

2026 Cookie Program Family Guide



Key Dates

December 15
GS Digital Cookie online
stores open (DOC)

January ____
Initial Order due
to troop

February ____
Delivery to
customers begins

March ____
Rewards due troop

Important Info

Email _____

Troop Cookie Manager (TCM) _____

TCM Phone # _____

TCM Email _____

Money Due (Initial Order Cards) _____

Troop Goal _____

**Digital Cookie
online store**



**Cookie Resource
Page**



Why participate in the Cookie Program?

The Girl Scout Product Program is essential to a Girl Scout's journey and experience. Girls develop 5 key leadership skills, build their confidence, and fund their next adventures. Creating a more equitable future for themselves and the world.



GOAL SETTING

Your Girl Scout sets cookie sales goals individually and with her troop, and creates a plan to reach them. She develops cooperation and team-building skills along the way.



DECISION MAKING

Your Girl Scout helps decide how her troop will spend their cookie money, furthering the critical thinking and problem-solving skills that will help her in many aspects of her life.



MONEY MANAGEMENT

Your Girl Scout takes cookie orders, handles customers' money, or credit card transactions, and gains practical life skills around financial literacy and e-commerce.



PEOPLE SKILLS

Your Girl Scout hones their abilities to communicate directly, collaborate effectively, and resolve conflicts constructively.



BUSINESS ETHICS

Your Girl Scout discovers the importance of delivering on her promises to customers. Her business ethics reinforce the positive values she is developing as a Girl Scout.

Helping your girl gain the 5 skills



Strive for Five contest designed to increase their cookie sales.



Earn the Cookie Entrepreneur Family Pin.



How to get started

Register your Girl Scout for the 2025-2026 year.

Your Troop Cookie Manager for materials needed for in-person sales.

Sign the Girl/Caregiver permission slip online.

Set up her GS Digital Cookie online store and share the link via text/email with friends and family.

Review deadlines with your Troop Cookie Manager

Initial order _____

Money due _____

Rewards due _____

Strive for Five last date for entry: April 2nd



Safety Tips



- Girls should show they're a Girl Scout by wearing their uniform or pin.
- Girls should never sell alone. Adults must accompany girls in grades K-5 and supervise girls in grades 6-12.
- Girls should never enter the home or vehicle of a person when they are selling or making deliveries.
- Protect your Girl Scout's privacy. Never give out names, address, phone number, or email.

- Girls should take the GSUSA Internet Safety Pledge before conducting any online activities.
- Girls should be streetwise, be aware of traffic, and become familiar with the neighborhood.
- Girls should sell in the daytime.
- Girls should market to family & friends by sharing their Digital Cookie link. Do not share their Girl Scout link on public-facing sites.



The Power of a Cookie

Using proceeds from their cookie businesses, Girl Scout Troops have traveled around the world. Where will the program take your Girl Scout?! Troop proceeds and Cookie Cash* can help fund her way to where she wants to go. Girls may also earn individual rewards, where they can choose between Cookie Cash* or personal experiences like iFLY.

*Cookie Cash is used by the girl for anything GSHOM offers, including our retail shops, camp, programs, registration.

- Troop activities, like going to the zoo, museums, or adventure parks.
- GSHOM overnight camp or day camp.
- Materials for troop programs and activities.
- Badges and uniforms.
- GSHOM programming and events.
- Travel – overseas, cruises, or Disney World.

Different Ways to Participate

Digital Cookie (DOC) (Dec 15 - May 26)

Girls create a customized webpage and run an e-commerce cookie business. Customers purchase cookies for **in-person delivery** by the Girl Scout (her caregiver must approve each girl delivery order within five days of the purchase), direct ship to the customer's home (shipping & handling charges apply), or donate to Hometown Heroes (see more below). All orders are prepaid online.

Door-to-Door Sales (Jan 5 - Jan 20)

Using the Initial Order Card girls (accompanied by an adult) visit neighbors or caregiver's work and take pre-orders. By 1/18/25, caregivers enter total Initial Order quantities into DOC, or give totals to the Troop Cookie Manager. Initial Orders are delivered to troops starting 2/7/25. Customers pay the girl when she delivers the cookies.

Goal Getters (Jan 20 - Mar 30)

Girls continue to sell online through DOC (Direct Ship + Girl Delivered), in-person with a Goal Getter Order card. Goal Getter Cookies are sold after the Initial Orders are placed on 1/18/25. Troops can use their extra cookies from Initial Orders and Cookie Booths to fill orders or pick up additional inventory from a local cookie cupboard.

Walk About Booth (Feb 13 - Mar 30)

Girl Scouts sell directly to their neighbors with cookies in hand. Customers pay the girl when they receive their cookies.

Booth Sales (Feb 13 - Mar 30)

Girl Scouts sell directly to the public with cookies in hand outside local shops, festivals or sporting events. Troop Cookie Manager gets *locations/times pre-approved, and reserves cookies from a local cookie cupboard. Additional support is needed from troop families as each requires 2 adults and 2-6 Girl Scouts. Girls say booths are their favorite way to sell! Customers pay at the booth and take their cookies. *Location restrictions apply.

Hometown Heroes (Dec 15 - Mar 30)

Customers buy cookies that are donated to a local hero selected by the troop. In the past, girls have donated to first responders, hospitals, schools and the military. Hometown Hero Donations are accepted through all avenues of the cookie sale (called Gift of Caring online). Since 2020 GSHOM has donated over 142,000 packages of cookies to our Hometown Heroes. Our goal this year is to donate 30,000, which is about 8 packages per girl.



