

## Writing STELLAR SKILLS Stories

Telling her Stellar Skills story shines a spotlight on the incredible things she is learning and accomplishing as a Girl Scout! The goal of the Stellar Skills contest is to share the impact the Girl Scout Cookie Program has on girls' lives - the important skills girls are developing and the amazing experiences they are having by participating!

Submissions of Stellar Skills stories are encouraged from girls, their family members, volunteers and staff. This chart below shows some **examples** of how a statement, with a little thought, can become an inspirational STELLAR story! Read through the samples below to help you and your girl talk about her own Stellar Story. **These are just examples - her story will be as unique as she is!**

DESCRIBE THE SKILL (good)	THOUGHTFULLY ADD DETAILS (better)	SHARE YOUR STELLAR STORY (best!)
<p>Goal Setting: Abby's troop agreed on a troop goal for their troop's cookie sale.</p>	<p>When Abby's troop agreed on a troop goal for their troop's cookie sale, Abby suggested that they also plan to increase their goal by 100 boxes each year they sold cookies. Together with their leader, the troop added up the potential earnings and was amazed at how quickly it added up!</p>	<p>The ability to think ahead and plan is not always at the top of a 9 year old's list of skills, but Abby is learning a lot from the Girl Scout Cookie Program. When Abby's troop agreed on a troop goal for their troop's cookie sale, Abby suggested that they also plan to increase their goal by 100 boxes each year they sold cookies. Together with their leader, the troop added up the potential earnings and was amazed at how quickly it added up! Abby continues to inspire us with her newfound skill of goal setting. At a recent field trip, we were required to bring a can of food each for admission. Abby asked that we set the goal higher, and each bring in a BAG of canned food! We were greeted with huge smiles when we arrived with 10x the required amount of donations for our field trip! I think Abby's smile was the biggest of all!</p>
<p>Decision Making: Abby's troop voted to hold their cookie booth sale at a car wash.</p>	<p>When given the choice of the local supermarket, or a new car wash facility, Abby's troop voted to hold their cookie booth sale at a car wash. They talked about the problem last year of girls not fully participating in the booth sales, and the possible reasons for that. The group was silent, until Abby politely suggested that they have done booth sales at the same market for the past three years, and maybe it was time to energize their sale with new surroundings.</p>	<p>When given the choice of the local supermarket, or the corner Car Wash facility, Abby's troop voted to hold their cookie booth sale at a car wash. They talked about the problem last year of girls not fully participating in the booth sales, and the possible reasons for that. Abby suggested that they have done booth sales at the same market for the past three years, and maybe it was time to energize their sale with new surroundings. The group was silent, until Abby politely suggested that the Car Wash would be a new place they have not tried yet, and they might even catch the attention of customers who might be driving by. The girls all got very excited about this new location, and started making plans to re-make all of their old booth sale signs with a "Drive-thru" cookie theme, complete with arrows and bright colored Girl</p>

