girl scouts
cookie program

Creating Cookie Success

You can make this year's Cookie Program a success and help your Girl Scout develop the 5 Skills she'll learn from selling cookies. Here's how:

Support Your Girl Scout

- ☐ Go to the family cookie information meeting.

- ☐ Sign and return all permission slips.

- ☐ Provide transportation for order taking and delivery.

- ☐ Help your Girl Scout network with family and friends, but let her do the "ask" so she can learn important business skills.

- ☐ Help her arrange to take orders at your place of work, place of worship, or other places where people might purchase Girl Scout Cookies.

- ☐ Attend your council training to become the group cookie coordinator (or help out the group cookie coordinator when another adult is needed).

- ☐ Offer to be a supervising adult—there are lots of opportunities to lend a hand.

- ☐ Share your business expertise and help link the Girl Scout Cookie Program with the wider business world.

- ☐ Follow your Girl Scout Council and group guidelines on how to handle cookie proceeds.

- ☐ Never do things for your Girl Scout that she can do for herself!

ALL GRADE LEVELS

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Coach Your Girl Scout

- ☐ Listen to her practice her sales pitch.

- ☐ Review cookie materials together and visit Girl Scout Cookie and cookie company websites with her to help her learn more about her product.

- ☐ Ask her questions—maybe even pretend to be a potential customer.

- ☐ Guide her to set practical and useful goals about what she wants to learn and earn.

- ☐ Listen to her describe what her goals are for the money earned through the sale.

- ☐ Be a role model for business ethics and safety rules.

- ☐ Have fun with her!

▶ Remember that the Girl Scout Cookie Program is a part of the Girl Scout Leadership Experience, which is girl-driven. Let your Girl Scout take the lead in selling cookies and reaching goals. Your encouragement, coaching, and guidance will be key ingredients to a successful Cookie Program experience for her.

For more information on the Girl Scout Leadership Experience, visit www.girlscouts.org/gsle.