

Girl Scout Cookie Sale

Parent/Girl Training Outline

Meet with troop leaders and girls to discuss troop and individual girls' goals.

To prepare for training, review pages 26-27 of the *Council Guide for Volunteers*.

Allow 60-90 minutes for your parent/girl training session.

Meeting Objectives

- To help plan a successful and safe sale
- To stress that the cookie sale is a rewarding, business and economic literacy program
- To answer any questions the families may have concerning the cookie sale

Before Training

- Have sign-in sheet to record attendance.
- Distribute *Parent/Guardian Information and Permission Booklet*.

I. Introduction

- Thank everyone for coming.
- Introduce yourself and the troop leader.
- Discuss the responsibilities of your position.
- Make sure everyone has signed in and has the handout.

II. Background

- The Girl Scout Cookie Sale is a tradition - everyone loves Girl Scout cookies.
- During sale, the girls work as a team toward a common goal which is decided by the troop. Hopefully, each girl has set a personal goal, such as overcoming shyness, improving math skills, etc. Have girls present their troop goals and how they plan to reach them.
- The cookie sale is a learning experience for the girls, and with family support, it can be beneficial and fun.

III. About the Cookie Sale

Let girls take part in training by telling what the troop's planned activities are, and describing the eight varieties of cookies while they pass out samples to the parents.

- How does the cookie sale benefit the girls? (see page 3)
- What activities has the troop planned to do?
- Eight varieties of cookies - sample new Little Brownies (see page 6)
- Selling price - \$3.50 per box
- Troop proceeds (see page 6)
- Individual girl recognitions (see page 7)



STEP IT UP!

IV. Safety

- The safety of each and every Girl Scout is our number one priority.
- Brownie Girl Scouts must always be accompanied by an adult.
- Junior and Teen Girl Scouts should use the buddy system.
- DO NOT sell cookies over the Internet.
- Review Safety-Wise, pp 74-77, Standards 28-31.

V. Review Dates

- Order taking - January 5-24. DO NOT TAKE ORDERS EARLY!
- Girls' orders due to Troop Cookie Sale Manager by January 24.
- Cookies arrive February 9-12.
- Girls deliver cookies February 9 - March 4.
- Cookie booths: February 16 - March 4.
- All money due to Troop Cookie Sale Manager by March 5.

VI. Collecting Money

- Let parents know if the troop will accept checks. The council will not take responsibility for collection of bad checks; that is the troop's responsibility. (See page 18.)
- Parents should turn in money weekly or more often if they collect a large amount.
- Additional cookies should not be issued until a girl has paid for initial order.
- Payment not received by March 5 is considered delinquent and subject to collections.



VII. Parent's Role

Girls learn by watching the adults around them. Set a good example for them by:

- Honoring the official start date, January 5.
- Being courteous to all customers.
- Being respectful of your surroundings (clean up after a cookie booth).
- Turning in papers on time.
- Meeting all monetary deadlines.
- Encouraging their daughter during the cookie sale.
- Praising their daughter for her accomplishments.



VIII. Cookie Booths

- Encourage parents to sign up for a shift at a cookie booth with their daughter. It is a great learning experience and a wonderful way to spend quality time with their daughter.
- Discuss cookie booth etiquette and behavior. (See page 17.)
- Remind girls to wear their uniforms, sash or vest, and/or their Girl Scout pin.

IX. Girl Scout Promise and Law

Encourage everyone to live by the Girl Scout Promise and Law.

- Respect the official starting date, January 5.
- Be friendly and courteous to all customers, even if they don't make a purchase.
- Deliver cookies in good condition and in a timely manner.
- Meet all deadlines.

X. Thank everyone for coming

- Collect all *Parent Permission Forms* and distribute *Order Cards* before adjourning.

STEP IT UP!