

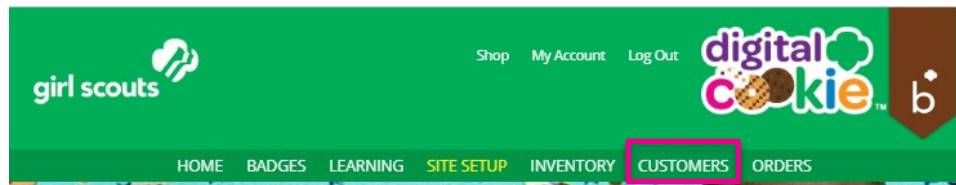
Marketing to Customers

A Digital Cookie site isn't any good without customers! Learn how you can:

- Enter customer information
- Send marketing emails

1

On the Digital Cookie dashboard, click the "Customers" tab.



2

The Customers page is broken into two section -

- "My Cookie Customers" for entering customer lists
- "Connect with Customers" to learn more about marketing to customers

My Cookie Customers

Customer List
Send marketing emails, keep customer information up-to-date, and track orders. 💡 Tip to get started

Select All

Name	Email Address	Last Emailed	Email Title	Total Orders	Total Pags
<input type="checkbox"/> Darren Waite	Yes	Pending	Open	0	0
<input type="checkbox"/> eva almirso	Yes			0	0
<input type="checkbox"/> James Brisson	Yes	Pending	Open	0	0
<input type="checkbox"/> Jasmin Williams	Yes			0	0
<input type="checkbox"/> Joan Gearheart	Yes			0	0
<input type="checkbox"/> Jorge Ruiz	Yes	Pending	Open	0	0
<input type="checkbox"/> Jay Johnson	Yes			0	0
<input type="checkbox"/> Jay Okifu	Yes			0	0
<input type="checkbox"/> Kaja Mandul	Yes	Pending	Open	0	0
<input type="checkbox"/> Marcela Lopez-Peres	Yes			0	0

My Cookie Customers

Connect with Customers

Running a business means knowing how to keep your customers up-to-date with information! This timeline shows you when your customers will receive an automatic email from the **Digital Cookie** system — like when their cookies are shipped — and when you can send a message of your own. Click on a circle to see the emails your customers are getting.

Connect with Customers

3

My Cookie Customers

Girls can add or import customers they want to send marketing emails to - and keep all of their customers in DOC for referencing in future cookie seasons.

My Cookie Customers

Customer List
Send marketing emails, keep customer information up-to-date, and track orders.

Tips to get started

Select All Send Marketing Email Add Customer More... Show 10 Items

Name	Email Address	Last Emailed	Email Title	Total Orders	Total Pkgs
<input type="checkbox"/> Darren Waithe	Yes	11/18/2019	Open	0	0
<input type="checkbox"/> Eva Almiro	Yes			0	0
<input type="checkbox"/> James Brinson	Yes	11/18/2019	Open	0	0
<input type="checkbox"/> Jasmin Williams	Yes			0	0
<input type="checkbox"/> Jasmin Winters	Yes			1	4
<input type="checkbox"/> Jorge Ruiz	Yes	11/18/2019	Open	0	0
<input type="checkbox"/> Joy Johnson	Yes			0	0
<input type="checkbox"/> Joy Odulu	Yes			0	0
<input type="checkbox"/> Katja Mandivi	Yes	11/18/2019	Open	0	0
<input type="checkbox"/> Maricela Lopez-Perez	Yes			0	0

Total customers: 10 Total emails sent: 4 Total unique customers emailed: 4

Need help?

Encourage Girls to add a "nickname" for their contacts like Grandma or "Uncle"

Clicking on a customer's name brings up more information about the customer, including details about any orders.

Customer Information

< Back to customer list

Customer: Joan Gearheart

Nickname: Aunt Joan

Email: dctest512-1@girlscouts.org

Address:

Phone:

Contact Source: Website

Notes:

Delete Customer
Edit Customer
Add Another Customer

Cookie Season 2019-2020 Orders: 1 Packages added to sales goal: 4

DETAILS	COOKIES	SUMMARY
Order Date: 11/18/19 08:30 PM	lemon-ups™, 1 package	Purchased Packages: 4 \$16.00
Order Number: 05073376	samoas®, 1 package	Subtotal: \$16.00
Order Status: Approved for Delivery	tagalongs®, 1 package	In-person Delivery: Free
Deliver To: Jasmin Winter	thin mints®, 1 package	Order Total: \$16.00
Paid by: Jasmin Winters		Added to sales goal: 4 packages
Ordered From: My Cookie Site		
Order Type: In-Person Delivery		

3a Send Marketing Emails

To send emails to your customers, simply check the box in front of all the customers you want to reach, then click “Send Marketing Emails.”

