

# Help your Girl Scout say

## COUNT ME IN!

1. Make sure your Girl Scout is a registered member of Girl Scouts of the USA for the current Girl Scout membership year.
2. Help your Girl Scout learn about the cookies and assist her with setting a personal goal.
3. Assist your Girl Scout when she goes online to complete the CookiEZone goal activity.
4. Encourage her to make a telephone or e-mail list of her friends and relatives to contact.
5. Discuss Cookie Activity Safety Guidelines.
6. Coach her in her selling techniques, including how to share her goals, and suggest additional reasons to purchase cookies.
7. Accompany your Girl Scout to support her as she sells.
8. Discuss how you can help her reach her goals such as giving rides when she needs them or safeguarding her cookie money. Remember, closing the sale is her responsibility.
9. Allow your Girl Scout to participate in a booth sale and volunteer to help.
10. Check on her progress during the sale. Help her to live by the Girl Scout Promise and Law, recognizing how it applies to business ethics throughout the activity.

# *Fun* **FACTS!**

With every purchase, approximately 70% of the proceeds stays in the local Girl Scout council to provide a portion of the resources needed to support Girl Scouting in that area, including a portion that goes directly to the group selling the cookies.

The number one reason people buy Girl Scout Cookies is to support Girl Scouting.

*A local volunteer board of directors determines how much the cookies sell for based on how much money the council needs to provide the programs they plan to offer girls.*

**Girl Scout Cookie Sale activities support the democratic process in Girl Scouting and give girls the opportunity to decide how some of their troop/group proceeds will be spent.**

ABC Bakers has been making Girl Scout Cookies since 1938, making it the oldest and most experienced of the two suppliers licensed by Girl Scouts of the USA.

*Here's a sample grocery list for ABC: 18 million pounds of flour, 12 million pounds of sugar, 1.2 million pounds of peanuts, 1.3 million pounds of coconut!*

Thin Mints make up over 25% of Girl Scout Cookies sold. The second most popular cookie is the coconut, caramel, and chocolate confection ABC calls Caramel deLites.

**All licensed bakers offer five varieties of Girl Scout Cookies: Thin Mints, Shortbread, Caramel deLites, Peanut Butter Sandwich and Peanut Butter Patties. Each baker occasionally changes one or more of the other three varieties offered.**