



# Cookie Foundations: Booth Planning

girl scouts  
of northern indiana-  
michiana

A Cookie Booth is a place where Girl Scouts set up a table at a business or other approved public location to sell Girl Scout Cookies. Participating in a booth is one of the best ways for Girl Scouts to practice their 5 essential skills: business ethics, money management, problem solving, goal setting, and people skills!

## Council-Secured Booths

Council-secured booths tend to occur at larger franchises/businesses, as they prefer working with one contact instead of many. Please do not contact these partners directly.

Some are also GSUSA partners:

University Park Mall

Lowe's

Wendy's

Wal-Mart & Sam's Club

Events at Memorial Coliseum

Purdue Fort Wayne sporting events

South Bend Farmer's Market

Refer to Smart Cookies for a complete list. Be sure to check regularly for updates, as troops may release spots or new booths may be added throughout the program.



## Troop-Secured Booths

Local, hometown businesses would often rather work with their own community members. Taking a Girl Scout in uniform around to local businesses is a great way to secure booths! This can also be a troop field trip! These can be entered into Smart Cookies for council approval and credit card usage.

Common places to try:

Banks & Credit Unions

Farm and Garden stores (Rural King, Tractor Supply, etc.)

\*Note: some farm stores are council-secured; check the full list on Smart Cookies.

Local grocery stores (refer to the "No" section for stores to avoid)

Local hardware stores

Locally owned businesses

School functions: basketball games, choir concerts, etc.

Community Centers



## "No" Booths

These locations don't allow solicitation:

Meijer, Target  
Kroger, Costco  
Glenbrook Mall  
Most Harbor Freight locations

## Booth Supporter Benefit

Booth supporters have reported an increase in foot traffic to their businesses by 8-16% when Girl Scouts are present selling cookies.

## Remember!

Registering your booth in Smart Cookies is important to:

- Ensure the booth is listed in the National Cookie Finder for customers to find
- Allowing credit card payments at the booth
- Eliminate double-booking

## NEW OPPORTUNITIES for council-secured booths:

- Martin's
- Turnstone Center
- PSM Ice House

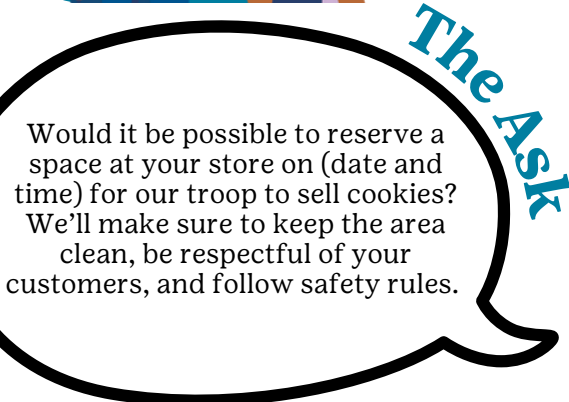


2026 Cookie Sale

# January 30 - March 16

# Booth Securing Tips

## Sample Script

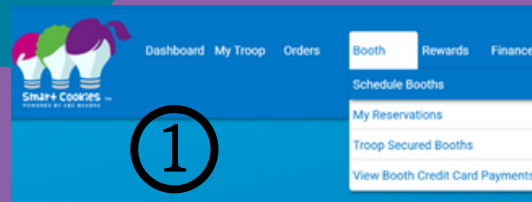


## Tips for Success

- Dress neatly and wear Girl Scout uniforms if possible.
- Have your troop calendar ready with available dates.
- Bring a printed flyer or letter with troop info and contact details.
- Always thank them, even if they say no.



First Come First Served (FCFS) is how you choose available council-secured booths in Smart Cookies.



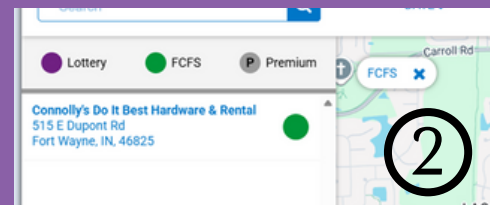
Follow these steps:

1. Log into [abcsmartcookies.com](https://abcsmartcookies.com). Click on “Booth > Schedule Booths”
2. A list of booths will pop up. You can filter by date, zip code, and more, or view the entire list.
3. Click on the booth you want. A calendar appears with available days in blue. Click a day and booth times populate below. Choose your time, click save, and the booth is yours!

## FCFS Round 1

| Opens      | Closes     | # of picks |
|------------|------------|------------|
| 1/15 @ 8PM | 1/17 @ 7PM | 3          |
| 1/17 @ 8PM | 1/19 @ 7PM | 3          |
| 1/19 @ 8PM | 1/22 @ 7PM | 3          |
| 1/22 @ 8PM | 1/24 @ 7PM | 20         |

FCFS opens 1/24 @ 8PM, remaining open until 2/22 for “unlimited” picks (number TBD based on remaining available booths).  
FCFS Round 2 opens 2/22. Refer to Cookie Foundations: Important Dates for the schedule.



# First Come, First Served (FCFS)