



## Starting Inventory Order FAQs

There have been several questions, concerns, and a bit of confusion regarding the Starting Inventory Order. Here are a few things to keep in mind when determining and placing your order:

1. Poll your girls and parents: How many boxes do they think they will sell (compared to last year, is it the same, less, more)? If less, ask why. If more, confirm their goals are realistic.
2. Confirm your troop goals for what the money will be used for compared to last year. For example, if you have a big trip scheduled this year, they may need to step up their sale and/or booth more.
3. Review last year's numbers per girl (access by changing the year up in the top left of eBudde—just make sure you change it back). If you have girls that transferred from another troop, ask your product sales manager to get their sales for last year.
5. How much boothing is the troop planning to do this year? Compare that to last year.
6. Remember, while the cupboards open Feb. 2, they are expected to be very busy and may run out of cookies in the trucks (until they can restock in the next couple of days). Don't get yourself caught in that—let's order right up front.
7. Toffee-tastic gluten-free cookies: GSGLA has only ordered 15,000 cases. If you order more than what the SIO worksheet is recommending for you, your order may be cut down.
8. Gift of Caring is NOT to be entered now; the girls have not yet sold anything.

Do not be scared to order the 75% just because you are worried about the first ACH debit. GSGLA will work with troops that cannot meet that amount for valid reasons. Put the responsibility on the girls and parents to get you the money they have collected throughout the sale. A direct sale is very different—once the cookies hit the streets, people gobble them up; the girls just need to get out there.

The recommended 75% is 75% of your troop's TOTAL anticipated sales this year (girl sales plus boothing). In addition, this up-front percentage is actually a bit less than best practices from other councils that have done a direct sale for years.

Also, remember you can return up to 10 cases (return dates and provisions are in the [Troop Guide](#)) and we can always work on troop-to-troop transfers if you find you will have too much as the start of the program progresses.

[Click here](#) to find your local product sales manager.

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