

girl scouts   
arizona cactus-pine

# Family Guide

2027 Girl Scout  
Cookie Program



READY TO  
*explore*



# Why Participate in the Girl Scout Cookie Program?

*When it comes to your girl's future, anything is possible! However, being told she can do or be anything she chooses will only take her so far—she'll also need strong leadership skills and hands-on life experience to take on the world with confidence.*

At Girl Scouts, we've been teaching girls to lead for more than 100 years and have a deep understanding of the leadership abilities all girls need and how to help girls develop them while having fun. The Girl Scout Cookie Program is a council-sponsored, money-earning opportunity that enables troops and girls to earn funds towards exciting and educational activities as well as community projects.

Our iconic, one-of-a-kind program leads to real outcomes because it gives girls hands-on experiences to develop an entrepreneurial spirit.

With an entrepreneurial spirit, your Girl Scout will have the skills to take calculated risks throughout her life and the ability to soar towards her goals. She'll have the confidence to redefine failure and will be encouraged to try, fail, and try again.

Everything girls do in Girl Scouting is designed to help them grow into leaders of courage, confidence and character. The skills girls learn through the cookie program will help them grow into leaders in their own lives, leaders in business and leaders in the community.

She can't do it without you. By supporting your Girl Scout in this program, you'll allow her to learn, adapt, and grow her ideas and develop the confidence of a leader. And all this fuels her inner happiness. We appreciate you investing your time to support your Girl Scout!

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## Council Baker

### Little Brownie Bakers

There are two bakers licensed to make Girl Scout Cookies for councils across the country. This determines the cookie flavor line-up available in your area.

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## Council Product Program Team

[productprogram@girlscoutsaz.org](mailto:productprogram@girlscoutsaz.org)

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## Council Customer Care Team

[reghelp@girlscoutsaz.org](mailto:reghelp@girlscoutsaz.org) or call 602.452.7030 or text 844.317.9041

### Girl Scouts-Arizona Cactus-Pine Council

There are 110 Girl Scout Councils nationwide and two councils in Arizona. GSACPC serves central and northern Arizona with 2027 Girl Scout Cookie Program sale dates Jan. 17 – Feb. 28.

### Have Questions?

Reach out to your troop leader, IGM Coordinator, Troop Cookie Manager or council!

# How to participate in the 2027 Girl Scout Cookie Program

**It's  
easy!**

## Key Dates

### **Initial Cookie Orders due to Troop Leader or IGM Coordinator**

December 6

### **Girl/Parent Access to DOC to Set Up Website and Enter Email Addresses**

December 14

### **Extended Area Cookie Delivery**

January 6-18

### **DOC Pre-orders Begin**

January 11

### **Metro Phoenix Cookie Delivery**

January 16

### **Girl Scout Cookie Program Begins**

January 17

### **Girl Scout Cookie Program Ends**

Feb. 28

### **Cookie Rewards Arrive and Cookie Reward Events**

April – Aug.

## **To sell with your troop**

1. Attend a parent/guardian information meeting about cookies with your troop leader
2. Sign the parent agreement form for financial responsibilities
3. Support your girl through the cookie program

## **To sell as an Independent Girl Member (IGM)**

1. Attend a parent/guardian information meeting about cookies with your IGM Coordinator
2. Sign the parent agreement form for financial responsibilities
3. Support your girl through the cookie program

## **Proceeds**

Girls who participate in the cookie program help to enrich experiences for their Girl Scout sisters today and tomorrow. When a girl sells cookies, she earns rewards for herself and proceeds for her troop activities.

