



## 2019 Girl Scout Cookie Program

# COOKIE ROOKIE Talking Points

for Service Unit Meetings



### INTRODUCTION OF THEME

This year during our 2019 Girl Scout Cookie Program we will *Inspire, Imagine & Innovate* with our mascot Nellie the Narwhal!

### OPENING GAME—Name the Girl Scout Cookie (5 minutes)

To get started, let's all make a circle. The object of this game is for the group, together, to name all 9 Girl Scout cookie varieties. It's not as easy as it sounds though! *(See game handout for rules & cookie pictures.)*

### WHAT IS THE GIRL SCOUT COOKIE PROGRAM?

The Girl Scout Cookie Program is the largest girl-led entrepreneurial program in the world. Participating in the Girl Scout Cookie Program helps girls experience amazing adventures and build a lifetime of memories while learning **five essential life skills**: goal setting, decision making, money management, people skills, and business ethics.

### HOW CAN GIRLS PARTICIPATE?

#### Direct

**Troops** order cookies in advance so **girls** can go door-to-door beginning the first day of our cookie program with cookies in hand using their order card to track sales. Girls may also participate in booth sales and join troop walkabouts to mentor and encourage one another as they practice their **five skills**.

#### Digital

Girls invite friends & family via email, text and social media to order cookies online using [AbcSmartCookies.com](http://AbcSmartCookies.com). Customers pay online and product is sent directly to the customer. **There's no money to collect or product to deliver!** Plus, Smart Cookies creates data entry for orders & financial transactions!

**Girl delivery option** allows girls to invite local customers to order online to avoid shipping costs. Girls then deliver products and collect payment.

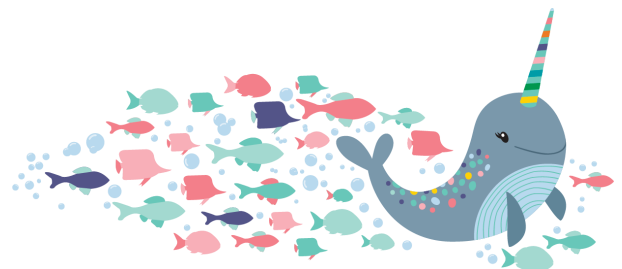
### HOW DO WE GET STARTED?

To get started in our Girl Scout Cookie Program is as **easy as 1, 2, 3!**

1. **Set Goals with Girls**—both learning goals and sales goals. Girls will want to share how their troop will use the proceeds they hope to earn. Ensure goals are set in December, so your Troop is ready to place their cookie order in January.
2. **Recruit a Troop Cookie Team**. Avoid the temptation to do it all yourself! Split cookie volunteer responsibilities into smaller pieces, be clear about expectations and help adults see the impact girls will have using cookie earnings!
3. **Remind parents** to watch for the January Cookie mailing. Girls must be registered members by Dec 1 to get their Cookie Guide for girls, order card and more, so check your Troop Roster to make sure everyone is signed up & ready to go!

### WHY PARTICIPATE?

- There are endless opportunities for girls to learn and practice the **five skills**—goal setting, decision making, people skills, money management and business ethics—as they earn rewards (patches & prizes) and credit towards Cookie Business badges.
- Troops earn proceeds to fund the activities the girls have chosen while learning key skills. Troops receive **70¢ to \$1.00** for every package sold based upon Council's overall sales results.
- All the money earned stays right here in Orange County helping our Service Unit and GSOC to support volunteer training, girl programs, and financial assistance.





## TALK TO YOUR TROOP

All Girl Scouts can participate if they have permission from a parent or guardian. From a Daisy in her first Cookie Program to an Ambassador in her last year, girls want to participate because it's fun! Schedule time for a Family Meeting to share the Cookie Program Family Guide and Girl Rewards flyer with your girls and families so they can learn about our Girl Scout Cookie program and how they can get involved. Check out all the amazing resources [GSCookiesEtc.org/cookies](https://GSCookiesEtc.org/cookies) today!

### WHAT ARE THE COOKIE PROGRAM DATES?

- Nov 29:** Troop Cookie Coordinator training begins
- Jan 8:** Troop Initial Order due in SmartCookies software
- Jan 19:** Cookie Kickoff event
- Jan 25-27:** Cookie Deliveries
- Jan 27:** **Cookie Program begins**
- Feb 15:** Cookie Booth Sales begin
- Mar 11:** Cookie Program ends



### COOKIE KICKOFF = GIRL SUCCESS & FUN!

**Celebrate!** Join hundreds of fellow Girl Scouts at a cookie rally to kick-off a great cookie season!

- **Learn** about the Girl Scout Cookie Program, including giving back with Cookie Share, how cookie money is spent, its history, and rewards girls and troops can earn.
- **Master** goal setting, decision making, money management, people skills, and business ethics.
- **See and hear** ideas for cookie booths, selling door-to-door, using online tools, and developing customer relationships.
- **Enjoy 20+ activities** to complete the 2019 Cookie Activity Pin
- **Taste test cookies**, make crafts, and more!

Go to [girlscoutsoc.org/cookiekickoff](https://girlscoutsoc.org/cookiekickoff) for more details.



