



The Cookie Jar

Wichita Falls Region

2012 Girl Scout Cookie Program and Sale Information for Girl Scout families



2012 Cookie Program and Sale Dates

You may NOT start selling before Friday, 2/10/12.

Cookies are \$3.50 per package. | There is NO TAX. | There are 12 packages in a case.

February 10, 2012	Cookie Sale begins.
February 10 – March 25	Girls sell cookies to customers. Girls turn in money to their troops frequently.
No later than March 26	Final payments are due to Troop Cookie Chairs.

My Troop Cookie Chair is _____

My Troop Cookie Chair’s phone number is _____

Program Theme

what can a **COOKIE** do?

This year’s 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 activity yields tangible results in support of the Girl Scout Leadership Model.

What counties can my daughter sell cookies in?

Girl Scouts may only sell cookies in the counties from the Wichita Falls Region of Girl Scouts of Texas Oklahoma Plains. Those counties include: Archer, Baylor, Clay, Cooke, Eastland, Foard, Hardeman, Jack, Montague, Palo Pinto, Stephens, Throckmorton, Wichita, Wilbarger, Wise and Young. This is true for both door-to-door sales and booth sales. Workplace sales may be sold outside council/regional boundaries IF a parent/guardian’s primary workplace is located outside these boundaries.

A Healthier You!

Cookies can be part of a healthy, balanced diet. The key to eating healthy is moderation. Visit www.abcsmartcookies.com for more information on a healthy lifestyle.

Catch Goals in the CookiEZone

This interactive online experience for girls lets them set goals, plan their sale and market cookies online - all in an environment unique to their grade level.

Visit www.abcsmartcookies.com



Our Cookies!



Thanks-a-Lots



Thin Mints



Shout Outs



Peanut Butter Patties



Lemonades



Caramel deLites



Shortbread



Peanut Butter Sandwich

Help Your Girl Scout By Putting the “U” in Success

Our towns and communities are filled with women whose experiences handling money, interacting with the public, setting goals and making decisions in the cookie activity helped to prepare them for the successful lives they lead today. Your Girl Scout needs your support to follow in their footsteps. Some ideas for making “U” a part of her success:

1. Attend her troop/group cookie training. Research shows that Girl Scouts are more successful when families attend training.
2. Work with her to set goals and track her progress.
3. Familiarize yourself with the online marketing functions available in CookieEZone to supervise her use of the internet as a marketing tool.
4. Help her develop and practice her sales presentation so she can communicate why she is selling cookies, what she is learning and how the customer’s purchase will support her goals.
5. Ask friends, vendors and colleagues if they will allow a booth sale at their location (ask your Troop Cookie Chair about our online Booth Scheduler!); and/or be a driver or supervising adult for a booth sale.
6. Review safety rules with your Girl Scout and your expectations for her behavior.
7. Ask the Troop Cookie Chair for your Girl Scout’s troop/group how you can help with meetings or with other tasks.

How the Cookie Crumbles

All proceeds remain in
Girl Scouts of Texas Oklahoma Plains

22% - Troop/Girl

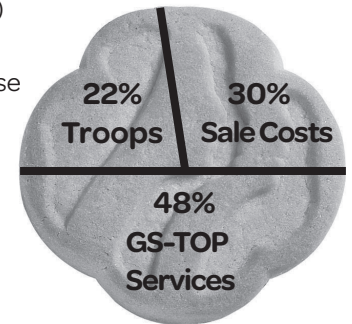
- Girl Recognitions and Cookie Bucks
- Troop Profit

30% - Cookie Cost and Sale Expense

48% - Girl Scout Services

(Benefiting all girls and adults)

- Program and resource materials for leaders to use with girls (publications, training materials)
- Maintenance of facilities and camps for everyone to use
- Financial aid for membership needs and day and resident camperships
- Program events – The major cost of GS-TOP sponsored program events are underwritten so the participation cost for each girl stays affordable.
- Staff who support girls and volunteers with:
 - Girl membership opportunities
 - GS-TOP-sponsored program activities
 - Training
 - Camp operations
 - GS-TOP facilities
 - Corporate and administrative functions (insurance, registration, fund raising)



The Girl Scout Cookie Program 5 Skills for Girls

Goal Setting: Girls learn to set cookie program goals individually and, with her team, creates a plan to reach them. Girls develop **Cooperation and Team Building** skills along the way!

Decision Making: Girls help decide how the team will spend their cookie money furthering **Critical Thinking and Problem Solving** skills that will help them in many aspects of their life.

Money Management: Girls take cookie orders, sell cookies and handle customers’ money and gain valuable and **Practical Life Skills** around financial literacy.

People Skills: Girls learn how to talk to, listen to, and work with all kinds of people while selling cookies. These experiences help girls develop **Healthy Relationship and Conflict Resolution** skills they can use throughout their lives.

Business Ethics: Girls are honest and responsible at every step of the cookie program. Their business ethics reinforce the **Positive Values** they are developing as a Girl Scout.

Cookie Bucks and How to Use Them

Cookie Bucks may be applied toward fees for many GS-TOP sponsored activities that have individual girl registration and occur between April and December. For more information check www.gs-top.org.

GS-TOP Shops

Cookie Bucks may be used to purchase merchandise at GS-TOP Shops:

- Cookie Bucks may be honored for the dollar amount listed minus Cookie Bucks used for GS-TOP sponsored activities.
- Current records of balances are kept at each shop to verify Cookie Bucks.
- No change will be given if the total purchase amount is less than the Cookie Bucks amount.
- Are not transferrable to shops in other councils.
- Cannot be used for catalog orders placed directly with Girl Scouts of the USA, New York.

