trefoils®	Y	Y	Y	M		Y	Y	Y
Thin Mints®	Y	Y	M			Y	Y	Y
Peanut Butter Patties®	Y	Y	M	Y	M		Y	Y
Caramel deLites®	Y	Y	Y	M			Y	Y
Peanut Butter Sandwiches®	Y	Y	Y	Y	Y		Y	Y

LEGEND: Y = Contains, M = May Contain, Blank = Does Not Contain

girlscouts  

Your Girl Scout Cookie favorites are back!

The 2026 Girl Scout Cookie season is now open, and all of our beloved trademarks and logos are back! We're excited to bring you the best of Girl Scout Cookies. The 2026 Girl Scout Cookie season is now open, and all of our beloved trademarks and logos are back! We're excited to bring you the best of Girl Scout Cookies.

Keep Goaling Order Card

An additional order card which is distributed when the initial orders are turned in

- Girls can continue to take orders after initial pre-orders are turned in
- February 2– April 5
- Gluten Free not on the Keep Goaling order card
- Great way to reach goals

Keep Goaling

After placing your initial order, use this card for customer restocks, additional door-to-door or workplace orders, and recording online in-person delivery orders.

My First Name: _____ Troop #: _____
 Adult Contact's Name/Phone #: _____ Price Per Package: \$6

Last Name (PRINT)	Address	Phone/Email	Number of Packages										Total Packages	Annual Due	Scheduled for Cookie Menu per	Class & What Field	
			Cookie Share	Adventures™	Entrepreneur's	Literatures	Treasures	Travel & More	Pre-order	Personalized	Customized	Personalized					
1																	1
2																	2
3																	3
4																	4
5																	5
6																	6
7																	7
8																	8
9																	9
																	10
																	11
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																	21
																	22
																	23
																	24

2 squares must equal 1 and down.

\$

gsnwgsl.org | 888.747.6945

Cookie Delivery

February 25 – March 5



Get signed receipts when distributing cookies

Service Area Cookie Managers will have delivery information

1234
Troop Number

Service Unit Name _____ Troop Cookie Manager Kim J.
Warehouse/Zone _____ Phone(s) _____
Date/Time Nov 1 4 PM Total Cases Pick Up _____

15 ADVENTURE PLUS	10 TOAST-YAKI
10 LEMONADES	7 SHORTBREAD
45 THIN MINT	38 PEANUT BUTTER RATTIES
40 CARAMEL BITES	8 PEANUT BUTTER SANDWICH
1 CARAMEL CHOCOLATE CHIP	174

Signature _____

Cookie Booths



- Team with girls from the troop
 - Develop people skills
 - Reach troop and personal goals
 - Girls earn recognitions on booth cookies
 - Involve parents
- Booth Guide available online for more information about booths



Cookie Stands & Walkabouts

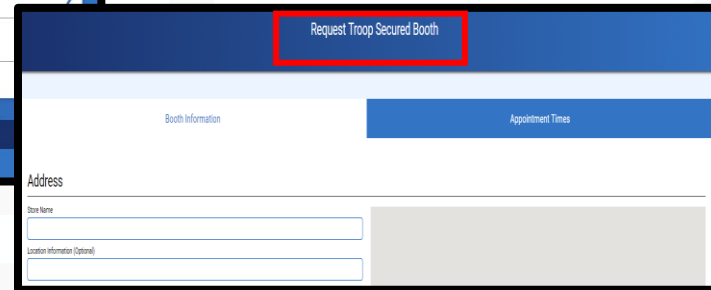
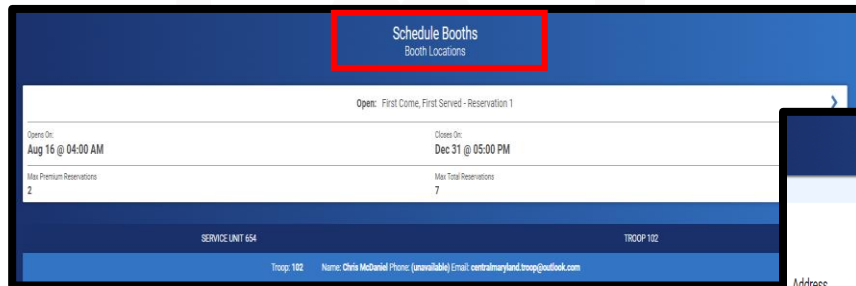
Cookie stands are lemonade-style cookie booths set up on the residential property where the Girl Scout or someone they know resides