		<p>Scout lettering. They planned an extra meeting just to make the signs and practice their pitch to the customers waiting for their cars. The morning of the booth sale, we had ZERO no-shows and each girl enthusiastically showed off their new signage. Their excitement brought in more customers than ever! The time flew by, and when it was time to leave, the girls begged me to sign them up again for another booth sale at the Car Wash. Abby's decision to speak her mind, and lead the troop to a group decision really solved a problem for our troop!</p>
<p>Money Management: Abby's troop met with a new Daisy troop to show the girls how to make change.</p>	<p>Recently Abby noticed that the clerk at the store never counted back the change correctly. I said that not everyone knows how to do that, and she replied, "then how do they know they are not giving too much or too little change?" She was adamant that everyone needed to know this skill, especially Girl Scouts just starting out in their Cookie Business. At their Girl Scout meeting, Abby asked her troop if they would like to meet with a Daisy troop to give them tips on their first Cookie sale. The troop agreed, and after a few weeks, Abby's troop met with a new Daisy troop to show the girls how to make change.</p>	<p>From her three years of experience selling Girl Scout Cookies, Abby is very aware of the importance of counting out correct change, and storing the bills in an organized way in the fanny-pack. Often when selling cookies door-to-door Abby is complimented on her ability to make correct change from a \$20 bill. Recently Abby noticed that the clerk at the store never counted back the change correctly. I said that not everyone knows how to do that, and she replied, "then how do they know they are not giving too much or too little change?" She was adamant that everyone needed to know this skill, especially Girl Scouts just starting out in their Cookie Business. At their Girl Scout meeting, Abby asked her troop if they would like to meet with a Daisy troop to give them tips on their first cookie sale. The troop agreed, and after a few weeks, Abby's troop met with a new Daisy troop to show the girls how to make change. Abby created practice cards, included all of the proper steps in making change, in pictures, so her troop would have some visual aids to use when teaching the Daisies how to make change. She insisted that the leader keep the cards, so that the Daisies could continue their practice. It has been said that the best way to understand a concept is to explain it to someone else. Abby is an example of this; she is a Money Management MASTER!</p>
<p>People Skills: It was the Girl Scout Cookie Program that showed me the importance of making a personal connection.</p>	<p>My name is Abby, and I would like to tell you about how the Girl Scout Cookie Program helped me learn to look people in the eye, share what my goals were and how they could help, and thank them for listening, even if they did not make a purchase. It was the Girl Scout Cookie Program that showed</p>	<p>I've met so many new people at our cookie booth. And I've gotten really good at chatting with them about how we are doing more than just selling great Girl Scout cookies. We're earning money to achieve our cookie-season goals and do great things. My name is Abby, and I would like to tell you about how the Girl Scout Cookie Program helped me learn to look people in the eye, share what my goals were and how they could help, and thank them for listening, even if they did not make a purchase. It was the Girl Scout Cookie Program that showed me the importance of making a</p>

	<p>me the importance of making a personal connection.</p>	<p>personal connection. I have been selling Girl Scout cookies for five years now, and as I enter Middle School, I notice that a lot of kids use their phones to communicate with each other, even when in the same room! Some feel awkward to speak in person, and are more comfortable using their device as a protective shield when in conversation with their peers, or even adults! I know that the personal connection is important to us now, and even more as we get into high school and college. I am so thankful to have had the experience of the Girl Scout Cookie Program to show me the importance of having people skills! I am comfortable speaking face-to-face with people because I know they are interested in what I have to share. Thank you Girl Scout Cookies!</p>
<p>Business Ethics: Abby delivered on her promise to give a hand-drawn "Thank You" note with every order of Girl Scout cookies.</p>	<p>In preparation of the Girl Scout cookie sale, Abby made signs and posters to advertise the sale. She advertised that she would make a personalized "thank you" note for every person who ordered a box of cookies. Abby delivered on her promise to give a hand-drawn "Thank You" note with every order of Girl Scout cookies.</p>	<p>In preparation of the Girl Scout cookie sale, Abby made signs and posters to advertise her sale. She advertised that she would make a personalized "thank you" note for every person who ordered a box of cookies. I was hesitant when I saw that was her plan, and I let her know that meant she could potentially be making 100s of "thank you" notes, because if she advertised it, she would be obligated to make good on the ad. We talked a lot about truth in advertising, and how companies are bound by law to make their ads true and follow through with them. We had fun flipping through a magazine and looking for promises made and promises kept. She understood completely that it was her responsibility to keep track of her customers, and give them each a "thank you" note even if they never saw her poster, or were unaware of her promise. She ended up selling 684 packages last year, and was ready with a stack of 800 hand-drawn "thank you" notes, just to make sure everyone received one. Abby delivered on her promise to give a hand-drawn "Thank You" note with every order of Girl Scout cookies. This year, many of her previous customers have ordered cookies again, and some remember (and still have) her hand-drawn "thank you" note from last year! Today's Headline: Truth in Advertising Grows Customer Loyalty!</p>

The deadline for Stellar Skills stories is March 31. Late submissions will be held for the next year. Nominations can be sent electronically via [Stellar Skills entry form](#). For questions or assistance with submitting your story, please contact [customercare@girlscoutsoc.org](mailto:customercare@girlscoutsoc.org)