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OPEN FOR BUSINESS

HELP GIRLS SUCCEED AS COOKIE ENTREPRENEURS

COOKIE BOOTH TIPS

ORDER WISELY!

Order only the number of cases you know your troop can distribute. Additional cases can always be picked up at Cookie Cupboards which often have weekend hours. An adult registered with your troop should be on call during the booth to pick up cookies and restock the booth as needed. Once your troop picks up cookies, they cannot be returned or exchanged with the council or cupboard.

THINK OUTSIDE THE BOOTH.

Research how to host a drive-thru, or curbside cookie booth in your area. These types of booths allow for troop members to socially distance from customers outside while still reaching cookie goals. Always follow all safety guidelines, including never allowing a girl to approach a car.

BUNDLE UP POPULAR COOKIES.

To encourage multi-box purchases, suggest that girls bundle boxes and attach recipes using the cookies or offer handmade cards such as "Happy Birthday" or "Thank You."

ENCOURAGE TROOP-TO-TROOPS & GIFT OF CARING PURCHASES.

Make signs promoting your Gift of Caring recipient and display the Troop-to-Troops poster. Find it at girlscoutshs.org/cookiesellers.

DRESS IN UNIFORM!

Customers love seeing girls in uniform and the badges they've earned. It is amazing what effect this has on your supporting public.

BE VISIBLE!

Decorate! Be creative and colorful!

Make an attractive table display. Use balloons, streamers, posters and the cookies themselves! Remember to promote your troop goals and community projects.

Put signs on a vehicle and park in a visible spot! Customers will see the signs and know where to get cookies. People might even make a special trip to get them because they saw your sign. Bring along your troop goal poster and pictures of activities in which you have participated.

SET UP YOUR TABLE WITH PLENTY OF COOKIES.

A full table attracts more customers and allows them to see the varieties. Arrange cookies so customers can pick up their boxes instead of girls having to handle them.

PRACTICE, PRACTICE, PRACTICE!

This is the time for girls to tell their story. Have girls develop a script of what to say and have them practice with each other and caregivers telling what the troop's goal is and what activities they plan to spend their earnings on.

LOCATION! LOCATION! LOCATION!

After girls set a Troop Booth Goal, begin looking for locations. Get out early to locate the best sites. Possible locations outside of council organized locations include: sporting events, car washes, concerts and plays, quick oil change shops, churches, universities and colleges, drug stores, parks and playgrounds, and hardware stores.

REMEMBER COOKIE BOOTH ETIQUETTE

Review the [Cookie Booth Etiquette Contract](#) with your girls and caregivers, and have them sign.

As you arrive at your booth location, identify yourself to the store manager and let them know how long you will be there. Remember to thank them for their support of Girl Scouting in the community. Encourage your girls to write a "thank you" note.

Selling Girl Scout Cookies at a booth is a privilege granted to us by local merchants. If this privilege is abused, even unintentionally, it could cause all Girl Scouts to lose the opportunity for additional booths at these places of business.

Girls need to be careful and considerate of the merchant's property and customers. If there are any complaints, you may be asked to leave by the management.

We appreciate the enthusiasm of our Girl Scouts, however, do not allow them to bombard the customers. Stay clear of doorways, walkways and vehicles. Remember, we are all Girl Scouts. Be courteous even if people do not purchase cookies.

At the end of your booth time, pack up all empty cookie cases and take them with you. Girl Scouts always leave a place cleaner than they found it.

If there is a dispute over a cookie booth with another troop do not involve store management, but contact the council.