My Cookie Customers

Customer List
Send marketing emails, keep customer information up-to-date

Select All

Name	Email Address	Phone	Total Orders	Total Pkgs	
<input type="checkbox"/> Darren Waithe	Yes	11/18/2019	Open	0	0
<input checked="" type="checkbox"/> Eva Almiro	Yes			0	0
<input type="checkbox"/> James Brinson	Yes	11/18/2019	Open	0	0
<input checked="" type="checkbox"/> Jasmin Williams	Yes			0	0
<input checked="" type="checkbox"/> Jasmin Winters	Yes			1	4
<input type="checkbox"/> Jorge Ruiz	Yes	11/18/2019	Open	0	0
<input checked="" type="checkbox"/> Joy Johnson	Yes			0	0
<input checked="" type="checkbox"/> Joy Odufu	Yes			0	0
<input type="checkbox"/> Katja Mandivi	Yes	11/18/2019	Open	0	0
<input checked="" type="checkbox"/> Maricela Lopez-Perez	Yes			0	0

Total customers: 10 Total emails sent: 4 Total unique customers emailed: 4

Select the customers. (points to checkboxes)

Send Marketing Emails (points to button)

Next, select which of the three emails you would like to send at this time: “Open for business,” “There’s still time to order cookies,” or “Thanks for your support.”

To find out more about each of those emails and see a preview, go to the “Connect with Customers” section.

Send Marketing Email

To: Brenda Wolinski X JayAnne Ruiz X Sarah Shepherd X Scott Jameson X
Stephanie Cerotous X Todd Worthington X

Select the email you would like to send:

Open for business Still time to order cookies Thanks for your support

Check the box for your selection. (points to selection checkboxes)

You can select different customers and send different emails to them or send the same email to all your customers at the same time.

When you have made your selection, check the box next to the email you are going to send and then click “Send Email” at the bottom.

3b Add Customer

To add customers manually (instead of importing), click the “Add Customers” button and you will get a screen for entering information.

Add Customer

[< Back to customer list](#)

required *

First Name:

Last Name:

Nickname: Add a personal hello to your marketing emails, e.g. Grandma, Uncle Mike.

Email:

Address:

City:

State:

Zip Code:

Phone:

Notes:

The only required field is name. However, to maximize your marketing, you should complete as many of the fields as possible. If you enter data in the “Nickname” field, the customer will receive their email addressed to the nickname instead of their first name.

When you are finished entering information, click “Add Customer”. The customer information will be stored.

If a girl attempts to add a customer that already has an email address in her customer list, the system will alert her that it is a potential duplicate and ask her what information should be maintained between the two records.

Add Customer

The email you entered is already in your customer list. Since an email address can only be used once, you will need to choose the customer information you would like to keep and merge these records for email: dctest664-23@girlscouts.org

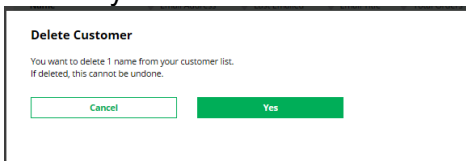
YOU ENTERED	ON FILE
Name <input checked="" type="radio"/> Jane Dow	<input type="radio"/> Suzie Greenburg
Address <input checked="" type="radio"/> 43215	<input type="radio"/> --
Phone <input checked="" type="radio"/> 325-235-0273	<input type="radio"/> --
Notes <input checked="" type="radio"/> --	<input type="radio"/> --

You can also add customers who have made a purchase and aren't in your customer list. See the Parent Orders Tip Sheet for details.

3c Delete Customer

We recommend keeping customer lists from year to year, but there may be times when you will need to delete one or more. To do that, select the box in front of the customer(s) you want to delete, then click on the “more” dropdown menu and select “Delete Customer”.

You will get a pop-up warning that deletion is permanent and confirming how many customers you are attempting to delete. To continue with deletion, click “yes”

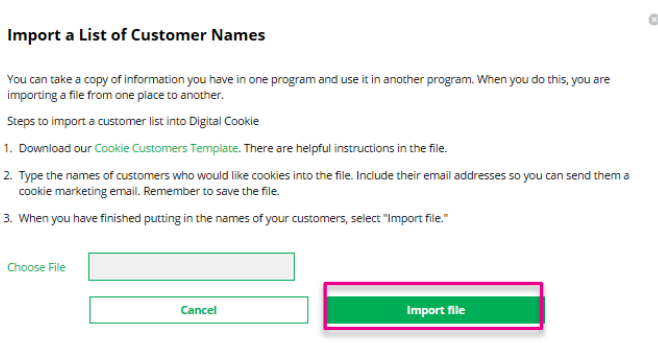


3d Import

Clicking on the “More” drop down menu gives you the option to import a customer list.