Walkabouts: Girl Scouts sell cookies door to door, but instead of taking orders and delivering later, participants have the cookies with them for customers to purchase directly. This is so convenient for Girl Scouts and their customers!



Schedule Booths

Booth entry and selections
open on February 3 9am CT



- Troops submit booth requests.
- Council is responsible for approving/denying each request
- Emails are generated to the Troop user to confirm booth request status

2025 Direct Ship Cookie Program

- Participants are automatically credited in Digital Cookie and Smart Cookies for packages sold and rewards earned
- Girl Scouts' dashboards are automatically updated with sales for direct ship cookies – no manual entries needed
- **Shipping costs reduced this year**
- **Subsidized shipping for customers - \$5 off!***

*minimum order of 6 packages; offer may be limited

Cookie Share Donations

Cookie Share

Customers sponsor packages of cookies that are sent by GSNWGL directly to the military, local shelters, frontline workers and food banks.

- Use Cshare column in Smart Cookies
- Troops will not receive the cookies
- Troops earn proceeds and girls earn rewards
- Online donation option
- Over 2,000 cases were donated last year!



**6+ boxes of cookie
share donations earns
a Cookie Share patch**



Customize Your Cookie Program

Navigating Ways to Participate: Tips for Troop Leadership

Girl Scouts can use many different cookie sales methods to help them learn, grow, and reach their goals. Leaders and families should not feel pressured to use all these methods each year. Instead, consider your time and resources as you lead the Girl Scouts to pick the right experience for your troop.

Sales Method	Girl Scout Experience	Family Experience	Troop Leadership Experience	Tips
● Text or Call Friends & Family	Girl Scouts get hands-on experience building people skills while interacting with customers they know and trust.	Girl Scouts take orders, deliver cookies, and collect money from friends and family. Submit orders and money to the TCM.	The TCM picks up cookies to distribute to the troop and deposits money into the troop bank account throughout the season.	Families can use Digital Cookie to collect payments. This minimizes the amount of cash that must be managed.
● Connect With Community	Perfect for older Girl Scouts who have big goals. They practice their people skills as they build relationships in their community to boost their business.	Families can help make connections in their community. Bigger sales may require more room to store cookies and more support managing inventory and money.	The TCM fills the Girl Scouts' cookie orders, regularly collects payments, and tracks progress in Smart Cookies.	Several trips may be needed to pick up additional inventory. Set your own deadlines and procedures for families as they request and pick up inventory.
Digital Cookie				
● Shipped	Girl Scouts using their Digital Cookie site to set and share goals, learn how to create a marketing video, and promote their business.	Families can support their budding entrepreneurs without handling cookies or money.	This method requires the least action for troop leadership.	Encourage Girl Scouts to use Digital Cookie to email their cookie link, send reminders, and thank their customers.
● Girl Scout Delivered	Girl Scouts explore online sales and get to interact with customers as they deliver cookies, with help from their family.	The family helps track sales, request inventory, and deliver cookies all without handling money. All sales are paid for via CC on the Digital Cookie site.	The TCM picks up cookies to fill online orders without having to collect and deposit money.	TCMs can get specific with troop deadlines. Ex: Please submit orders by Tuesday at noon each week. Pick up orders on Sundays from 1-2pm.
Door-to-Door				
● Order Taking	Girl Scouts go door-to-door with their family to collect orders and, later, deliver cookies, practicing their people and money management skills.	The family helps the Girl Scout collect orders from neighbors and later deliver the cookies and collect money.	The TCM picks up cookies based on the troop pre-order and distributes them to the troop.	Encourage families to use Digital Cookie to collect payment. This minimizes the amount of cash families, and the troop, must manage.
● Cookies In Hand	Girl Scouts get a supply of cookies and go door-to-door with their family to sell their inventory and practice their people and money management skills.	Girl Scouts sell inventory door-to-door with family help. With cookies in hand, Girl Scouts must only visit a residence once.	The TCM fills Girl Scouts' cookie orders, regularly collects payments, and tracks progress in Smart Cookies.	Encourage inexperienced to take less inventory. They can always go back for more in money as needed.
● Cookie Booths	Girl Scouts reach new customers in a retail setting, practicing communicating their goals, interacting with customers, and safely handling money with adult support.	This is an easy way for busy families to let their Girl Scouts engage in the Cookie Program. Family members can become approved chaperones to support.	The TCM signs up for cookie booths, schedules Girl Scouts and adults to work the booths, provides inventory, collects and deposits money earned and distributes booth credit to Girl Scouts.	This is a great way to get families involved in the troop. It's the TCM's job to set up the booths.