How to get the Cookies

Initial order will be delivered to the troops starting February 7th.

Your Girl Scout will receive her Initial Order from the Troop Cookie Manager on _____. The caregiver is responsible to count cookie packages to verify quantity matches your girl's initial order request. Caregivers are responsible for the payment of all cookies they pick up.

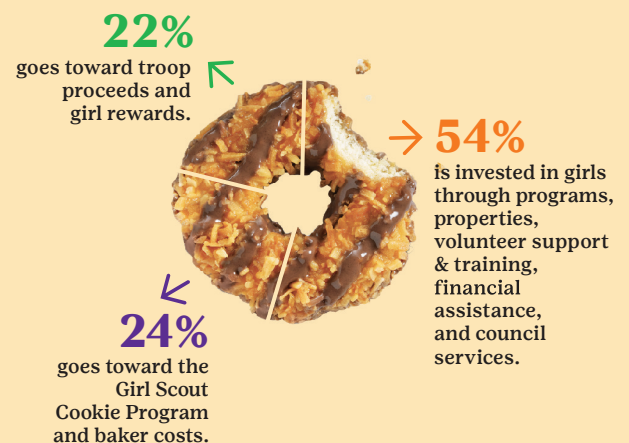
You can still collect orders during our Goal Getter portion of the cookie program. Goal Getters are orders through DOC "girl delivered" or paper order card. Turn these orders into your Troop Cookie Manager weekly with total cookies needed. Cookies are picked up from a local Cookie Cupboard.



Digital Cookie orders only: If your Troop Cookie Manager is no longer able to pick up the cookies for you, scan the QR code to fill out the Digital Cookie Girl Delivery Form of what cookies are needed along with the Digital Order numbers. Your order will be processed by GSHOM Staff. Before using this option, be sure to confirm with your Troop Cookie Manager first.

How the Cookie Crumbles*

100% of the proceeds from every package of Girl Scout Cookies sold stay local to Girl Scouts Heart of Michigan.



*based on averages

GSHOM 2026 Cookie Program Rewards



BFF Scavenger Hunt

Complete the 5 Skills scavenger hunt to earn the Flower Charm and enter to win \$20 cookie cash (1 per region). Bring in the completed sheet to pick up your reward. Due by 4/2/2026.



Brave Charm
50+



Fierce Charm
12+ Gift of Caring



Fun! Charm
100+ DOC



Cookie Booth Charm
48+ Booth packages



BFF Theme Charm
225+

Actual charm size



BFF T-Shirt

Troop PGA 225+
All selling girls earn a BFF T-shirt and 1 leader shirt.



Action Patch Initial Order
150+ pkgs



Charm Patch
35+ pkgs



Lanyard
65+ pkgs



BFF Bracelet + Hair Tie Set
95+ pkgs



Mini Ferret
or \$4 Cookie Cash
125+ pkgs



Cookie Clip On Pouch and Wristlet
or \$5 Cookie Cash
175+ pkgs



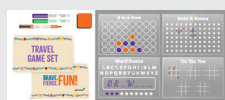
Ferret Plush
or \$6 Cookie Cash
225+ pkgs



Journal
or \$7 Cookie Cash
275+ pkgs



Large Clear Case and Fabric Letters Appliques
or \$8 Cookie Cash
325+ pkgs



Travel Game Set
or \$9 Cookie Cash
400+ pkgs



Cross Body Bag and Pop In Charms
or \$10 Cookie Cash
500+ pkgs



Build-a-Bear or Lugs game
or \$20 Cookie Cash
600+ pkgs



iFly or Dave & Busters
or \$30 Cookie Cash
800+ pkgs



BFF Cedar Point or Michigan's Adventure
or \$50 Cookie Cash
1,000+ pkgs



MY 2027 Membership
1,250+ pkgs



Lion King Musical
or \$80 Cookie Cash
1,500+ pkgs



2026 Patch AND Custom Converse or Chacos
or \$100 Cookie Cash
2,026+ pkgs



Science Center Membership for 1 year
or \$125 Cookie Cash
2,500+ pkgs



1 Night at Great Wolf Lodge
or \$225 Cookie Cash
3,500+ pkgs



GSHOM Overnight Camp or Switch 2
or \$300 Cookie Cash
5,000+ pkgs



Double Mint Club

Club members get a 6-month subscription from Universal Yum.

To join the club, girls must participate in the Fall Product Program and the Cookie Program and:

- Sell \$1,250+ in Fall Product Program by 11/16/25
- Sell 600+ packages of cookies by 4/1/26

Higher Reward Corner

Build-a-Bear: Ann Arbor.

Lugs: 5/29, Lansing.

iFly: 7/12, Novi.

Dave & Busters: 6/17, Livonia or 7/15, Lansing.

Cedar Point: 6/24, Sandusky, Ohio.

Michigan's Adventure: 8/3, Muskegon.

Great Wolf Lodge: 6/12-13, Traverse City.

Girl Scouts will have the choice of the in-person event or Cookie Cash. There is no extension to earn, and once rewards have passed, the selection cannot be changed.



Scan here for more info about these events

Questions?
helpdesk@gshom.org
1-800-497-2688

girl scouts
heart of michigan