



Family Cookie Meeting Outline

2027 Cookie Program

Purpose

Host a short meeting before the Cookie Program begins (by December 7) to introduce families to the program, explain how it works, and set goals together. Girls should attend—hearing their ideas helps build excitement and ownership.

Why Hold a Family Cookie Meeting

When families understand the Cookie Program, they can better support their Girl Scouts and help them succeed. The Cookie Program funds troop activities, council programs, and volunteer resources while teaching girls five essential leadership skills:

1. Goal Setting: Planning and reaching sales goals
2. Decision Making: Choosing how to use troop proceeds
3. Money Management: Handling orders, payments, and budgets
4. People Skills: Working with different types of customers
5. Business Ethics: Acting responsibly and honestly

Meeting Outline

- Welcome & Introductions: Introduce yourself and any cookie volunteers. Share your contact information and availability.
- Program Overview: Explain how the Cookie Program benefits girls, the troop, and the council. Highlight the five essential skills above.
- Troop & Girl Goals: Decide on a troop cookie goal and how proceeds will be used and have each girl to set her own individual goal.
- Juniors and older: Decide as a troop if girls want to receive recognitions or opt-out for higher proceeds. (Remember: All girls in the troop must choose to opt-out.)
- Distribute Paperwork & Materials:
 - 2027 Cookie Program At-a-Glance
 - Order Card
 - Recognition Sheet
 - Money Envelope

- Dates to Remember:
 - Digital Cookie registration begins Dec 1
 - Program runs: Dec 7, 2026 – Mar 7, 2027
 - Initial Orders due to troop: Jan 5
 - Money due to troop: Mar 9
- Online Tools:
 - Digital Cookie: digitalcookie.girlscouts.org
 - GSSI Cookie Resources for Girls & Families: girlscouts-gssi.org
(Mouse over Cookies in the page header to locate the link.)
- Selling Methods:
 - Taking orders using the order card and early recognitions
 - Booth sales—how families can help and sign up
 - Online selling through Digital Cookie (eCards, videos, direct ship option)
- Money & Product Management
 - Discuss these items upfront so expectations are clear:
 - Accepted payments: cash, checks (made to GSSI), credit/debit via Digital Cookie
 - Families count and sign for cookies before leaving at pick-up
 - Cookies cannot be returned once signed for
 - Funds belong to the troop, not individual girls
 - Troop Cookie Volunteer must provide receipts for payments and pickups
 - Girls with outstanding funds after March 12 will have recognitions held until paid in full
 - Store cookies in a safe, dry location—you're responsible for their condition

Wrap-Up

Answer questions, thank families for attending, and encourage ongoing communication throughout the season.