## **Girls Benefit from Cookies**

- Camp experiences and properties
- Program centers
- Programs/activities sponsored by our council and program partners
- Support and training for their leaders
- Financial assistance

## **2026 Cookie Season Highlights**

- 725 troops participated
- 339 Per Girl Average (PGA)
- 6,805 girls participated
- 1,100,475 packages sold through DOC
- 38,989 packages donated to the community
- 2.3 million packages sold

# Where Exactly Does the Money Go?

## How the 2027 Cookie Crumbles



## The Power of Cookies

*100% of the cookie proceeds stay in Arizona Cactus-Pine Council to benefit local Girl Scouts.*

Cookie proceeds fund 73% of GSACPC operating expenses. They are the largest source of income for girl programs, volunteer training, our facilities, four camp properties, and the financial assistance that keeps Girl Scouting available and affordable for all. Our national organization, GSUSA, only receives the \$65 girl & \$30 adult annual membership dues from girl and adult members.

## Entrepreneurship Progression

Progression allows girls to gain new skills, build their confidence, and develop an entrepreneurial mindset over time. As they engage in the Girl Scout Cookie Program and beyond, girls learn five valuable skills that will serve them for the rest of their lives. As you work with girls, acknowledge their skill development and encourage them to challenge themselves further. Eventually, they'll be ready to translate their skills into true entrepreneurship or bring an entrepreneurial mindset to whatever path they choose.

### Entrepreneur

#### Take your business idea to the next level.

Create and document a mission statement and business plan for your product/service idea.

Identify your customer base, competition, and potential obstacles.

Practice sharing our business idea with your troop.

Research how businesses are financed and think about how you could finance yours.

Feel confident about your business idea's potential? Take action!

### Innovator

#### Take it beyond Girl Scout Cookies.

On your own or with your troop, think about a product or service you'd like to improve and brainstorm ways to make it happen.

Come up with several ideas, then narrow to the best!

Be prepared to go back to the drawing board—maybe more than once!

Get feedback from potential consumers and improve your idea based on what they say.

Research social entrepreneurs in your community and beyond.

### Networker

#### Build your social support system.

Connect with local business leaders for ideas about how to grow your Girl Scout Cookie business.

Talk to friends and family about how they can help you expand your network.

Ask your customers to safely refer you to new customers.

Follow up with past customers and tell them how you plan to use this year's cookie earnings, to inspire them to increase their purchase.

### Cookie Techie

#### Use technology to grow the business.

Set a specific goal for your digital sales.

Make a video for your friends and family network promoting online cookie sales using your sales pitch; encourage the gifting of cookies to boost sales.

Use your support network of friends and family to safely promote your digital storefront.

### Consumer Expert

#### Think "cookie customers."

Talk with troop members about why people may or may not choose to buy Girl Scout Cookies, and brainstorm ways to engage them.

Come up with ideas for the perfect customer pitch.

Practice explaining how your cookie earnings will be spent.

Brainstorm ways to thank your customers.

### Goal Setter

#### Set sales goals as a troop and individually.

Talk with troop members about how you can work together to reach your troop's goal.

Discuss different ways to sell cookies and set a goal for which ones you'll try.

Brainstorm how you could use your cookie earnings to help others in your community.

### Decision Maker

#### Make plans for the coming Girl Scout year and set a budget.

Talk about wants versus needs. Talk about how the troop can earn money through cookie program participation.

Look into your troop's proceeds from previous years to help you budget.

### Money Manager

#### Learn money basics.

Talk with your fellow troop members about different forms of money—coins, paper bills, checks, and credit—and practice counting it.

Learn how much Girl Scout Cookies cost in your area.

### How to adopt an entrepreneurial mindset:

- Be curious.
- Embrace challenge.
- Take initiative.
- Collaborate with others.
- Take creative risks.
- See failing as learning.
- Adapt to change.



