girl scouts of greater chicago and northwest indiana

2020 Girl Scout Cookie Program
Family Newsletter

Dear Girl Scout Family,

Welcome to the 2020 Girl Scout Cookie Program! We are excited that your Girl Scout is participating in this year's cookie program because we know she has what it takes to Wow the World!

When your Girl Scout participates in the cookie program, she can expect to :

- **W**iden her skills! Girls develop skills in Goal Setting, Decision Making, Money Management, People Skills and Business Ethics. These are important skills that girls use in Girl Scouting and in everyday life.
- **O**pen her own cookie business. Girls can customize their own business by creating a plan to reach out to customers and use marketing tools like creating a page on the Digital Cookie platform to manage her business. The opportunities are endless!
- **W**ork with her troop to plan and fund activities: Troops earn funds for **every** package sold and use these funds for trips, service projects and wonderful adventures! Plus girls earn patches and rewards when they participates in the different components of the program and reach specific goals.

Girls earn the "2020 Patch & Wow Charm" when they sell 125+ packages during the Initial Order period and a "Butterfly Journal" when they sell 150+ packages during the Initial Order period.

Our Favorite Girl Scout Cookies!

Girls and their customers will be happy to hear that there are eight varieties of cookies available this season!

Cookies include:

Thin Mints®

Trefoils®

Samoas®

Tagalong®

Do-si-do®

Lemon-Ups®

Toffee-tastic®

Girl Scout Smores™

Cookies are $5 per package!

Troops receive proceeds ranging from $.90 to $1.00 per package. Our cookie program also helps to fund programs, activities and properties offered and maintained by Girl Scouts of Greater Chicago and Northwest Indiana.

Do Wow Things: Digital Cookie®

If your Girl Scout has not yet tried selling cookies online, now is the time! Girls have the opportunity to create their own webpage complete with a photo, video and a message in her own words to customers. Girls can get started in Digital Cookie by using the link in the email invite they will receive on December 16, 2019.

Customers can easily purchase cookies online through the link sent to them by the Girl Scout and all sales help girls to reach their goals.

Plus girls who send 30 or more emails through the Digital Cookie platform will receive the "Cookie Techie" patch. Each girl who sells 40 or more packages online through the Digital Cookie platform will receive the "Tooth Brush Cover", 80 or more packages online will receive a "Magic Washcloth" and for selling 120 or more packages online will earn a "Spa Headband".

A Plan to Wow the World

These are some important cookie program dates you will not want to miss.

December 16, 2019: You've Got Digital Cookie Mail!
Watch your email for an invite to assist your Girl Scout in setting up her Digital Order Card through Digital Cookie. The email will be sent to the email you provided when you registered your Girl Scout for the 2019-2020 membership year.

January 1, 2020: Ready to Wow 'Em...First Day of Cookie Order Taking!
Girls can begin asking customers for their support today including Digital Cookie.

January 20, 2020:
Submit the orders from your Order Card. Make sure you get a signed receipt anytime money and product are exchanged!

February 7-9, 12-16, 2020: Cookie Pick Up
All cookies sold during the Initial Order period in January will be available for pick up from your Troop Leader/ Troop Cookie Manager during this period of time. They will let you know the exact date of pickup. Please assist your Girl Scout in promptly delivering cookies to customers.

February 10, 2020: Goal Getter Program Starts
Girls can keep taking orders and reaching out to prospective customers as they work toward their goals. Order taking continues through March 22, 2020.

February 14 - March 22, 2020: Cookie Booth Sites
Ask your Troop Leader/Troop Cookie Manager how you can assist at a cookie booth.

Helping Your Girl Scout in the Cookie Program

Every cookie program entrepreneur needs supporters and family members are her biggest cheerleaders when it comes to reaching her goals. Families can work with their Girl Scout to reach out to customers in ways that work best for them. Here are some great opportunities to reach out to customers near and far:

Selling to Family and Friends
This is a great place to start! Girls can practice their sales pitch and gain confidence talking to people they know.

Digital Cookie®
Your Girl Scout can make her own business website through Digital Cookie. She can send emails to customers and these customers can purchase orders with a credit card. Always think safety first!

Door to Door
With your supervision, your Girl Scout can canvas the neighborhood with her order card.

Cookie Booth
Sign up for a neighborhood cookie booth or participate in a Loop Site.

Gift of Caring
Customers may make donations that provide cookies to women and men in the Armed Forces and their families, as well as to community organizations.

Workplace
If your workplace allows it, your Girl Scout may take orders or leave an order card with a note at the location. You may be responsible for the card but your Girl Scout is responsible for filling the orders, writing thank you notes and delivering the cookies when they become available.

Friendzy—Fun with the Goal Getter Program

The Goal Getter program is another way for Girl Scouts to reach their goals after the initial order phase of the cookie program. Girls can continue to earn rewards and fulfill customer orders to the package by going to any Gathering Place cookie cupboard.

