

# A Roadmap to Entrepreneurship Success!

The Girl Scout Cookie Program is the largest girl-led entrepreneurial program in the world, helping Girl Scouts learn five essential skills; goal setting, decision making, money management, people skills, and business ethics.

## START HERE!

**November through December**

### Cookie Season Starter Kit

Order cards and supporting booth materials get delivered to the Troop Cookie Chair's mailbox!

### Troop Cookie Chair Training

December 1  
A required training will appear on each rostered Troop Cookie Chair's gsLearn dashboard to access Smart Cookies.

### Hold a Family Meeting

Host a family meeting at least 1-2 weeks before the **Girl Scout Cookie Program begins on January 12.**

**January**

### Digital Cookie/Smart Cookies Access

Those who completed the mandatory training in gsLearn will receive access.

### Digital Cookie Sales Begin

January 12  
Girl Scouts can promote their shop link for customers to purchase from their storefront.

### Secure Cookie Booths

January 12-15  
First three rounds of booth sign-ups open. Create your troop goals.

### Initial Orders Due

January 16  
Orders are due in Smart Cookies. Use the Inventory Management Toolkit as a resource.

**February**

### In-Person Cookie Booths Begin

February 4  
Boothing begins & cupboards open! Help your troop manage inventory.

**Superbowl**  
February 8  
Celebrate the Superbowl coming to Santa Clara!

### National Girl Scout Cookie Weekend

February 20-22  
Girl Scouts Cookies are available nationally!

**March**

### Cookie Program Ends

March 15  
This is the last day for all customer orders.



**Thank You!**  
Celebrate another great cookie season!

### Submit Rewards

March 18  
Final rewards are due in Smart Cookies.

**May**

Rewards arrive to your Service Unit!

## Cookie Boss Tips

### Bank Cash

Bank cash often and make sure to sign and use receipts for all cash intake and deposits.

### Care to Share Donations

Use the Girl Cookie Order Details report from Smart Cookies to learn how many Care to Share donations to allocate to each Girl Scout.

### Cookie Newsletter

Catch the weekly newsletter every Monday starting January 5 through March 16!

### LIVE Trainings

Every Wednesday. A recording will be available in gsLearn within the Troop Cookie Chair learning path.

These live trainings are optional.