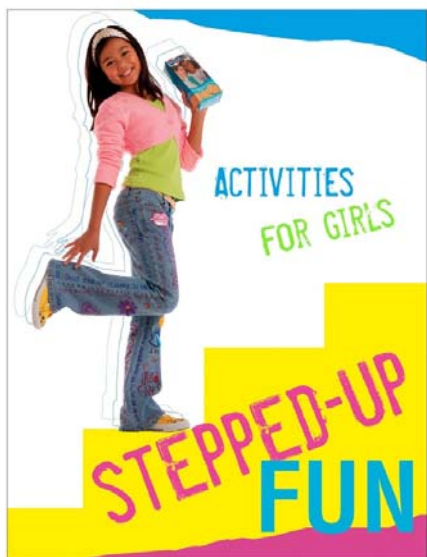




Introduction

Get ready for action! This Cookie Season promises to be high-energy fun. Help your girls **STEP IT UP!** by inspiring them to reach higher goals than ever before – to give it their all while enjoying an active lifestyle.

S.T.E.P. — Success Through ENERGETIC Participation

Tailor the topics and activities in this Stepped Up Fun guide to meet the needs of your troop.

Meeting 1

Introduction to the Cookie Activity: Set and Share Goals

Girls with goals go far! During this meeting take time to cover the basics of the Cookie Activity, then help girls set goals.

Discussion Topics:

- Why do we sell Girl Scout Cookies®?
- Why do we set goals, both personal and troop/group?
- Discuss cookie varieties and the new Little Brownie Bites.
- Introduce the **Step It Up!** theme. Explain how this season each girl will have the opportunity to become a HI STEPPER.

Supporting crafts and activities

- Help your troop brainstorm by playing the Spin 'N Shout game, which will help them generate ideas for how to spend their cookie money. Make goal reminder flip book. (Information located on the goal-setting.)
- Assign every girl a pedometer to encourage selling door-to-door. The **Count Your Steps to Success** program uses pedometers and other motivational techniques to encourage neighborhood selling, which increases sales and promotes healthy lifestyles. (Find out more from your council or at www.littlebrownie.com.)
- Shoelace Fun

Active and Healthy Lifestyle Tips:

- Rise and Shine! Everyone needs breakfast, most especially busy Girl Scouts and their adult volunteers. Let's keep track of how many days we eat breakfast this week.
- Physical activity doesn't have to be done in the gym. Just turn off the T.V.! Try dancing in the living room, kicking around a ball with your friends or walking from a distant parking space. What ways can you put more activity in your day?

Meeting 2

Safety and Selling Tips: Sell beyond family and friends.

People love Girl Scout Cookies®. Many women say their first business success was getting a “yes” from an unknown customer. Reinforce safety rules, but encourage your girls to sell beyond people they know.

Discussion Topics:

Before girls can hit the streets, it is important to learn and practice the safety rules listed below.

- Girls should wear Girl Scout® identification -their membership pin with their uniform, sash, or t-shirt.
- Girls should be familiar with the neighborhoods in which they sell.
- An adult must accompany Brownie or Junior Girl Scouts® when taking orders, selling and delivering cookies. Girls must sell with a buddy.
- Girls sell door-to-door only during daylight hours.
- Girls should never enter a customer's home.
- Adults must be present at all times when Girl Scouts® operate a booth in a store, mall or other public place.
- Girls must have a plan for safeguarding the money collected. Money may be given to the accompanying or supervising adults so girls are not walking around with large amounts of cash.
- Girls should never give out their names, addresses or telephone numbers to customers. Only an adult's telephone number should be given out to customers.

Supporting Crafts and Activities:

- It's almost game time! Review the following selling tips and have girls come up with some of their own.
 - Practice your sales pitch
 - Always share your goals with customers
 - Recommend your cookie favorites
 - Never leave home without your order card
 - Sell with enthusiasm!
- Role-play and discuss what to do in the following situations:
 - A customer asks you to step inside their house while they get their money.
 - Your parent's are not home and your best friend asks you to sell cookies with her.
 - A customer asks for your home address and phone number to place another order.
 - You are at a booth sale and someone tells you he/she cannot buy cookies because they are on a diet.
- Action Apparel Art
- Jump Rope Cookie Rhymes

Active and Healthy Lifestyle Tips:

- Walking is an endurance exercise and a great way to enjoy the outdoors – sell some cookies while you're at it! Shoot for 10,000 steps a day for maximum health.

