

Customer Experience: Shipped Order

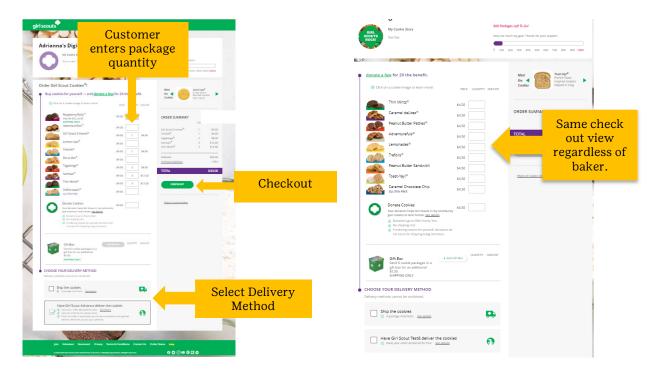
Step 1: Customers either receive a link to a Girl Scout's site from a mutual connection or receive a Girl Scout's email announcing that cookie season is open. Customers will click the "Order Cookies" link in the email and be taken to the Girl



Scout's Digital Cookie site.

Step 2: As customers order packages, the total amount updates. After selecting the cookies, customers will select the delivery method and can choose to have the order shipped directly to them.

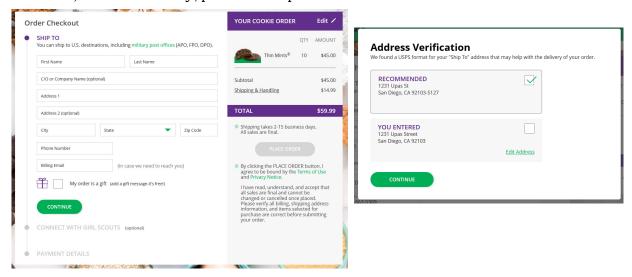
Once customers are satisfied with their order, they will simply click the "Checkout" button.





Step 3: Customers are taken to a checkout screen to complete basic shipping and billing information.

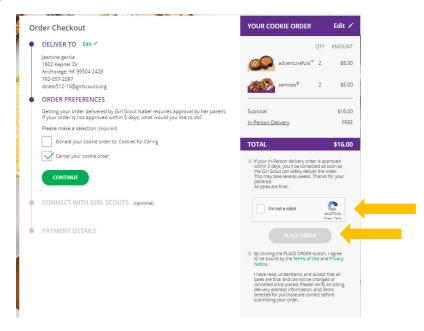
Cutomers can also select if the order is a gift and write a gift message. After completing this section, customers will click continue. The system will then verify the address, and if necessary, provide an updated recommended address.



The next sections (Connect with Girl Scouts and Payment Details) ask customers to:

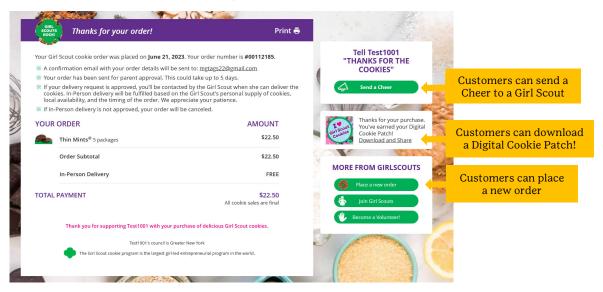
- Indicate if they want membership or volunteer information (optional).
- Share if they were Girl Scouts (optional).
- Complete credit card information.

Once customers have completed the information and click continue for each section, they will click the "I am not a robot" box and the "Place Order" button.

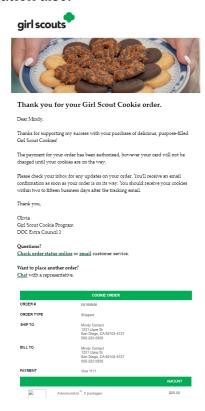




Step 4: The customer then sees an order confirmation screen that includes the option of placing a new order in case they want to send some to a friend!



Step 5: Customers will receive a series of emails about their order. First, they get an order confirmation email. If the order is a donation or contains a donation, the emails will reflect their donation also.





Then they receive an email when the cookies have shipped and are on their way.

At any time, Girl Scouts can send a thank you email to customers for their support and asking them to complete a quick survey. Remind your Girl Scout she can also send a personal note to the customer. Customers are more likely to purchase cookies from her again after receiving the personalized note.