Getting Started:

Starting February 10, Girl Scouts, parents or guardians can take a cookie order to any Gathering Place cookie cupboard during cupboard hours*, along with payment in full (All cookie varieties are $5 per package). Orders are filled to the package.

The Council takes care of all data entry for Goal Getter orders, payments and allocations to girls.

**Gathering Place cupboards will be open from February 10 thru March 23 (Monday through Saturday except Chicago). For the current Gathering Place cupboard schedule and locations, please refer to www.girlscoutsgcnwi.org/cookie-resources and/or see below.*

Earn the 2020 Goal Getter patch by purchasing 15 packages of cookies in one Goal Getter transaction at any of the Gathering Places!

A drawing for a STEM Discovery Box will be held at the end of the cookie program. For every individual Goal Getter order of 50 packages or more on a single transaction, the Girl Scout will receive an entry ticket. (Example: 50 packages = 1 ticket, 100 packages = 2 tickets) Goal Getter orders are NOT cumulative. Tickets will be based on individual Goal Getter transactions only.

What can you expect to find in the STEM Discovery Box if you win?

Fun, unique STEM projects that kids will be anxious to dive into! Each box includes 3-4 projects! Within each box you will find: project materials, instructions, stories, activity cards, educational information and more!

STEM Discovery Boxes focus on Science, Technology, Engineering and Math. Each box is fun, educational and exciting!

Family Financial Responsibility

Girls and parents will be handling product and money throughout the cookie program.

1. Families are responsible for all money received. Be sure to sign and receive a receipt when cookies are picked up and when cookie payments are made.
2. Checks should be made to the Girl Scout troop not an individual.
3. Do not give cookies to a customer without receiving payment.
4. Turn in money to the Troop Leader as you receive it. Get a receipt.
5. Abide by all Troop Leader and Council payment deadlines.

Wow the World with this interlocking patch

⇒ **Booth Sales:** Participate with your troop at 3 booth sites

⇒ **2020 Year Bar:** Sell 125+ packages during the Initial Order period (January 1 thru 19)

⇒ **Goal Getter Patch:** Purchase 15+ packages of cookies in one Goal Getter transaction (February 10 thru March 23)

Gathering Place Cookie Cupboard Locations

CUPBOARDS OPEN: FEBRUARY 10th thru MARCH 23rd

Cupboards will be closed for President's Day - Monday, February 17

Chicago Gathering Place
20 S Clark St, Suite 200
Chicago, IL
M-F: 9 AM - 4 PM; Closed Sat.

Joliet Gathering Place
1551 Spencer Rd
Joliet, IL
M-F: 9 AM - 5 PM; Sat.: 9 AM – 3PM

Merrillville Gathering Place
8699 Broadway
Merrillville, IN
M-F: 9 AM - 5 PM; Sat.: 9 AM –3PM

Homewood Gathering Place
1005 W 175th St
Homewood, IL
M-F: 9 AM - 5 PM; Sat.: 9 AM –3PM

U-STOR - IT/Lisle
2100 Ogden Ave
Lisle, IL
M-F: 9 AM - 5 PM; Sat.: 9 AM – 3PM

Vernon Hills Gathering Place
650 N Lakeview Pkwy
Vernon Hills, IL
M-F: 9 AM - 5 PM; Sat.: 9 AM – 3PM

girl scouts cookie program

NEW!

The NEW Cookie Entrepreneur Family pin collection enables girls and their families to learn to think like entrepreneurs as they participate in the Girl Scout Cookie Program.

Each Girl Scout grade level will have its own set of requirements to help families guide their Girl Scout as she runs her own cookie business year after year.

Learn more about this pin collection at girlscoutsgcnwi.org/cookie-resources .

Purchase your Cookie Entrepreneur Family pins at shopgirlscouts.com and/or in person at our Girl Scout Shops.

NEW & EXCITING: COOKIE PRO 2020!

Girls will have an opportunity to enter for a chance to win an exciting trip to Orlando for a once-in-a-lifetime Cookie Entrepreneur Experience including full VIP access to G.I.R.L. 2020, the largest event for girls in the world!

Who is eligible to participate? Registered Girl Scout Cookie Program participants who are selling cookies during the 2019/2020 season

When can girls enter? February 1– March 31, 2020

How do girls participate? By submitting a complete entry at girlscouts.org/cookiepro, which will include answering a set of required questions and uploading a personal photo

What will girls win? 24 girls nationwide—4 per Girl Scout grade level—will win an exciting trip to sunny Orlando, FL for the Cookie Entrepreneur Experience of a lifetime at G.I.R.L. 2020! The 24 lucky winners will get an opportunity to:

- Travel to sunny Orlando, FL for an epic Cookie Entrepreneur Experience with their parent/guardian
- Enjoy full VIP access to all G.I.R.L. 2020 activities
- Have breakfast with GSUSA CEO and Council CEOs
- Embark on epic adventures at a local amusement park
- Attend a Girl Scout alums coaching session to build entrepreneurial skills

Get recognized on the EXPO Hall main stage and through a featured story at the Entrepreneurship Pavilion