girl scouts
of eastern oklahoma



Cookie Booth Sale Guide

Dates for 2027

Friday, January 8 - Council sites sign-ups begin

Thursday, February 4 - Troop requests uploaded

Friday, February 12 - First day for Booth Sales

Cookie Booth Sales

Booth sales are a great way to increase your troop's success by setting up a troop sale in a public place! Booth sales are any sale in front of a business or community location when girls set up a table to reach customers.

Basics

- Everyone must honor the start date for booth sales.
- Booth sales are troop events intended for two to four girls, no fewer than one, and a minimum of two adults.
- All girls in a troop must have equal opportunities to participate in booth sales.
- Leaders of troops planning a booth sale when girls are not accompanied by their caregiver need to complete the Beyond the Meeting training on gsLearn.



Etiquette & Behavior

- Be polite and thank all customers
- Avoid eating, texting or phone calls during booth hours.
- No smoking/vaping near booths.
- Clean up thoroughly—leave the space better than you found it.
- Respect other soliciting organizations by sharing space or using opposite entrances.

Safety

- Adult supervision for the girls.
  - You must have two registered, background checked adults.
  - If each girl is accompanied by her own caregiver, the adults don't have to be registered Girl Scouts.
- Keep cash/cookies secure.
- Girls never share personal information including last name and phone number.
  - Share the Troop Digital Cookie QR code for future sales.

Planning Your Booth Sale

- Role-play customer interactions (like pricing, favorite cookie, troop goals).
- Decide how to divide credit for sales.
- Train girls on greetings, sales pitch, and expected behavior.
- Schedule shifts: 1–2 hours per girl, max 4 girls per booth.
- Adults do not sell cookies; they supervise. Only Girl Scouts sell cookies.
- Dress appropriately: Girl Scout uniform/pin, weather-appropriate clothing.
- Plan for no bathroom access.
- Gather/prepare the supplies you will need.

Required Items

- Table
- Cash for change
- Cookie confirmation page
- Secure cash storage
- Permission slips
- First Aid kit
- Trash bag



Recommended Items

- Digital Cookie app & QR signage
- Laminated menu
- Counterfeit marker
- Notebook/calculator
- Decor/signage
- Bags for bulk buyers
- Donation box
- Weather gear (sunscreen, hand-warmers, gloves, hats, coats/jackets
- Extra Girl Scouts membership pins in case anyone forgets to wear one
- Chairs for adults

Day of the Sale

During the Sale

- Two unrelated adults verify and sign off on money and cookie counts at the beginning.
- Start booth sale in Digital Cookie.
- Be alert! Always have an adult watching girls, cookies, and cash.
- Girls may handle money with adult supervision.
- Do not accept bills larger than $20.
- Do not accept checks.
- Remove excess cash if selling for longer than 2 hours.
- Keep girls engaged with activities during slow times.
- No tagalongs. Only Girl Scouts at booth sales.

After the Sale

- Clean up and take all trash and empty cases with you. (Do NOT use the store trash cans.)
- Two unrelated adults verify and sign off on money and cookie counts.
- Allocate cookies sold at the booth sale in eBudde™.
- End booth sale in the Digital Cookie.



Types of Booth Sales

- All booth sales must have Girl Scouts present.
- Businesses can't sell cookies on behalf of any individual Girl Scout or troop.
- Adults must be there to supervise and support the girls.
- Council sites are available for all troops who would like to use them.
- Troops may secure additional sites if they wish to do so.
- Cookie Stands are an option for girls with personal connections or girls with big goals that want to do more than the troop plans to do.

Council Sites

- Council Site Locations:
  - Arvest
  - Lowe's
  - Sam's
  - Walmart
- Reserve in eBudde™ only.
- Follow specific rules listed on the GSEOK website.

Troop Sites

- Local businesses not listed as Council Sites.
- Complete Form #307 online and wait for approval.
- Council will load approved sites beginning February 4, 2027.



Cookie Stands

- Girl/family has a direct connection to the business.
- Complete form #307, submit at least 1 week in advance.
- Must receive Council approval before selling.
- Residential sales do not require council approval and can begin on January 30.
- May not use Council sites until end of sale.