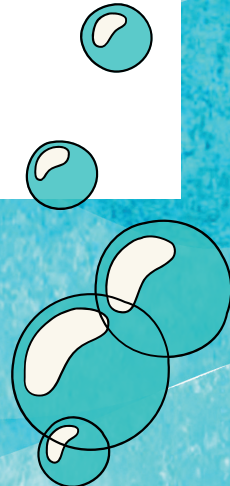




**My 2024 Girl Scout
Cookie Book**

Name: _____

Troop: _____





Cookie Family Entrepreneur Pin

By completing the steps below and earning the Cookie Entrepreneur Family Pin, girls will learn key skills to cookie success with support with their family.

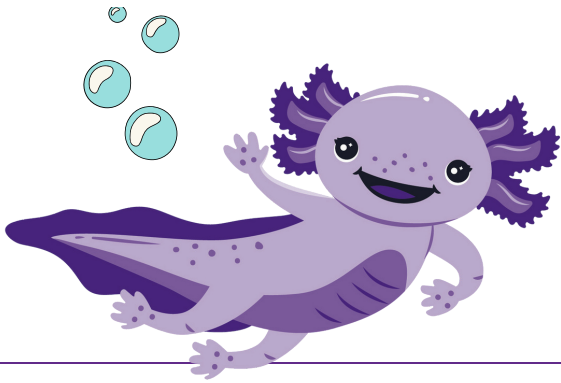
Adults, use the activities in this packet to help your scout practice important entrepreneurial skills. Feel free to replace or supplement activities with your own ideas that teach the same skill.

- Step 1: Set a goal.
- Step 2: Decide how to reach your goal.
- Step 3: Practice with money.
- Step 4: Learn to talk to customers
- Step 5: Think like a Girl scout



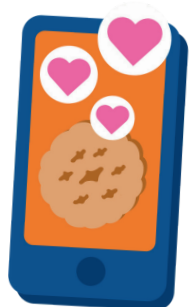
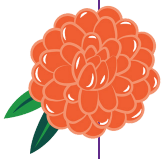
goal getter!





My Customers

With your grown-up, think of who you might sell cookies to and how you will sell them. Draw or write your ideas here.





What can we do with our cookie money?

For Our Troop

What kinds of meeting activities, field trips, and parties could we do with our cookie money? What do we need to save for? Write/draw your favorite ideas.



For Others

How can we help those in need, such as kids, animals, the sick, the elderly, the unhoused, local heroes, our environment, or others?





MY COOKIE GOAL

How many packages do you want to sell? Look at the recognitions chart. Talk with your family and come up with a realistic goal. Have your grown-up number the chart. Put a star on your goal. Keep track of how close you are to your goal here!

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How Much Do Cookies Cost?



Fill in the boxes with how much each cookie order costs.

1 box = \$6.00	6 boxes = \$
2 boxes = \$	7 boxes = \$
3 boxes = \$	8 boxes = \$
4 boxes = \$	9 boxes = \$
5 boxes = \$	10 boxes = \$

Did You Know?

Girl Scouts have been selling cookies to fund their troop activities and make the world a better place since 1917, when cookies were sold for 25 cents per dozen!



Cookie Math

How much does each customer's order cost?



My Cookie Sales Pitch

Hi! My name is (first name only) _____

I am with Girl Scout Troop _____

I am selling cookies to raise money for our Troop activities, like

My favorite Girl Scout Cookie is _____

I like it because _____

They are \$6 each. Would you like to buy a box or 2? Or would you like to donate a box to local heroes like firefighters, doctors, and nurses?

Thank you!



Talking to Customers

Learn to talk to customers. Have a grown up pretend to be your customer and practice selling cookies to them. See some things you might need to practice below.

How would you greet your customer?

Try “Hello” or “Good morning/afternoon”

Practice asking someone to buy Girl Scout cookies.

What would you say to a person that does not want to buy cookies?

Have a grown up ask you questions about the cookies, cost, and your goals so you can practice answering confidently.

Practice saying the names of all the cookies you are selling and try to remember one thing about their flavor.

What do you say after every sale?

Before talking with new people, talk with a trusted adult about what information is safe to share and what is best kept private.





Living the Girl Scout Law

Think like a Girl Scout. The Girl Scout law can help us remember the best way to sell cookies. See if you can match a line of the law with a cookie selling task.

Honest and Fair

Speak clearly and make eye contact, even if I am feeling shy

Friendly and Helpful

Listen to the grown up in charge of my safety

Considerate and Caring

Greet customers and answer their questions

Courageous and Strong

Earn cookie money to support a troop project that helps someone

Responsible for what I say and do

Turn in all money and extra cookies to the troop rather than keep it myself

Respect myself and others

Earn cookie money to help support my troop

Respect authority

Make posters, set up booth, keep cookies organized, know about troop goals, and the cookies

Use resources wisely

Ask customers if they would like to donate cookies

Make the world a better place

Clean up my booth area and recycle old cookie boxes

Be a sister to every Girl Scout

Try my best to sell cookies