Meeting 3

Everything is More Fun When You Step It Up!

Girls sometimes think being “healthy” is the same thing as not being sick. A healthy lifestyle is lots of things –including more energy for having fun with friends! Let’s see how many ways we can put healthy lifestyle lessons into the Cookie Activity this year.

Discussion topics:

- What does “good health” mean to you?
- Can you eat Girl Scout Cookies® and still be healthy?
- How can a healthy lifestyle actually lead to more fun with friends?
- Let’s **Step It Up!** and look for ways to be physically active while selling cookies.

Supporting crafts and activities

- You are what you eat! Use these downloads to help girls understand what food keeps them healthy: Understanding Nutrition Labels and Check Your Food IQ (available at www.littlebrownie.com); and the kids’ version of the USDA-suggested food pyramid with worksheet (available at www.mypyramid.gov).
- Project Personalize! Whatever keeps you active, make it cool! Decorate water bottles, frisbees, yoga mats and more!
- Create Personal Trading Cards. (Download a template at www.littlebrownie.com.)
- Bodies in the Media
- Create Your Own Spa

Active and Healthy Lifestyle Tips:

- Good health also means good sleep! Do you fall asleep within 15 to 30 minutes of going to bed? Do you get out of bed without numerous reminders?
- Snacking can be healthy – as long as you’re not overeating at meals. Nutritious snacks can actually promote moderation at meals and increase energy throughout the day.

Family Meeting

When families are involved, girls succeed

Invite families to share in the fun by holding a special Family Cookie Party at your troop/group meeting time! Engaging families encourages them to be involved and stay informed in their daughter's cookie sale activity.

Discussion topics:

- In addition to being a money-earning project, the Cookie Activity is a unique and valuable way that Girl Scouts learn valuable life skills such as: goal setting, money management, communication and teamwork.
- The Cookie Activity supports all of the girls in your council and make it possible to provide girl programs, low-cost council events, training, resources and support for adult programs.
- The **Step It Up!** theme message portrays girls leading healthy, active lifestyles — and inspires troops to be ACTION-oriented and balanced during the Cookie Activity. Explain the acronym for S.T.E.P. — Success Through ENERGETIC Participation and how energetic participation will ensure girl success.
 - o The theme message reinforces that girls can run, climb, jump, skip, skate...Whatever they like to do is great! An active life is a fun life. Girls are natural DO-ers. Encourage them to find activities that make them feel good and happy – dancing, hula-hooping, playing hopscotch.

How families can help...

- Fill out all forms and return in a timely manner. Remember: All girls must have a signed parent permission form and be a registered Girl Scout® to participate.
- Listening to girls practice their sales talk
- Taking the Girl Scouts® to work
- Walking door-to-door
- Helping organize cookie orders
- Helping at booth sales
- Arranging booth sales at work

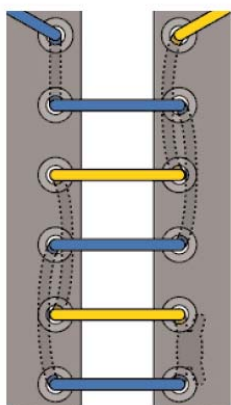
Supporting activities

- Set up stations where girls can go with family members to play Hip Hop Scotch, run a relay race or try a hula-hoop.
- Help the girls serve a nutritious snack.
- Encourage the girls to give a brief presentation in which each gives a message to parents about healthy living.

Shoelace Fun

There are lots of cool ways to lace your shoes to express your individuality. Try one!

For more techniques go to www.fiegggen.com/shoelace



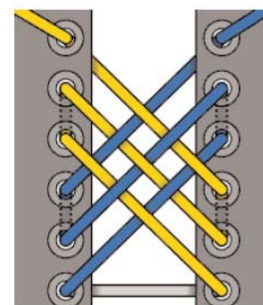
Two Color Lacing

Two Color Lacing Technique:

1. Take two different color laces, each a tiny bit longer than the correct length for the shoes.
2. Cut them not quite in half, but offset by two or three centimeters.
3. Tie one shorter piece of one color and one longer piece of the other color firmly together and trim off the excess. For extra security, add a dab of glue. Use the remaining pieces to make the bicolor lace for the other shoe.
4. Pull the longer end out through the bottom right eyelet, feeding from inside the shoe, until you reach the joining knot.
5. Now lace the rest of the shoe.