# How to Get Started

*For you, your Girl Scout, and her troop leader/IGM Coordinator*

- Attend the Troop/IGM Parent Meeting and read emails/texts/posts from her leader or coordinating volunteers to stay informed throughout the program.
- Be sure to sign the Parent/Guardian Permission and Financial Agreement. If you've signed the agreement for the Fall Product Program in the same membership year, it covers the cookie program.
- Write the important dates in your calendar. Remember, girls cannot begin selling (or fulfilling orders) until the start date.
- Set goals with your Girl Scout. Don't forget to include Cookies for the Community – the donation program that encourages customers to purchase cookies that get donated to nonprofit organizations. ***Note: Troop leaders cannot mandate girls to sell a specific number of cookies – it's up to the girls and their caregivers to decide.***
- Offer to help your troop leader with the cookie program. There are both big and small ways you can lend a hand. Understand safety concerns and know the appropriate online marketing practices, as well as proper public places to sell cookies. We've included this information in this helpful guide.
- Don't take cookies you might not be able to sell. You can't return cookies, but you can always get more.
- Turn money into your troop leader or deposit every week. ***Note: Troop leaders cannot ask you to pay for the cookies upfront.***
- Have fun with your Girl Scout. You're making memories that will last a lifetime!



# Girl Scout and Parent/Guardian Checklist

*Follow this checklist to ensure a successful cookie season.*

## Prior to Program Start Date

- Ensure your Girl Scout membership is active for the 2027 membership year.
- Submit Parent Permission Form.
- Attend your troop's family cookie meeting or connect with your IGM Coordinator and pick up materials your troop's cookie manager (TCM) or IGM Coordinator.
- Learn about the 6 skills, cookie-related badges and the Family Activity Pin.
- Review the cookie rewards and work together with your Girl Scout to set a realistic goal.

## Inventory/Delivery

- Guide her to set up practical goals and use the cookie calculator to determine how many packages of cookies to order for your initial order. Remember, you can always get more cookie later.
- Girls can earn initial pre-season order rewards.
- Set up DOC website to begin sending emails.

## Coach your Girl Scout

- Listen to her practice her sales pitch. Pretend to be potential customer and ask her questions. Review cookie materials together.
- Be a role model for business ethics and safety rules

## Goal Setter

- Girls can start selling cookies on Jan. 17.
- Contact your TCM to order/pick up more cookies for any girl-delivered orders taken after the starting inventory is sold. Keep receipts for your records!
- Money is collected **ONLY** when cookies are girl-delivered, not before (except DOC orders.)
- Turn money in frequently (recommended weekly) to your TCM. They will let you know specific dates for your troop.
- Volunteer to work a troop cookie booth and/or set up your own family cookie booth.
- Help your girl reach her goals by supporting her during cookie delivery and booth sales.
- Be sure to login to Digital Cookie and check for new orders. Remember that orders for girl delivery should be approved within 5 days of the order and delivered within 7-10 days of the order to ensure the best customer service experience possible. Orders not accepted are then canceled. The transaction is then refunded or donated based off the customer selection made during the order.
- Have fun!

## Wrap Up

- Work with your TCM to pick up a booth if you still have remaining inventory to sell.
- Turn in all cookie payments to your TCM.
- Double check that there are no outstanding deliveries needed in Digital Cookie.
- Let the TCM know your girl's reward choices.

## After the Sale

- Celebrate with your girl and her troop!

## Money Tips

- Always count money in front of the customer when giving back change.
- Do not accept bills larger than \$20, as they can be counterfeit.
- Ask your TCM if your troop plans to accept checks and understand who is responsible for returned check fees and money outstanding due to returned checks.
- Have a plan for keeping money safe at a booth sale. Tip: Use an apron or fanny pack to store money.



# 2027 Girl Scout Cookie Line-Up



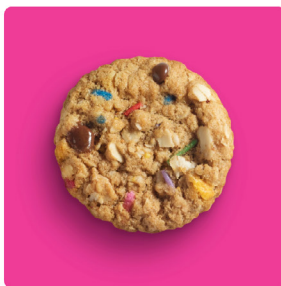
Adventurefuls®



Do-si-dos®



Exploremores™



Girl Scout  
Sparkables™



Lemon-Ups®



Patch Pals™



Samoas®



Tagalongs®



Thin Mints®



Toffee-tastic®



Trefoils®

# Boothing Basics

Ordering packages for booths sales isn't an exact science. Ask experienced troops for guidance and use the average sales per cookie variety to get an idea of your flavor mix.

