

Practical Tips for Parents and Caregivers

What Can a Cookie Buy? The Experience of a Lifetime.

Girl Scouts of the USA is the premier leadership organization for girls. The Girl Scout Cookie Program is the largest girl-led business in the country and generates immeasurable benefits for girls, their councils and communities nationwide.

Through the Girl Scout Cookie Program girls develop five essential skills:

- Goal setting
- Decision making
- Money management
- People skills
- Business ethics

All proceeds generated from the cookie program stay in your local Girl Scout council to support Girl Scouting in your area, including the portion that goes directly to the group selling the cookies. Council proceeds are to benefit all girls involved in Girl Scouting through program activities, use of council resources, and financial assistance for program participation, community projects, and travel.



You Can Make This Year's Cookie Program a Success!

Support your Girl Scout

- Go to your troop's Cookie Program Family Meeting.
- Assist with the setup and approval of her Digital Cookie storefront.
- Help with order taking and cookie delivery.
- Sign receipts for product in your possession.
- Help your Girl Scout network with family and friends, but let her do the "ask" so she can learn important business skills.
- Help her create a plan for when and how she wants to reach new customers.
- Help her arrange for a time to order at your place of work, place of worship or other places where people might purchase Girl Scout Cookies.
- Attend your council training to become the troop cookie manager (or help the troop cookie manager when another adult is needed).
- Offer to be a supervising adult — there are lots of opportunities to lend a hand, particularly at troop cookie booths.
- Share your business expertise and help link the Girl Scout Cookie Program with the wider business world.
- Follow your Girl Scout Council and group guidelines on how to help keep money safe.

Coach Your Girl Scout

- Listen to her practice her sales pitch.
- Review troop cookie materials, and visit girlscoutcookies.org to learn more about the cookies.
- Ask questions — maybe even pretend to be a potential customer and do a little role-play!
- Guide her to set practical and useful goals about what she wants to learn and earn.
- Be a role model for business ethics and safety rules!
- Have fun together!

Remember that the Girl Scout Cookie Program is a part of the Girl Scout Leadership Experience, which is girl driven. Let your Girl Scout take the lead in selling cookies and reaching goals. Your encouragement, coaching and guidance will be key ingredients to a successful Cookie Program experience.

For more information on the Girl Scout Leadership Experience, check out girlscouts.org/gsle.