Lattice Lacing Technique:

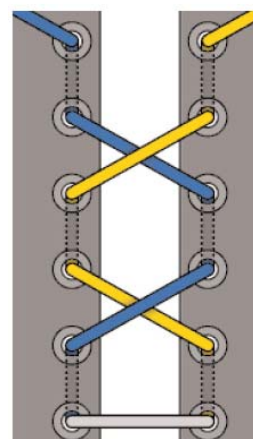
1. The lace is run straight across the bottom and emerges through both bottom eyelets.
2. The laces then go straight up and are fed into the next set of eyelets up the shoe.
3. The ends are crossed over and are fed under the vertical lace section on the opposite sides of the shoe before going straight up and into the next set of eyelets up the shoe.
4. At the top set of eyelets, the laces can once again cross over and pass under the straight section as shown. This not only looks consistent with the rest of the lacing but this also forms a high lace look, which tightens the lacing even more firmly.



Lattice Lacing

Bow Tie Lacing Technique:

1. The lace is run straight across the bottom and is fed into both bottom eyelets.
2. The laces then travel straight up to the next set of eyelets, thus introducing a "gap".
3. The ends are crossed over on top and fed into the next set of eyelets up the shoe.
4. Continue up the shoe, alternating straight up underneath or crossing over on top.



Bow Tie Lacing

Action Apparel Art

Materials:

- Jeans or canvas sneakers
- Small fabric pieces
- Buttons
- Permanent markers
- Fabric paint
- Plastic gem stones
- Hot glue gun and glue sticks

Directions:

1. Find clothing that you want to add art to. Jeans are fun to decorate, or you may want to decorate your canvas sneakers or your fabric purse. (Remind girls to ask permission.)
2. Create your own patches with small fabric pieces (add buttons to them if you'd like).
3. Choose areas on your jeans, sneakers or purse where you want to create your designs. You may want to practice drawing or writing on a piece of paper before you work on your clothing.
4. Draw with colorful permanent markers and fabric paint. Add gem stones, buttons and patches. Be creative and have fun!

Project Personalize!

Whatever keeps you active, make it cool!

Materials:

- Inexpensive items that support physical activity, such as water bottles, Frisbees, yoga mats (or a towel to serve as an exercise mat)
- Hot glue gun and glue sticks
- Plastic gem stones
- Craft fabric paint (the kind in a squeeze bottle)

Directions:

Glue gem stones onto sides of water bottle or other item. Make colorful and creative designs with craft paint. Try to keep your designs above or below where you place your hand. Be creative!

Create a Cookie Song and Dance

The Samoa Stomp

Feel the Beat. Move your Feet.
Do the Samoa Stomp.
STOMP!
To the left. To the left.
Heel. Heel.
Toe. Toe.
Grape Vine.
Shoulder Roll.
Chewy Carmel. Can't be Beat.
With tender vanilla cookies...
Want one? Then move your feet!
Knee Up. Knee Down.
Roger Rabbit all around.
Turn your body, drop down low.
Roll Up... nice and slow.
Co Co Nut, Chocolate Treat
Do the Samoa Stomp!

The Tagalong Twist

Jumping Jacks
Creamy Snacks
Twist your hips.. just like that
Heel toe, like this...
You're doing the Tagalong Twist
Peanut, dance nut
Reach up!
Touch the floor
Bend your knees, to your toes
Tasty cookies, Chocolate Glow
Spin around, touch the ground
Twist your body all around
You're doing the Tagalong Twist

Jump Rope Cookie Rhymes

*Girl Scout Cookies in a dish,
How many cookies do you wish?
1, 2, 3, 4...*

{Girls continue counting until the person misses.

The game continues so that each girl takes a turn.}

*Girl Scout Cookies in a dish,
Which of the cookies do you wish?
{The jumper calls out her favorite cookie, then jumps in on the swinging rope and jump-spells the name of the cookie. e.g. "T- A- G-A-L-O-N-G-S" and then she jumps out. The rhyme begins again with a new girl.}*

*Cookies, cookies in the box,
How many cookies have you got? 10,
20, 30, 40...
{Girls continue counting until the person misses. The game continues so that each girl takes a turn.}*

*Girl Scout Cookies are a tasty treat!
The more you jump, the more you can eat! 1, 2, 3, 4...
{Girls continue counting until the person misses. The game continues so that each girl takes a turn.}*

Personal Trading Card

(Download a template at www.littlebrownie.com.)

