

SOLO SALES FOR THE 2024 COOKIE PROGRAM

Revised 9-25-23

Solo Sales is designed to give all Girl Scouts the opportunity to participate in the Girl Scout Cookie Program, regardless of if her troop participates. It is also designed to alleviate some of the responsibilities for the “overwhelmed” troop volunteer. This program is open to:

- Girls in troops who have not yet met all the criteria to officially begin their membership year, such as not having a troop bank account or having enough adults to serve on the Troop Leadership Team.
- Girls in troops who cannot find or do not have a volunteer to serve as Troop Cookie Manager.
- Girls in new troops where the new troop leader feels overwhelmed and prefers not to participate in the Girl Scout Cookie Program.
- Girls in troops where the troop (or troop volunteer) has elected not to participate in the cookie program.
- Girls who are newly registered and want to participate in the cookie program, but have not yet been assigned to a troop.
- To be eligible, troops should not place/cannot have placed an initial cookie order.

How do Solo Sales Work?

Solo Sales are staff led and are open to all troops/girls that did not place an initial cookie order. The staff member in charge of Solo Sales will communicate directly with caregivers/girls (not the troop volunteer). Staff member will also:

- Distribute cookies to parent/girl.
- Collect money from parent/girl.
- Order rewards for girl.
- Girls can earn girl rewards shown on both sides of the rewards flyer.

How Do Solo Sales Differ from the Troop or IRG Cookie Selling Experience?

- Troops earn proceeds at a reduced rate of \$.40 per package and are not eligible for higher proceeds or bonus proceeds during the current membership year.
- The following year, for bonus proceeds, troops are defined as a “troop that did not participate the prior year.”
- Troops/girls cannot participate in cookie booths, mini booths or the Cookie Tycoon program.
- Girls can receive individual packages – they do not have to pick up full cases.
- Girls can exchange or return up to six (6) packages of each variety by a given date. If packages are not returned by the given date, they are not returnable and the caregiver is responsible for payment.
- Caregivers may only pick up cookies/turn in money at a GSCP2P service center during normal business hours.

- Funds collected by girls must be turned in at a GSCP2P service center.

Other Details:

- Girls may only receive up to 100 packages at a time. Funds must be paid to the council for cookies received prior to more cookies being distributed. (Credits to girl's account will be applied for girls using the credit card feature in Smart Cookies.)
- If an unestablished troop participates and is not completely formed by the last day of the month following the end of the cookie program, participating girls will receive Cookie Dough in lieu of troop proceeds as follows:
 - \$20 Cookie Dough for every 100 packages sold (no partial Cookie Dough payments)
- Troops will receive proceeds via ACH credit.

How Do Girls/Troops Get Started?

Each girl participating in Solo Sales must complete a Solo Sales Parent Permission Form for the 2024 Girl Scout Cookie Program. Completed forms should be returned to the Product Program Director at 208 Union Square, Suite 101, Hickory, NC 28601. Upon receipt, the Director will provide more information to each girl to help her get started.