

Cookie Booth Tips & Guidelines

Offer a Cookies for a Cause option

- During booth sales, ask customers to donate cookies to the military, hometown heroes or your troop's approved local nonprofit.
- Promote the option with posters and a special box (or wagon) for donated cookies (or tally donated boxes on a large chart).

Give away bite-sized samples

- Let customers have a taste so they can try something different—they may even find a new favorite
- Keep the variety's nutrition label in full view in case a customer has food sensitivities.

Share goals with customers

- They love to hear how girls are making a difference, so encourage girls to make posters, banners or t-shirts to get the word out.

Make cookie bundles

- Attach a ribbon and a handmade card for maximum impact.

Give away recipes

- Encourage customers to try something new by offering a recipe card with every purchase of multiple boxes.

Cookie Booth Etiquette

- Remember to print and bring your confirmation with you from the “Booth Scheduler.”
- Arrive and leave on time.
- Come prepared. Bring a small table, chairs, change, and booth confirmation.
- Be respectful.
- A minimum of 2 girls and 2 adults at your booth are required, and we recommend no more than 4 girls total.
- Sell only Little Brownie Baker Girl Scout cookies at your Girl Scout cookie booth.
- Wear Girl Scout uniform and pins.
- Create a colorful display.
- Leave siblings and friends at home.
- Behave appropriately. Playing games, being on a cell phone and running around is not appropriate.
- No “barking” or yelling at customers.
- Keep your money protected.
- Leave the area clean. Take empty boxes home with you.
- Thank the manager when you are leaving.
- Do not block the entrance or exit of the location.