Materials:

- 1 small picture of each girl doing her favorite physical activity
- Index cards or white poster board cut into 3" x 4" pieces
- Craft glue
- Pens and markers
- Scissors

Directions:

Give each girl the opportunity to show her photograph and talk about the activity she enjoys. Each girl glues her photograph on the front of the 3" x 4" card. Then, have the girls write their statistics and hobbies, and then decorate their card.

Although the craft is based on sport trading cards, it is not necessary that the girls be playing a sport in their picture. They could be climbing a tree, jumping rope or doing any physical activity.

Bodies in the Media

With your troop or group, gather different types of magazines. Clip out at least 25 pictures of girls and women. Spread the pictures out. Look them over carefully and answer the following questions.

1. How are the women dressed? Describe the clothing.
2. Describe their make-up.
3. Describe the way the women are posed.
4. How are others interacting with them in the picture?
5. What message are they conveying?

Discuss:

1. Divide the pictures into two categories – those that depict women in a negative light and those that depict them in a positive light. What do you consider negative and positive? Do the numbers surprise you?
2. Do you know girls or women who have tried to look like any of the women pictured? If so, why do you they did that?
3. Have you ever tried to look like the women in the pictures? If so, why?
4. Do the pictures accurately portray how women look and what is normal or average?

Create Your Own Spa

Spa treatments are relaxing ... but not if they break your budget! Food products are inexpensive, effective ingredients for a wide variety of spa treats. You can find lots more online.

Berry Easy Exfoliant

About a dozen strawberries
1 tbsp. olive oil
1 tsp. coarse salt, such as kosher
or sea salt

Mix all ingredients into a paste.
Massage into hands and feet.
Rinse and pat dry.

Chocolate Dream Facial Mask

1/3 c. cocoa
3 tbsp. heavy cream
2 tsp. cottage cheese
1/4 cup honey
3 tsp. dry oatmeal

Mix ingredients and smooth onto face.
Relax.
Remove with warm water.

Sock Sachets

Materials:

- Colorful socks – toe socks would be fun!
- Uncooked rice
- Perfume oils, or cinnamon or peppermint oils
- Mixing bowl and mixing spoon

Note: Have an adult help with the oils. Keep oils away from your eyes.

Directions:

Combine rice and oils in a mixing bowl and stir thoroughly. Next, fill the sock with a small amount of the mixture – about 1/2 cup. Then, tie a knot in the sock close to mixture, pulling it tight. Place your sachet in an open plastic bag or container. Keeps your locker, closet or car smelling sweet!

Aromatherapy Pillow

SEW YOUR PILLOW FORM

Cut 100% cotton fabric, approximately 12" long and 6" wide. Turn fabric inside out and sew all sides (preferably on sewing machine to ensure tight stitching), leaving about 2-3 inches open on one of the short sides to fill the pillow. Now, turn fabric right side out. You are ready to fill your pillow.

MIX UP YOUR INGREDIENTS

Flax seed and White rice
Dried herbs, such as rosemary, thyme or chamomile
Spice or perfume oils, such as cinnamon, peppermint, jasmine or gardenia

Put all dry ingredients into a bowl and mix thoroughly. Next, add oils very carefully. (Careful: cinnamon or mint oils can burn the skin or eyes.) Stir all ingredients well.

FILL YOUR PILLOW FORM

Make a funnel using a paper plate. Pour the mixture into the pillow form, don't overfill. Next, tightly sew up the open end.

You may want to warm your pillow up! Microwave on HIGH for about 1-2 minutes but be careful not overheat. Watch for hot spots. Overheating may cause burns.

Lightly mist with water before heating for a moist heated pillow. Misting also increases the life of the herbs by helping to preserve freshness.

For a cold pillow, place in refrigerator for 1-2 hours.

CARE OF YOUR AROMATHERAPY PILLOW

Do not machine wash. Do not soak with water. Wipe with a damp cloth. Lay flat to dry.