Options for Participating in the Cookie Program

Choose what works for you!

The Cookie Program is a fully customizable experience where you and your Girl Scout can choose what works for your family! You may wish to start small and explore more options as your Girl Scout grows.

Text or Call Friends and Family

Is this your Girl Scout's first time running their cookie business? Texting or calling friends and family is a great way to help your Girl Scout feel comfortable connecting with cookie customers. For those with a busy schedule, this is also a flexible option.

Digital Cookie®

With the Digital Cookie platform, Girl Scouts can receive online orders from customers. Customers can choose to make a donation, have cookies shipped to them from the baker, or select in-person delivery. Because Digital Cookie can accept orders at any time, Girl Scouts can reach their sales goals no matter their schedule!

Door-to-Door Order-Taking

Going door-to-door (with adult supervision) is a great way for your Girl Scout to perfect their sales pitch! Get out in your neighborhood. Use door hangers and business cards for customers who aren't home.

Cookie Booths

Cookie Booths are a great way to interact with new customers. Troops or groups of Girl Scouts can work together to market their location. Note: Cookie booths must be coordinated by troop cookie managers.

Connect With Your Community

The possibilities are endless! Girl Scouts team up with their parents/caregivers to sell cookies to their employees and coworkers, at places of worship, and at community groups.

Walkabouts

During a walkabout, Girl Scouts sell cookies door to door, but instead of taking orders and delivering later, participants have the cookies with them for customers to purchase directly. This is so convenient for Girl Scouts and their customers! Ask your Troop Cookie Manager for more information.

Cookie Cupboards

- Cupboards are located at each GSNWGL office and other select locations throughout the council
- **Place a Planned Order for cupboard cookies**
- Open as soon as cookies arrive – Council Cupboards open March 4
- Troops are responsible for the cost of any cookies taken from a cookie cupboard
- Cookies cannot be returned or exchanged

Check with other troops who may have extra. Transfer cookies between girls and troops in Smart Cookies

Troop Proceeds

**Cookies are \$6.00/package
(Gluten Free are \$6)
Money is collected at delivery**

100% of the proceeds stays with our council

Per girl selling average	Troop profit*
1 – 149 boxes	\$0.90/package
150 – 199 boxes	\$1.05/package
200+ boxes	\$1.12/package

*Troops who participated in the 2025 Fall Product Program will receive an additional \$0.03 per package in troop profit. (Three girls from the troop needed to participate to qualify.)

Cadettes, Seniors, and Ambassadors may receive an additional **\$0.15 in profit in place of recognitions, provided the troop as a whole agrees to forego individual recognitions. Girls will receive all earned patches.