The screen has instructions on how to import contacts. It also includes the template that you will need for importing. The template is on the second tab in the spreadsheet, titled “Import_Customer.”

	A	B	C	D	E	F	G	H	I	J	K
1	First Name	Last Name	Nickname	Street Address	City	State	Zipcode	Phone Number	Email Address	Notes	
2	Jane	Dow	Aunt Jane	123 Main St	Rolling Hills	OK	23902		dctest64-14@girlscouts.org		
3											
4											



When the list is prepared and saved, use the “Choose File” button to select your file from where you saved it. Then click the green “Import File” button at the bottom. When it has successfully imported you can send marketing emails to those customers.

3e Export

The “More” drop down menu also gives you the option to export your customer list. When you choose “Export” a screen will pop up with instructions on how to export your customer list and save it to your computer.

Simply click the green “Export File” button and you will be asked where you want to save the file on your computer.

Export Your Customer List

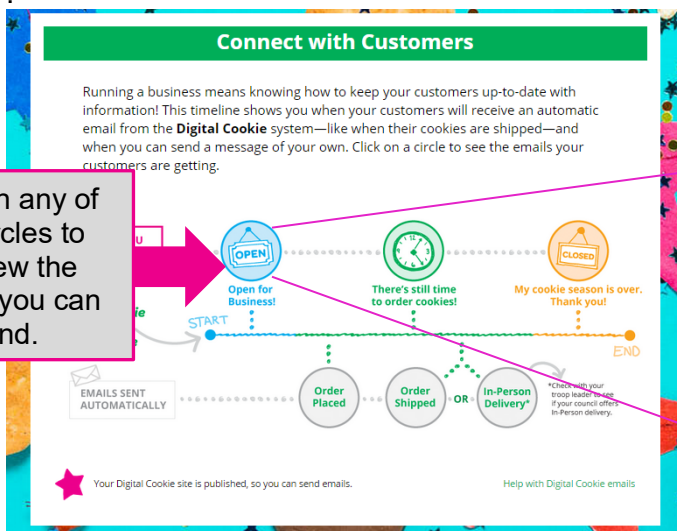
Saving a copy of your customer list is easy. When you select the “Export file” button, a file will download to your computer with the name “DigitalCookieCustomers”. You can rename the file, if you wish, and save it on your computer.



4 Connect with Customers

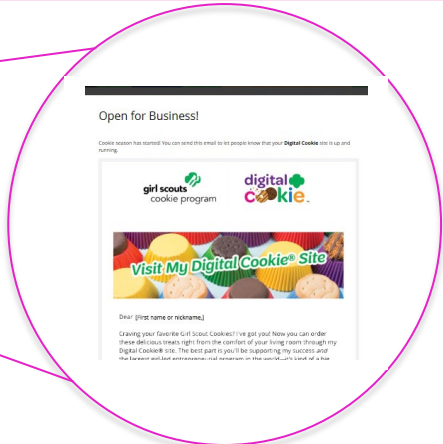
4

Learning about marketing to your cookie customers is a great skill that can increase cookie sales. In this section you can see the three different emails to send to your customers - and get suggestions for when to use them.



Click on any of the circles to preview the emails you can send.

Preview of “Open for Business” email



5

You can also send customers a link to your Digital Cookie Website directly from your home page.

Emily's Digital Cookie Platform

Welcome, Jennifer!

Digital Cookie can help boost your sales, sharpen your entrepreneurial skills, and power unique adventures for you and your troop year-round!

COOKIE SALES END IN
198 2 3 24
DAYS HRS MIN SEC

Online sales last updated 11/14/20 9:45 PM CST

My Progress 167 packages to go!



My Troop

Our goal: coming soon



My Sales Goal
300 packages

UPDATE

Packages Sold
133

UPDATE

Packages to Sell
167

SEE DATA



My Cookie Site: Open for Business

Emily's cookie site url:

<https://DigitalCookie.GirlScouts.org/scout/emily379909>

Site setup approved: 10/16/2020 09:41 PM CDT



Orders to Deliver In Person

Approve for delivery: 0 Order(s)

Orders to deliver: 0 Order(s)

Customers who purchase directly from a link won't be reflected as an email sent in your totals. But their orders are treated the same no matter how they reached your website.