



Congratulations, Girl Scout! We are so excited for you to be participating in your first Girl Scout Cookie Program. Girl Scouts have been selling cookies for over 100 years and we are thrilled for you to join in this legendary entrepreneurial experience. Visit www.gsnnj.org to find out more about the Girl Scout Cookie Program. To earn a free Cookie Rookie patch, participate in at least **5 of these fun activities**. Once earned, visit any GSNNJ Council Shop to receive your free patch.

1. Get to know the Cookies!

- Have you ever tried a Girl Scout Cookie before?
 - If so, what is your favorite Girl Scout cookie?
 - If not, which cookie are you most excited to try?
- Which cookie might you suggest to a friend?

2. Create a sales pitch.

- Find out what a sales pitch is.
- Identify why it is important to practice a sales pitch.
- Practice your sales pitch on a sister Girl Scout, Troop Leader, Parent or Caregiver.

3. Set your goals.

- Discover what a goal is.
- Set your personal goal for this year's Girl Scout Cookie Program.
- Work with your fellow Girl Scouts to come up with a Troop goal.

- Discuss how your Troop will spend the Troop Proceeds earned from the Girl Scout Cookie Program.

4. Cookie Safety

- Identify some safety rules Girl Scouts should follow when selling cookies.
- Decide how you and your Troop will stay safe when selling cookies.
- Create a chart listing your top 5 safety rules and bring it with you as a reminder when you are selling cookies.

5. The Girl Scout Way

- Recite the Girl Scout Law.
- How can you follow the Girl Scout Law when selling cookies?
- Why are saying “Please” and “Thank You” important?
- What should you say/do if someone does not want to buy cookies?

6. Cookie Booth Sale Basics

- Discover what a Booth Sale is.
- Describe what a great Booth Sale would look like.
- List some great places to hold a Booth Sale.
- Create a poster to display at your Booth Sale.

7. Digital Cookie

- Did you know you can sell Girl Scout Cookies online?
- Create your Digital Cookie account.
- Send out 5 or more emails to customers.
- Play one game or do one activity on Digital Cookie.

8. Cookies from Home

- Find out about GSNNJ’s Cookies from Home donation program.
- What does it mean to donate?
- Have you ever donated something before?

Girl Scout’s first name:	Troop Number:
Date activities completed:	