GSUSA destinations

GSUSA *destinations* are travel opportunities for girls ages 12 to 17. Up to 50% of fees can be paid with Cookie Bucks. All *destinations* applicants will receive information by mail.

Cookie Bucks earned in the 2012 Cookie Sale:

- Are valid April 2012 to December 2012.
- Have no cash value.
- Cannot be transferred to non-family members.
- Are calculated per girl. Packages cannot be added together for a total family Cookie Bucks balance.
- All users must be registered members of GS-TOP and must have participated in GS-TOP's Cookie Sale.
- Are not applicable for adult participation fees in Girl Scout events.
- Cannot be used for Girl Scouts of the USA membership dues.
- Cannot be used for ticket purchases from outside program providers.
- **Space at camp is not automatically reserved for girls using Cookie Bucks.** A girl must register for camp following the procedures listed in the summer guide.
- Are not transferrable to other councils.

Ownership of Cookie Funds

Income from product sales is not the property of individual girl members. Funds earned by the cookie sale belong to the entire troop. For more information on fundraising or managing group finances see Chapter 5 of Volunteer Essentials (www.gs-top.org/volunteer-essentials)

Sister Plan

The Sister Plan allows transferring packages from one sister to another for a one time transfer to help cover fees at Resident, Day/Twilight Camp, High Adventure Trips, or for an event. Sisters must have participated in GS-TOP's Cookie Sale to be eligible to participate in the Sister Plan.

Using Cookie Bucks for GS-TOP's Resident and Day/Twilight Camp*

- Each day of Resident Camp = 100 packages
- Each session of Adventure Day Camp = 500 packages
- Each session of Day/Twilight Camp = 400 packages

**All summer program activities have not been finalized. Please check your summer guides for final Cookie Bucks requirements for summer activities.*

Girls who have at least 115 packages remaining after applying toward Resident, Day/Twilight Camp, and High Adventure Trips fees may convert them to Cookie Bucks (see chart) to use in GS-TOP Shops or for activities.

Non-Camp Cookie Bucks Conversion Chart

Cookie Bucks do not have to be used for camps. Below is a chart of Cookie Bucks values for use in the GS-TOP Shops or other activities.

Packages Sold	Cookie Bucks for use in GS-TOP Shops
115	\$10
175	\$20
260	\$30
335	\$40
425	\$50
575	\$70
800	\$100
1000	\$150
1500	\$200



Individual Recognition Program

The recognition program recognizes each girl's sales level accomplishments. Recognitions are earned, they are not won. Recognitions are cumulative, meaning a girl receives all the items up to her sales level.

Girls with outstanding balances may forfeit their Cookie Bucks and recognitions.

Packages Sold	Recognition
35	Round Patch
60	Theme Patch
115	Penguin Necklace
175	Journal
260	Large Penguin
335	Theme T-shirt
425	Water Bottle
575	Scarf and Pedicure Set
800	Duffle Bag
1000	Diva Patch and Trip
1500	Beach Towel and Sunglasses
2000	Choice of Netbook or Tablet PC

Diva Club

Wichita Falls Region Divas will be headed to the Science Museum in Oklahoma City, Oklahoma. We will leave on Saturday, May 5th, do some sightseeing along the way, and then meet up with our sister Girl Scout Divas from Abilene, Amarillo and Lubbock for a Camp-In at the Science Museum. Girls will have a fun-filled night of science activities, Dome Show, food and a chance to hang out with other Divas from all over the council. We will head back to Wichita Falls on Sunday, May 6th. To learn more visit: www.sciencemuseumok.org

The Diva Club trip/activity is a girl recognition. Parents are NOT included in the trip/activity. Chaperones are appointed by the council per *Safety Activity Checkpoints* guidelines.

Direct Connect - Digitize Your Sale!

In February, we will begin taking emails from customers eager to buy cookies! We need Cadettes, Seniors and Ambassadors to complete sales for these customers. To be a part of Direct Connect, contact Julie Bridgens at 940-228-4825 or email her at jbridgens@gs-top.org by February 10, 2012. Please give her your name, phone number, email address and up to three zip codes where you can complete sales.

Safety Rules!

Like everything else in Girl Scouting, the girl experience is the top priority in the cookie activity. This means that nothing is more important than safety when girls are selling cookies.

Please review the safety information on the order card with your Girl Scout, and reinforce the information every time she is involved in selling or delivering cookies. Some important highlights include:

- Adults must always accompany Girl Scout Daisies, Brownies and Juniors on all cookie activities. Cadettes, Seniors and Ambassadors must always be supervised by adults when engaged in any cookie activity.
- Girl Scouts should never enter any customer's home or approach a car when selling or delivering, even if they know the person.
- Money should be turned in to adults as soon as possible; girls should never have large sums of money on their person.
- Guidelines for online marketing should be followed and family adults should monitor girls' use of the Internet.

Top Seller Recognitions

GS-TOP's three top sellers and the Wichita Falls Region's top seller will receive their choice of:

- A family 4-pack of tickets for a day at Six Flags Over Texas
- A family 4-pack of tickets for a day at Hurricane Harbor
- eReader
- Other options may be available at a later date.

**YEAR
OF THE
GIRL**


**Looking for more information on
Girl Scouts or the Girl Scout Cookie Program?**

www.gs-top.org/cookies

www.girlscouts.org

www.abcsmartcookies.com