## Booth Guidelines

Booths are a great place to engage customers and be visible to the community. However, please do not schedule booths before talking to the troop leader to be sure you fully understand the mandatory logistics and procedures that need to be followed. Girls are not allowed to sell in front of marijuana dispensaries and any place she cannot legally enter, or at a booth location that has not been approved through the council. When you commit to a booth, please make all attempts to honor your commitment. No shows hurt everyone — other troops, boothing partnerships, customers using Cookie Finder. Other girls lose the opportunity to work the booth, and customers are frustrated when they use the webpage to locate a booth only to find that there are no Girl Scouts at the site. To reduce no-shows and last-minute cancellations, troops who repeatedly have no shows or last-minute cancellations may lose additional booths.



## What you'll need at a Girl Scout Cookie Booth

- ☐ **No more than 2-4 girls and 2 chaperones – both adults at the booth must be registered Girl Scouts and background checked.**
- ☐ \$50 in ones and fives.
- ☐ A fanny pack to keep the money safe.
- ☐ Table, two chairs, signs and other decorations.
- ☐ A credit card reader and smartphone.
- ☐ Troop Cookie Inventory. Using girl inventory can get complicated, so if you do this, make sure to keep detailed records.
- ☐ A Booth Sale Worksheet to document sales which can be found on our website or in the Program Manual.
- ☐ A copy of your eBudde documentation.
- ☐ After booths reevaluate the cookie flavors and tally what is left in inventory. Add the booth info sheet into the Booth recorder sheet in eBudde.
- ☐ Enter booth sales into booth recorder.
- ☐ Juniors and above can booth 1:1 at self scheduled booths and low-traffic council booths.

## Basic Girl Scout Booth Manners

1. Check in with the store manager. Follow all instructions given.
2. Be respectful of the troop boothing before and after you. Don't take sales after your shift ends if another troop is waiting to set up.
3. Leave the site cleaner than when you found it, we are guests. Recycle the empty boxes.
4. Keep doorways and walkways clear.
5. Be respectful of our store supporters! Leave their competitors' materials at home.
6. Have fun and enjoy the experience.

# Choose Your Path/Paths to Participate

## Digital Cookie (DOC)

This online selling platform allows girls to personalize a private website. From this platform, they can send emails inviting friends and family to buy cookies online, with the option of having cookies delivered in-person or directly shipped to their home. Parents/caregivers will receive an invitation to set up their girl's Digital Cookie account on Dec. 15. Once her site is set up, she can download and login to the Digital Cookie webpage to sell cookies on the go. She can even use the webpage to take credit card payments on Walkabouts or from friends and family. *Note: Cookies donated through DOC are placed as Cookies for the Community, these cookies cannot be moved to Troop Cookies for the Community.*

## Donations

**Digital Cookie (DOC)** donations are a great way for family and friends to help girls meet their goals. These cookie donations are Council Cookies for the Community (CCC) and will automatically be added in eBudde under CCC for the girl. Do not subtract the DOC donations and move them to Troop Cookies for Community (TCC). If DOC donations are moved, council will contact the Troop Leader and move them back.

## Order Cards

When your Girl Scout is visiting friends and family but doesn't have cookies with her, she can use her order card or Digital Cookie webpage to take orders that she delivers later!

## Door-to-Door Walkabouts

Your neighbors may be your Girl Scout's biggest supporters! It's a simple way to sell cookies. Bling a wagon or cart to transport her cookies and walk through the neighborhood. Use the Digital Cookie webpage to take credit cards. Don't forget, girls should never sell alone or enter homes.

## Self Scheduled Cookie Booths

Self-scheduled booths are booths that troops scheduled themselves. These booths are entered into eBudde by the troop and need council approval, which takes 1-2 business days.

