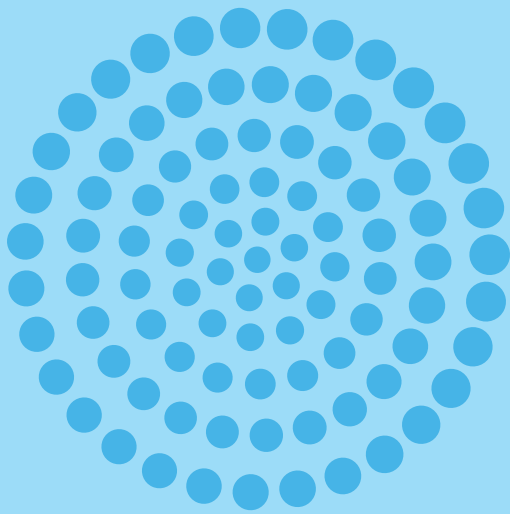


girl scouts 
of hawai`i

2021-22 Girl Scout Cookie Program®

JULIETTE COOKIE MANUAL



CLIMB
WITH
COURAGE

girl scouts 
cookie program

Little Brownie
BAKERS.



This Juliette Cookie Guide is a supplement to the Volunteer Cookie Manual and all Girl Scouts of Hawai'i cookie program policies, recommendations, dates, guides should be followed. If you have any questions about your Juliette's participation in the Girl Scout Cookie Program, please reach out to your Juliette Council Cookie staff lead. We're here to help you and your Juliette have a fun, valuable, and goal-crushing entrepreneurial experience!

Juliette Council Cookie Staff Lead: **Molly Schmidt, Director of Product Sales**
mschmidt@gshawaii.org or 808-675-5529

WHAT DOES IT MEAN TO BE A JULIETTE?

Juliette Girl Scouts, also known as IRMs – Independently Registered Members – are registered girl members in grades K-12 who are busy, independent, self-confident girls and young women who want to be a part of something larger – Girl Scouts! Meeting in troops is one way to be part of the Girl Scout experience, but when being in a troop is not the best option, becoming a Juliette will allow her to continue her Girl Scout experience on an individual basis.

As a Juliette, instead of attending troop meetings, she will participate in Girl Scout programs with the guidance of a parent or guardian. Her girl-led experience encourages her to select what activities to participate in and which earned awards she wishes to complete. The possibilities are limitless!

CAN A JULIETTE SELL COOKIES?

YES! The Girl Scout Cookie Program is a great way for Juliettes to self-fund their own unique Girl Scout experience while developing entrepreneurial skills that will last a lifetime. A Girl Scout does not need to be in a troop to participate in the cookie program. All Juliettes who want to sell cookies will need a parent or guardian to serve as the person who manages her cookie program. This person is referred to as the Troop Cookie Manager (TCM). As your girl's TCM, your mission is to generate your girl's interest in learning how to be her own boss and help her shape her dreams into something tangible. You will help your Juliette discover her inner entrepreneur, be connected to resources that make participating in the cookie program fun and easy, while taking action to ensure that your Girl Scout learns how to take risks, think outside of the cookie box and dream big!

Juliettes that participate in the cookie program are eligible to receive individual rewards based upon the number of cookies sold as listed on the back of the Girl Order card. Juliettes can earn cookie rewards, which may include patches, items and experiences, and also have the option to choose Cookie Dough Program Credits at certain reward levels. A Juliette can redeem Cookie Dough Program Credits for qualifying council-led Girl Scouts of Hawai'i program events, camps, council retail items, or annual GSUSA membership. NOTE: there will be no troop/group proceeds paid. The Cadette/Senior/Ambassador option to opt out of rewards is not applicable to Juliettes.

Juliette's may additionally earn the Cookie badges at each program level and/or Cookie Family Entrepreneur pin each year she participates in the Cookie Program – the requirements and purchase of the badges and pin are the responsibility of the Juliette parent/guardian.

