

Familiar Terms

ACH DEBIT - When troop funds are electronically taken from a troop account to cover payments for cookies the troop has ordered or transferred in from another troop. To be ACH ready means that the troop has set up a troop bank account and completed and turned in the ACH paperwork. ACH paperwork is available on the cookie portion of the council website ([GetYourGirlPower.org](https://www.getyourgirlpower.org)) in the forms section.

COOKIE BOOTHS - Locations, usually stores, where girls sell cookies to customers. Troops should bring tables, chairs, cookies and change. GSCI works with some of the local retailers to secure locations for troop leaders and these locations may be reserved through the Cookie Booth Scheduler. Troops are encouraged to set up their own cookie booth locations since most cookie reservations set up by the council go fast. Successful cookie booths are in high traffic areas, display troop goals and incorporate eye-catching marketing.

COOKIE BOOTH SCHEDULER - Located in Smart Cookies and is used by troops to schedule booth sales in their area. Troops may begin to schedule booth sales at 9:00 a.m. on January 2, 2024.

COOKIE CUPBOARDS - Locations where cupboard orders arrive and are picked up by the troop. Some regions will have multiple location choices for cupboard order pickups.

COOKIE DOUGH - Credit earned by selling cookies. Cookie Dough may be used toward day and resident camp, council-sponsored programs and items in the Trefoil Boutique (except gift cards). Cookie Dough expires on September 21, 2024, and will not be accepted as payment after this date. The due date to redeem your Cookie Dough code for a GSUSA online shopping code is September 7, 2024.

DIGITAL COOKIE - Website where girls manage their online cookie sales program. Troops use Digital Cookie for Troop Virtual Booths and Shipped Orders. The website is [DigitalCookie.GirlScouts.org](https://www.digitalcookie.girlscouts.org).

DIRECT SALE FORMAT - Allows girls to have cookies in-hand to sell door-to-door to family, friends, and neighbors. With the direct sale format there is only one transaction, and selling is condensed into one simple step.

SMART COOKIES - Website where troops place cookie orders and document sales made by Girl Scouts. Troops also use Smart Cookies to place Girl Scout reward orders, reserve council-secured cookie booth locations, run reports, and much more. The website is [ABCSmartCookies.com](https://www.abcsmartcookies.com).

INITIAL ORDER - The first order a troop places. The initial order must be placed in Smart Cookies by January 8, 2024.

PLANNED ORDERS - Used to supply troops with additional cookies they need after the initial order. There will be 6 planned orders after the initial order. Planned orders are due by 8 p.m. on Sunday nights.

SERVICE UNIT COORDINATOR - The Service Unit Coordinator (SUC) is a volunteer who oversees a particular geographic area within the council. The Service Unit Coordinator serves the troop leaders in her/his area. The SUC has good knowledge of the cookie program and is a great resource for troop leaders. They help train troop leaders and cookie coordinators, secure cookie delivery sites, and determine troop cookie pickup dates and times. It is important that you know who your Service Unit Coordinator is and that you communicate with her/him so you know where and when to pick up your cookies. If you do not know who your SUC is, please contact your membership recruiter or support specialist.