Opt out troops can earn the Troop Bonus Reward and opt out girls qualify for the 2300+ level.

Payment Reminders



- **Girl Scouts can use pre-pay options in Digital Cookie!**
- Any customer checks should be written out to "Girl Scouts."
- Reduce money issues by collecting money frequently and promptly depositing in your troop account.
- Get a signed receipt from families/troops for all cookies received and money collected.
- Make sure there is a signed permission slip for every girl that participates.
- Two automatic withdrawals for troops
- Bank information uploaded to Smart Cookies

If there are debt issues, fill out the Product Program Uncollected Funds Form and turn in by May 15.

Recording Girl Payments

The image shows a two-step process for recording girl payments in a troop management system. The top screenshot shows the 'Troop Dashboard' with the 'Financial Transactions' link highlighted in the top navigation bar. The bottom screenshot shows the 'Manage Financial Transactions' page with the 'Girl Transactions' tab selected. A modal window titled 'Add Girl Transaction' is open, showing fields for Girl (Mona Griffin), Type (Payment), Payment Method (Check), Transaction Date (10/1/2017), Amount (220.00), and Reference (#3 Deposit). The 'Save' button in the modal is highlighted. Below the modal, the 'Girl Transactions' table is shown with three rows, where the third row (Mona Griffin, 10/1/2017, Check, \$220.00, #3 Deposit) is highlighted in yellow.

Troop Dashboard

Dashboard My Troop Orders Booth Recognitions **Financials** Reports Cookies Tips & Tools Media Help

Financial Transactions

Last Updated 8:50PM 10/1/2017

Troop Dashboard

Troop Achievement Troop Package Goal

Manage Financial Transactions

Troop Transactions **Girl Transactions**

Drag a column header here to group by that column

Transact...	District	Service Unit	Troop	Girl	Date	Payment Me...	Amount	Ref #
0000074	No Specifie...	654	102	Shannon Gonzalez	10/1/2017	Cash	\$500.00	
0000075	No Specifie...	654	102	Casey Smith	10/1/2017	Cash	\$150.00	

Sum: \$650

Add Girl Transaction

Girl: Mona Griffin Type: Payment Payment Method: Check

Transaction Date: 10/1/2017 Amount: 220.00 Reference: #3 Deposit

Notes: [Money from D2D Sales]

Manage Financial Transactions

Troop Transactions **Girl Transactions**

Drag a column header here to group by that column

Transact...	District	Service Unit	Troop	Girl	Date	Payment Me...	Amount	Ref #
0000074	No Specifie...	654	102	Shannon Gonzalez	10/1/2017	Cash	\$500.00	
0000075	No Specifie...	654	102	Casey Smith	10/1/2017	Cash	\$150.00	
0000077	No Specifie...	654	102	Mona Griffin	10/1/2017	Check	\$220.00	#3 Deposit

Sum: \$870

Select Girl Transactions > Add Girl Transaction

Our Rewards Program

- Brave.Fierce.Fun theme
- Full GS Membership at the 250+ level (no cookie dough will be needed for membership purchases)
- More levels lower in the plan
- Return of favorites – American Girl Doll, Custom Converse, Travel and Camp

2026 Order Card Insert	2026 Juliette Proceeds + Rewards		
Troop number in Smart Cookies: 999 + service area number	Troop number in Smart Cookies: 9999 + service area number		
Recognitions and cookie dough as printed on the order card insert	Range	Cookie Dough	Rewards
	25-49	\$ 20	Theme Patch
	50-74	\$ 20	Mood Cup
	75-99	\$ 20	Charm Bracelet
	100-124	\$ 20	
	125-149	\$ 20	Ferret Charm
	150-174	\$ 20	
	175-199	\$ 20	
	200-224	\$ 20	T-Shirt
	225-249	\$ 20	
			Girl Scout Membership +Goal Getter patch +Ferret Plush
	250-274	\$ 20	
	275-299	\$ 25	
	300-324	\$ 25	
	325-349	\$ 25	
	350-374	\$ 25	Bubble Bag
375-399	\$ 25		
400-849	\$ 25	Ferret Blanket	
850-2299		GSNWGL camp session (not to exceed \$400)	
2300+		Council Travel	