PARTICIPATING AS A JULIETTE IN THE COOKIE PROGRAM

For a Juliette Girl Scout to participate in the cookie program, the parent/guardian must first:

- Complete and submit the [Troop Cookie Manager Agreement Form](#)
- Complete the 2022 Cookie Training in gsLearn that will be automatically assigned to parent/caregiver within 3 days of submitting the TCM agreement form.
- Agree to keep in communication regularly with the Council staff lead to best support the Juliette's cookie experience

The Product Sales Department will provide training, materials, and program information to the Juliette's parent or caregiver. The Council Cookie staff lead for overseeing Juliette's in the Cookie Program will be your point of contact for everything cookies. We will send regular communications with important dates an upcoming deadlines, reminders, and tips for a successful entrepreneurial experience in the Girl Scout Cookie Program.





HOW IT WORKS

WAYS TO PARTICIPATE

Juliettes are encouraged to utilize all the ways to sell Girl Scout Cookies including initial orders, traditional Girl Order card, Digital Cookie, Gift of Caring donations, 1:1 booths, walk abouts with an adult, workplace sales, and through social media with the approved Council policies.

Juliettes are encouraged to participate in any of the Council cookie promotions, challenges, and campaigns.

DIGITAL COOKIE

Using Digital Cookie is a great way to increase sales and spread the marketing word! The parent or guardian will need to accept management of the Digital Cookie platform and accept other responsibilities, including on-line safety guidelines and girl delivery options, that will be discussed with the Council cookie staff lead.

INITIAL ORDER

Juliette's parent or guardian will place cookie order(s) with the Council staff lead for Juliettes.

Cookie orders must be in full case (12 boxes of the same variety) increments. All cookie varieties and Gift of Caring will be available for Juliette's to order during the Initial order period.

The Product Sales Department will make arrangements for the parent or guardian to pick up initial orders placed at the Council buffer in the first 1-2 days after Cookie Delivery Day. A Juliette's initial order cookies must be picked up within this time frame.

COOKIE BUFFER

A Juliette's parent or guardian can make an appointment with the Council cookie staff lead for the Juliette to get additional cookies from the Council cookie buffer as needed throughout the Council's booting time frame. A receipt will be given for each transaction – it is your responsibility to keep all receipts until rewards have been received by the Juliette as this is your record of cookies and financial responsibility.

COOKIE BOOTHS

A Juliette can hold a Girl Scout Cookie Booth as a 'parent and me' 1:1 booth. To sign up for a Council sponsored booth,

please consult the Council cookie staff lead who will reserve the booth for you. Be sure to read more on cookie booths in the Volunteer Cookie Manual.

MONEY MATTERS

Juliette's parent/guardian needs to deposit all money from cookies, both checks and cash, weekly into Council accounts at either Bank of Hawaii or First Hawaiian Bank. The Juliette's first name and last initial must be written on the deposit slip AND a photo of the deposit slip needs to be emailed within 1-2 days of that deposit to the Council staff lead. This is the only way the Juliette will receive credit for those cookie sales.

Full payment for all cookies received and Gift of Caring cookies is due to Council no later than March 30, 2022.

COOKIE CAPTAIN PROGRAM

Cadette, Senior, or Ambassador Juliettes may additionally be a Cookie Captain if she wishes. See the Cookie Captain Program Job Description [Cookie Captain Job](#) (click or scan the code) for more information



REWARDS

Juliettes are eligible to earn all Girl Rewards offered by Council. Juliettes cannot retain proceeds for cookie sales but will receive reward incentives as an Individual Girl Scout member. Juliette Girl Scouts are able to select Cookie Dough Program Credits as a reward option at select levels. Cookie Dough can be used things such as: council-led Girl Scouts of Hawai'i program events, camps, council retail items, or annual GSUSA membership. Cookie Dough may not be redeemed for cash or transferred. Cookie Dough Program Credit will expire at the end of the following Girl Scout membership year.

Cookie Rewards will be available for pick up by the Juliette's parent or guardian at the Council office. Cookie rewards must be picked up timely.





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