## Council Booths

Council-scheduled booths are those scheduled through council and are listed in eBudde. Most of the council-scheduled booths are entered before booth rounds begin.

## Workplace Sales

Take your Girl Scout to work! Workplaces are safe environments for girls to showcase sales pitches and sell cookies. Ask if she can make a short presentation at a staff meeting or have her make posters or flyers to promote the program. **The important piece is ensuring your girl gets the learning opportunity to make the sale.**

## Social Media

For Girl Scout entrepreneurs 13 and older, social media is a great way to spread the word and market their cookies to friends and family (not sell them). *Girls must have parental permission, post promotions only on private personal accounts (not to take orders), and follow GSUSA's online safety guidelines.* Safety guidelines are provided to help Caregivers make the best decisions for their Girl Scout.

In 2021, we increased the places girls' site link may be posted, but it does not change the policy against selling online on anonymous-enabled sites. For example links can be posted on webpages like your neighborhood's Nextdoor and community Facebook groups. Links cannot be posted on social media or websites like, but not limited to, Facebook Marketplace, Craigslist, OfferUp, eBay, sale/garage/bargain site, or other sale sites, etc.

# Enter the 2027 Cookie Spirit Contest!



The creative spark that ignites during each cookie season is incredible – booths are blinged out, Walkabouts are made with colorful cookie wagons, and unique cookie marketing content is being shared with family and friends. This season, share your cookie ingenuity by entering the 2027 Cookie Spirit Contest for a chance to win \$75 in program credits and a Girl Scout goodie bag.

Enter one of the following categories:

## GSACPC walkabout photos

A walkabout is what we call going door-to-door selling cookies! When you're venturing out into your neighborhood, make sure to snap a few photos to submit for the contest.

## General cookie spirit video (30 sec max)

Unleash your inner film director and submit a 30 second video that captures your vibrant cookie spirit!

## Cookie flair photos

Get creative and level up your wagon, or lemonade-style cookie booth! Show us your decorations and all that makes your booth stand out.

Four winners will be announced each Saturday from Jan. 17 –Feb. 28 on council's social media platforms, totaling 24 winners! Visit [girlscoutsaz.org/cookie-contests](https://girlscoutsaz.org/cookie-contests) to learn more.



# For the Record

## Girl Scout Cookie Program facts to have in your back pocket

### An Important Update for Our Members and Supporters

**Girl Scout Cookies are made with ingredients that adhere to food safety standards set by the FDA and other relevant authorities.** Our trusted baker remains committed to compliance with all food safety standards and regulations set forth by the U.S. Food and Drug Administration (FDA), the Environmental Protection Agency (EPA), and other relevant health authorities. These standards ensure that food products are safe for consumption.

### Here are the facts:

- Girl Scouts **does not** support Planned Parenthood in any way. Girl Scouts does not advocate one way or another on issues which we consider private issues and best handled by families.
- **100% of the cookie proceeds stay in Arizona Cactus-Pine Council to benefit local girls.** Funds raised from the sale of cookies benefit all the Girl Scouts in our council both directly and indirectly. Cookie proceeds are the largest source of income for council's girl programs, volunteer training, our facilities, four camp properties and the financial assistance that keeps Girl Scouting in Arizona available and affordable for all.
- Girl Scouts and Scouting America (formerly Boy Scouts) are two completely **different** organizations, each with a Congressional Charter. Girl Scouts serves girls in an all-girl, girl-led and supportive environment. Only Girl Scouts sell Girl Scout Cookies.

We encourage all participating cookie program volunteers to review the facts on Girl Scouts, in relation to social issues and financials, in preparation for cookie season. You can find this information at [girlscoutsaz.org/fortherecord](http://girlscoutsaz.org/fortherecord).