Digital Cookie®

Online sales system for Girl Scouts!
Troop & service area volunteers have access

Girl Scouts

- Create their sites and take cookie orders
- Track purchases and deliveries
- Set goals
- Manage online sales, inventory and financials
- Credit card payments go through Digital Cookie

Troops

- Support Girl Scouts and families with visibility to their online activities
- Take booth credit card payments

Access begins on January 5 for volunteers

Smart Cookies

Online sales system for troops and service areas

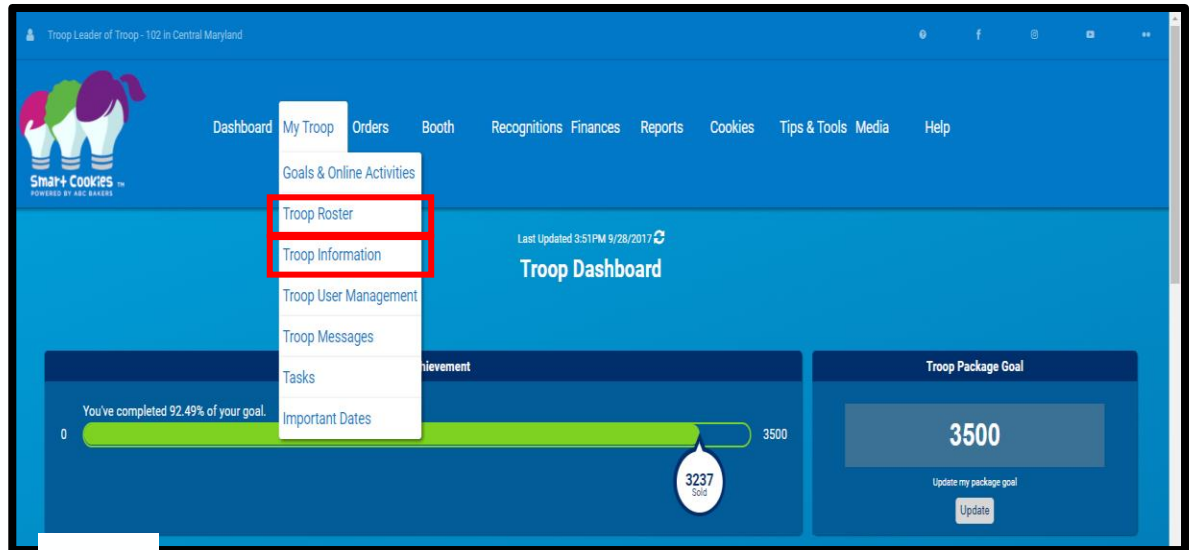
- Enter initial orders
- Cookie transfers to Girl Scouts
- Booth management
- Track Proceeds
- Reward order management
- Track Girl Scout money

Smart Cookies

Troop emails will be sent once the online agreement is completed at:



Troop Information & Troop Roster



Receive Email

::January 15, 2025::

Sender: "Girl Scout Cookies"
email@email.girlscouts.org

Subject: Cookie season is almost here! Help your troop reach their goals with Digital Cookie.

Registration Tips

- Make sure myGS account is updated with the correct email.
- Add the sender's email to your contacts list.
- Check promotions, junk, and spam folders for email.
- Tip Sheet: [No Registration Email](#)

Click "Register Now" From Email

Create Password and Login

All users must register through their Digital Cookie registration email every year.

