

Ready for Success!

The first rule of success is to expect to be successful. People who expect to be successful are. Expect success in your cookie sale training.



Build a cookie training team. Get leaders, cookie managers, parents and guardians involved.



Generate excitement about the sale all year long.



Use all the resources available to you. Use this part of the ABC Web site and the girl sections.



**Plan and communicate troop and council's goals.
Girls need to know how their cookie money will be used.**



Be respectful of everyone's time. Busy parents and volunteers will be more likely to participate if their time is used efficiently.



**Prepare everyone for a safe, successful cookie selling experience.
Review the safety information on the order card and Safety Wise.**



Make it fun, active and fast! Deadlines in the cookie sale keep it short for a good reason. A fast sale is a fun sale.

Visualize a great cookie sale, and take steps to make it happen!