

Initial Order **Suggestions** for New Troops

For troops who have not previously participated in the cookie program, here are some suggested initial orders, appropriate for troops of **10-15 girls**. Be sure to order enough to distribute initial orders to girls and to get you through the first busy weekend of the sale. Don't be afraid! You are likely to sell far more cookies than you think you will! Before placing initial order on Jan. 8th, go into Smart Cookies and pull the MOBILE AND ECARD SUMMARY REPORT FOR YOUR GIRLS. You can filter on EXCEL and then look at your GIRL DELIVERY ORDER TOTALS. You do not need to count any DIRECT SHIP orders because those have already been shipped directly from the bakery.

Remember to look at your inventory towards the end of February and contact your Service Unit Cookie Manager if you feel you are still sitting on a lot of cookies. You have thru the end of March to sell them, but your Service Unit Cookie Manager can help find troops in your area that may need cookies too. Troop to troop transfer (cases or packages) are always encouraged.

VARIETY	CD	PBP	TF	TM	PBS	Toast-Yay	LEM	ADV	TOTAL CASES
Very Conservative	8	6	3	10	4	2	4	3	40
On the Safe Side	10	9	5	15	6	3	7	5	60
Reasonable	12	10	7	21	8	4	8	5	75
Good sellers and several booth sales planned	17	13	8	26	10	5	12	9	100