Volunteer Terms and Conditions

Read and Accept T&Cs

If you have a Girl Scout in your household and access for parents/caregivers has opened, you will need watch a safety video with your Girl Scout, accept the parent T&Cs and read and accept the Girl Scout Safety Pledge with your Girl Scout.

Reward flyer has Digital
Cookie information for
Girl Scouts

Digital Cookie access
begins on January 16
Girl Scouts
January 5 for troops

Become a Digital Entrepreneur in a Flash!

This cookie season, superpower your sale by adding Digital Cookie to your toolkit.



STEP 1

Register for Digital Cookie

Look for the Digital Cookie registration email in your inbox on or after _____ to register. If you can't find it, contact your council or visit **digitalcookie.girlscouts.org** and click the "Need help" link.



STEP 2



Set Up Your Site

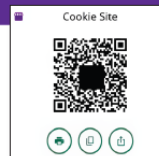
Take a few minutes to set your sales goal, write your cookie story, upload a fun picture or video. Then publish and be ready to go!

Prepare now by talking with your family about your goals and create a fun video telling customers why they want to support your business.

STEP 3

Add Customers

Add customers to your list and once sales have begun, use Digital Cookie to email them to visit your site. Or share your link or QR code directly with customers.



In Season

Use the Digital Cookie app to sell cookies wherever you go!

The app makes it easy for you to take payment from customers purchasing cookies. Girl Scout's sites must be published before logging into the mobile app.



Track Orders and Inventory

- View/approve your orders.
- See what your customers are buying.
- Make sure you have enough cookies to fill your orders.
- Prepare to deliver to customers.

Send Cheers

Cheer on your troop mates by sending encouraging messages and gifts to boost their confidence. It all helps your troop reach their goals by working together.



Need Help?

Look for the Digital Cookie **Support** button for step-by-step instructions, tutorials, videos, tip sheets, and more.

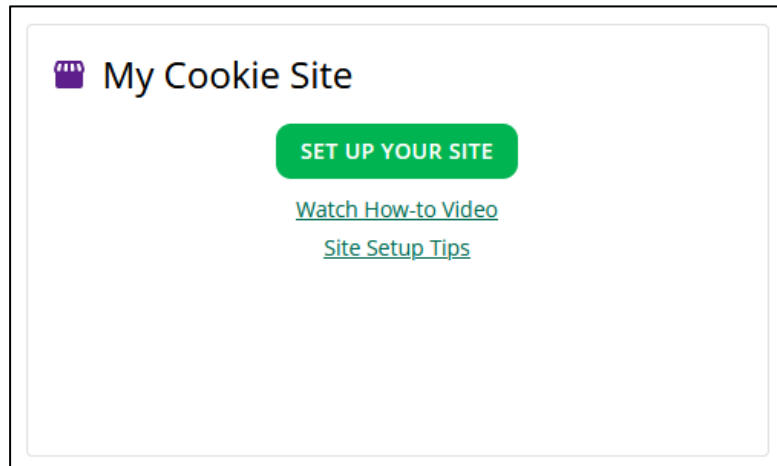
Need 1:1 help? Click on the customer support button to talk live to a representative or submit a ticket for more support.

Have multiple Girl Scouts?
Easily switch between
each site here.



To set up the Girl Scout's cookie site:

- Click the "Site Setup" link on the menu bar.
- Or click the "Set Up Your Site" button from the home page.



Digital Cookie updates

Mobile app updates

Retired the Offline Sales Tool – Cash Order Tracking
QR code display on Dashboard

