

Cookie Sale Lingo

Booth Sales

Booth sales are a terrific way for troops or groups to experience selling Girl Scout Cookies in person to customers by setting up a table or display at local businesses and community gathering points. (See pages 14-17.) Booth sales do not replace the girls' door-to-door sales. Customers repeatedly say they prefer to buy cookies from Girl Scouts who knock at their door.

Cookie Cupboards

Cookie cupboards are temporary warehouses for troops to pick up additional cookies during the delivery portion of our sale. They will be set up at various locations throughout the council's jurisdiction. It is vital that proper procedures be followed to ensure accurate accounting of all cases of cookies. (See page 13.) Remember, each troop is financially responsible for all cookies ordered, plus any extra cases picked up from a cupboard.

Hi-Stepper Patch/Pin

Recognition for those Girl Scouts who step it up during the initial order taking period. With an initial order of 200 boxes, a girl earns the Hi-Stepper Patch/Pin. These are distributed with the girls' cookies and she can wear it while she delivers her cookies so everyone can see. In addition, her name will be entered in a drawing for a prize package.

Troop Proceeds

Money earned by the troop during the cookie sale. The amount earned by the troop is determined by the per girl selling average. (See chart on page 6.) Money is the property of the troop, and not the individual girl.

Individual Girl Recognitions

In addition to the proceeds earned by the troop, individual girls receive recognitions for their achievement during the Girl Scout Cookie Sale. (See page 7.)

Service Unit Cookie Sale Manager(s)

Volunteer(s) who coordinates cookie sale activities in a service unit. She/he is your best source for information and support during the sale.

Troop Reconciliation of Cookie Sale

A process where the troop accounts for all cookies ordered, money collected, and payment made for cookies. (See page 23.)

Council Audit of Troop Report

The council audits all troop reports upon receipt. This process is completed in March. Corrections to payments will be billed (if you owe the council) and checks mailed (if you overpaid) as quickly as possible.

eBudde

A fully integrated, web-based application for ordering cookies and recognitions.



STEP IT UP!