### CLOSING GAME—The Wright Troop Gets Ready for Cookie Season (5 minutes)

Let's all make a circle. Provide each attendee with a Cookie Swap (available from the Product Sales department), then say, "I'm going to read you a story and you are going to play along by passing around these cookie swaps. Every time you hear the word "RIGHT," pass your cookie swap to the right. Every time you hear the word "LEFT," pass your cookie swap to the left. At the end of the story, whatever cookie swap you have in your hands is yours to keep! (See game handout for details.)"

### THANKS FOR COMING!

These games are fun for girls too. You will find instructions on the Product Sales website: [GSCookiesEtc.org/cookies](https://GSCookiesEtc.org/cookies).

**Do you have any questions for us?** If we don't know the answers, you can email [CustomerCare@GirlScoutsOC.org](mailto:CustomerCare@GirlScoutsOC.org) and Council staff will get back to you right away.

Save the date for Cookie Program training! Council offers both online and classroom training options to fit your schedule.

Our Service Unit will be offering support for troops who need help determining their Initial Order of cookies! **(Add in date, time and location of SU Initial Order help meeting.)**

Remember, don't try to do everything all by yourself. Ask parents to join the Cookie Team!

**Thank you for coming!**



# NAME THE GIRL SCOUT COOKIES

## NAME THE GIRL SCOUT COOKIES (5 minutes)

To get started, let's all make a circle. The object of this game is for the group, together, to name all 9 Girl Scout cookie varieties. It's not as easy as it sounds though!

### Rules of the Game:

- ◆ No one is pre-determined to start the listing
- ◆ You can not go around the circle in order
- ◆ Cookies must be shouted out spontaneously by a group member saying the number first so you don't duplicate a cookie
- ◆ If two or more people say a cookie at the same time, the group must begin again
- ◆ If a cookie type is repeated, the group must begin again

Once you've mastered the game, try it with your eyes closed!

1. Thin Mint



2. Caramel deLites



3. Peanut Butter Patties



4. Shortbread



5. Peanut Butter Sandwich



6. Thanks-a-Lot



7. Lemonades



8. S'mores



9. Gluten Free Caramel Chocolate Chip







## THE WRIGHT TROOP GETS READY FOR GIRL SCOUT COOKIE SEASON

*Supplies Needed:* Cookie Swaps (at least two different kinds) for each participant.

Players sit or stand in a circle. Leader passes out Cookie Swaps to each person and says to the group:

*I'm going to read you a story and you are going to play along by passing around these cookie swaps. Every time you hear the word "RIGHT," pass your cookie swap to the right. Every time you hear the word "LEFT," pass your cookie swap to the left. At the end of the story, whatever cookie swap you have in your hands is yours to keep!*

Girl Scout cookie season was almost here and Mrs. **WRIGHT's** troop was just about finished creating their Cookie Business Plan. Mrs. **WRIGHT**, her daughter Tanisha **WRIGHT**, and her cousin Jessica **WRIGHT** returned from their last minute shopping to get some Girl Scout items to use for decorating their Cookie Booth. "There's not much **LEFT** to be done, said Mr. **WRIGHT** as he came in from the kitchen. "Were you able to buy all the items you wanted?," asked Mr. **WRIGHT**. "Yes," said, Mrs. **WRIGHT**. "I got you the last 'Man Enough to be a Girl Scout' t-shirt they had **LEFT** in the Girl Scout Shop. I'm so glad we got everything we needed. We even had enough Cookie Dough **LEFT** to buy all us all Girl Scout Cookie Share buttons."

Just then, Tanisha **WRIGHT's** phone rang. "It's a text from Aunt Tillie **WRIGHT**," said Tanisha. "She **LEFT** a booth sale poster for us on Gramma **WRIGHT's** back porch. I'll go **RIGHT** over and get it," she said as she **LEFT** the house. By the time Tanisha **WRIGHT** returned, Mrs. **WRIGHT**, Mr. **WRIGHT** and Jessica **WRIGHT** had set-up for the Girl Scout troop meeting. Each girl took off her shoes and **LEFT** them by the front door. Jennifer turned to her **LEFT** to say hi to Karen. Nina was so busy talking to Maya, she bumped **RIGHT** into Zoe. Together they all finished helping Tanisha **WRIGHT** and Jessica **WRIGHT** finish setting up for the troop meeting.

The **WRIGHT** troop started their meeting with the Girl Scout Promise, making the Girl Scout sign with their **RIGHT** hand and then checked their Cookie Business Plan to see what jobs were **LEFT** to done. They decided to **WRITE** thank you notes to the Cookie Cupboard volunteers. "Are there any Booth Sale slots **LEFT** we need to fill?," asked Jessica **WRIGHT**. "Yes, we have one more spot **LEFT**," said Mrs. **WRIGHT** so Zoe signed up. Next, the girls began decorating the booth sale posters by putting the Cookie varieties on the **LEFT** side of the poster and their plans for using the Troop proceeds on the **RIGHT** side of the poster. Finally, it was time for snack, so Zoe passed them out starting on her **LEFT**. The girls checked to see what jobs were **LEFT** on their Kaper chart to ensure the **RIGHT** person got to choose the song for their closing ceremony. The girls were careful to clean-up afterwards to ensure they **LEFT** everything better than they found it. Mrs. **WRIGHT** was very pleased and thanked all the girls for their help. "Goodnight, Mrs. **WRIGHT**. See you next week," said the girls as they **LEFT** the meeting.

*Now I hope you have the cookie swap you wanted because that is all that is **LEFT** of our story – except to remind you, Girl Scout cookie season is **RIGHT** around the corner!*