Streamlined Checkout Flow

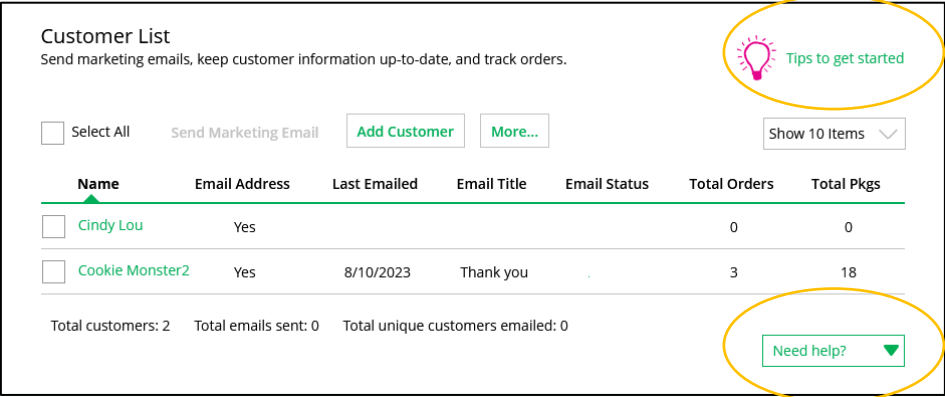
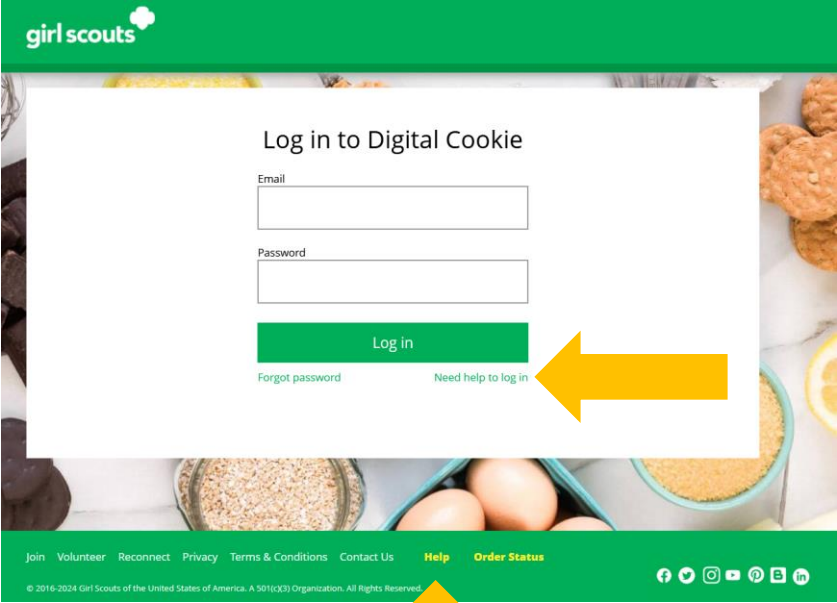
Separate Booth Checkout Flow

Sold by user information for mobile app payments
Set up – no site lead

Venmo and PayPal for all order types


Digital Cookie Help Center


Your go-to place if you need support!




Cookie Program online resources

Help


**Parents and Girl Scouts**


**Volunteers**

**Your Customers**

Account setup <ul style="list-style-type: none">• registration• settings• password see FAQs	Cookie site setup <ul style="list-style-type: none">• set goals• your girl's story• approvals see FAQs	Customer records <ul style="list-style-type: none">• import• add/delete• send emails see FAQs
Cookie orders <ul style="list-style-type: none">• details• approve• order types see FAQs	Mobile app <ul style="list-style-type: none">• orders• approvals• credit cards see FAQs	My rewards <ul style="list-style-type: none">• view rewards• select rewards see all FAQs
Badges and learning <ul style="list-style-type: none">• how to earn• games and videos see FAQs	Quick tip instructions <ul style="list-style-type: none">• various topics• step-by-step pdfs see list	Quick tip videos <ul style="list-style-type: none">• various topics• short videos see list


Need more help? [contact customer support](#)



**FLICKR ART GALLERY FOR VOLUNTEERS**

Create your own flyers with seasonal clip art


<https://www.flickr.com/photos/abcbakersvolunteergallery/albums>


**SMART COOKIES TECH SUPPORT IS ALWAYS OPEN**

Call: 1-800-853-3730

NOTE NEW EMAIL ADDRESS:

Email: ABCSmartCookieTech@hearthsidefoods.com



**ABC SMART COOKIES YOUTUBE CHANNEL**

Just In Time videos for all user levels of Smart Cookies, designed to help you navigate through every phase of the cookie program

<https://www.youtube.com/user/ABCCouncils>

gsnwgl.org – Cookies+ section
vc.gsnwgl.org Cookies+ section



Girl Scout Cookie Program

Ask yourself, does the Girl Scout get to...