**These are not the topics we want to focus on during cookie season as it takes away from the girls and the important program pieces that are promoting positive learning.** However, we think it is important troops are informed (and keep caregivers in the loop) so none of our members feel caught off guard if a misinformed customer approaches them.

### If approached by misinformed customers:

- Please refer them to [girlscoutsaz.org/fortherecord](http://girlscoutsaz.org/fortherecord) or the Marketing and Communications Team at [marcom@girlscoutsaz.org](mailto:marcom@girlscoutsaz.org).
- Remind them our priority is to let the girls learn and have fun. Ask that adults keep adult conversations to themselves. Approaching girls with salacious materials at a cookie booth is not acceptable, should be reported to Council and will be investigated.
- Safety is important. We don't want members putting themselves in an undesirable situation. This is especially true if a person becomes agitated in conversation - please remove yourself and girls from the setting.

**Why do some people voice concern about Girl Scout Cookies?** In short, it's because they've been fed false information about Girl Scouts and the Girl Scout Cookie Program. As a large and visible organization, Girl Scouts is occasionally a target for outside groups with clear agendas. Please encourage everyone to seek the facts at [girlscoutsaz.org/fortherecord](http://girlscoutsaz.org/fortherecord).

# Girl Scouts - Arizona Cactus-Pine 2027 Girl Rewards

My Personal Goal: \_\_\_\_\_ NUMBER OF PACKAGES



Approved  
By the Girl and Adult  
Advisory Committees

**Top Selling Girls** will enjoy  
dinner with GSACPC Co-CEOs

See website for  
detailed  
description of  
items and  
reward dates.



## Initial Order Reward



**200+ troop PGA on Initial Order**  
One shirt per girl & one adult shirt  
per troop. Five additional shirts  
may be ordered at \$12 each.

## Troop Reward



If your troop has at least 3 girls  
selling and has a Troop PGA of  
350, you will earn a \$200  
voucher to be used at the  
GSACPC Amazon storefront.

## Cookie Entrepreneur Family Pins

**The Cookie Entrepreneur  
Family pin collection helps  
girls learn essential skills  
and how to think like  
entrepreneurs with  
support from their  
families.**



Each Girl Scout level has its own set of requirements to help families  
guide their Girl Scout as she runs her own cookie business year after  
year. Girls can earn all 13 pins in the collection—one unique pin for every  
year they participate! *Learn more at [girlscouts.org/entrepreneurfamily](https://girlscouts.org/entrepreneurfamily)*

## Program Credits

Program Credits work similarly to a gift card and are rewards girls can earn selling Girl Scout Cookies and Fall Product. Girls may choose Program Credits at different reward levels, and they can be used to pay for a variety of Girl Scout products and activities. IGMS will also earn additional Program Credits in lieu of troop proceeds. Program Credits can be used at the Council Shop, GSUSA Shop Online, Council-Sponsored Programs, Third-Party Council-Sponsored Programs, Membership Registration, Lifetime Memberships, Council Summer Camp, Service Unit Encampments or Day Camp, Travel, GSUSA Destinations, and High Award Projects. Program Credits are sent via email to the email address in eBuddy/M2. They expire 15 months from the date of issue. For more details visit [girlscoutsaz.org/program-credits](https://girlscoutsaz.org/program-credits).



All rewards are subject to change. Rewards are cumulative except for Opt-Out options. \*Choice can be made between Program Credits (PC) or 2027 Summer Camp Voucher (SC). \*\*Opting out of rewards means girls are forgoing all reward levels from 60 packages to the level specified (all patches will be earned). Mighty Mints are girls who sold 2,000+ packages and will be acknowledged with a special reward.