Goal setting



Decision-making



Money Management



People Skills



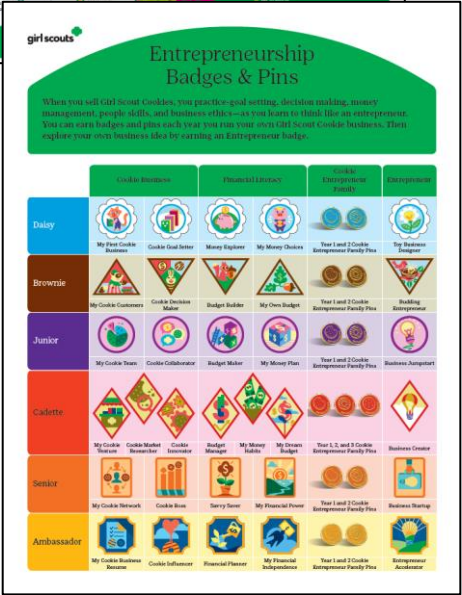
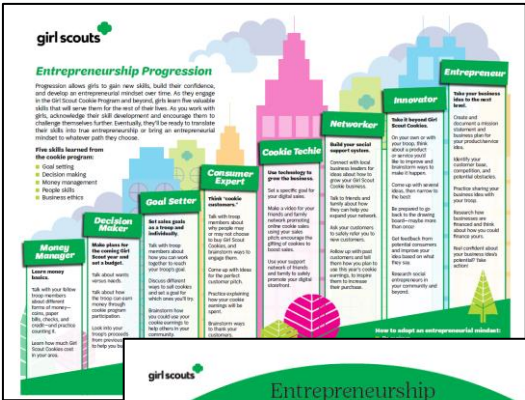
Business Ethics

<input type="checkbox"/> Set individual goals?	<input type="checkbox"/> Decide how to use their group funds?	<input type="checkbox"/> Manage their inventory and track their sales?	<input type="checkbox"/> Make the pitch or ask?	<input type="checkbox"/> Learn about the product they are selling?
<input type="checkbox"/> Set group goals?	<input type="checkbox"/> Decide how to market their business?	<input type="checkbox"/> Handle cash money?	<input type="checkbox"/> Work as a team with their peers?	<input type="checkbox"/> Thank their customer?
<input type="checkbox"/> Share team and individual goals with customers?	<input type="checkbox"/> Market their business?	<input type="checkbox"/> Process a credit card transaction	<input type="checkbox"/> Distribute cookies to the customer?	<input type="checkbox"/> Deliver their product on time?



☒ Check all that apply

- ❖ Keeping it Girl Scout-led
- ❖ GSUSA cookie meeting packets
- ❖ Cookie Entrepreneur Family pin



Rallies & Troop Meetings

Service Areas

- ABC Rally Guide
- Cookie samples

Troops

- Troop meeting guides and rally activities

Rally patches are selected in Smart Cookies under the reward plans

Troop cookie meeting guides are available for each level



What's next?

- Host a troop rally or encourage girls to attend a service area or council rally
- Host a troop cookie kick-off meeting
 - Dates, Safety, Cookies, Goals, Skill Building, Online Resources, How to get help
- Fill out an online form to gain access to Smart Cookies:



- Review the troop guide and customize your sale
- Watch for email updates throughout the program

Thank You