## Digital Cookie



**Cookie Techie Patch**  
Create DOC Website &  
Send 30 emails

## Gift of Caring



**Gift of Caring Patch**  
30+ pkgs of CCC  
or TCC

## Rally Patch



**Rally Patch**  
Attend your  
Neighborhood rally

## Volunteer



**Volunteer Patch**  
2 per troop

## 2026 PGAs

Daisy 236  
Brownie 279  
Junior 361  
Cadette 443  
Senior 432  
Ambassador 531



**Participation Patch**  
15+ pkgs



**Carabiner Clip**  
60+ pkgs



**Wristlet Strap**  
90+ pkgs



**Micro Duffel**  
120+ pkgs



**Bunny Socks**  
150+ pkgs



**Bag Charm**  
180+ pkgs



**Mini Plush**  
230+ pkgs



**Mini Duffel**  
280+ pkgs



**Travel Bottle Set**  
330+ pkgs



**Bunny Plush**  
380+ pkgs



**Lemon-Ups Towel**  
440+ pkgs



**Super Seller Patch  
AND Duffel Bag**  
500+ pkgs



**Action Patch PLUS Build-a-Bear  
Voucher OR \*\$35 PC/SC**  
550+ pkgs



**Water Bottle AND Sling Bag AND  
Neoprene Lunch Bag OR \*\$45 PC/SC**  
650+ pkgs



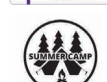
**\*\$100 PC/SC**  
800+ pkgs



**Goal Getter Patch PLUS  
GS Event at Top Golf (May  
8, 2027) OR \*\*\$125 PC/SC**  
1000+ pkgs



**Family Camp  
Weekend at Shadow  
Rim Ranch or Maripal  
OR \*\$150 PC/SC**  
1500+ pkgs



**\*\$200 PC/SC**  
2000+ pkgs



**GS Event at Arizona  
Broadway Theatre  
"Wonderland" (July 31, 2027)  
OR \*\$300 PC/SC**  
3000+ pkgs

## Have Big Goals?



Starting at 3,250  
packages, earn  
**\$200 in PC** for  
every additional  
250 packages sold

## Opt-Out\*\* Reward #1



Sell **330 pkgs** and opt-out of  
all rewards then choose **\$25  
Program Credits OR \$25  
Summer Camp Voucher**

## Opt-Out\*\* Reward #2



Sell **550 pkgs** and opt-out of  
all rewards then choose **\$150  
Girl Scout Supermix Design  
Studio Voucher OR \$125  
Program Credits OR \$125  
Summer Camp Voucher**

## Opt-Out\*\* Reward #3



Sell **1,500 pkgs** and opt-out of all  
rewards then choose a **Specially  
Curated Camping Bundle OR  
\$550 Program Credits OR \$550  
Summer Camp Voucher**

## Opt-Out\*\* Reward #4



Sell **3,000 pkgs** and opt-out of all  
rewards then choose a **Specially  
Curated Fashion Bundle OR  
\$1,100 Program Credits OR  
\$1,100 Summer Camp Voucher**



## Meet Girl Scout Avery

**F**or the past 12 years, Girl Scouts has been a special part of our family, and Avery is proudly carrying on the tradition started by her two older sisters, who were also high-achieving cookie sellers. Avery started out shy with an IEP in speech but has grown into a confident Girl Scout who has learned the value of setting goals and working hard, but mostly importantly using her voice to speak to customers.

Avery knows that the incredible rewards don't come without incredible effort. "I don't think people realize how much hard work it takes to earn the big rewards," Avery said. While her mom has her own testimony: "our lives are on hold for 6 weeks." And it's true-They're at

cookie booths every day, and on weekends they can spend 12 hours selling on Saturdays and Sundays. "It's definitely more work than people realize, but I remind myself that all those hours can lead to amazing trips, great memories, and money for my troop to have adventures together. One of my favorite memories included our troop trip to Japan where we met with Girl Scouts of Japan," Avery said.

Avery has earned unforgettable adventures, including trips to Europe, Japan, all four Hawaiian islands, Walt Disney World, a cruise to the Bahamas, and looks forward to her next trip to Italy in 2028! Some adventures have been with her sisters when they were still in the troop and others with her troop, but each one has taught Avery that hard work can truly take you places!

