



Prepare for a Family Cookie Meeting

Family meetings should take place one to two weeks before your cookie program's start date. This may be an in-person meeting at the same time as your troop meeting or a virtual meeting in the evening that works for families. Set a date, time and location for your meeting, and invite families.

Attend your Cookie Rookie or Cookie Refresher prior to holding your meeting.

Review cookie season materials in your Cookie Kit and at www.gssem.org/csr so you're ready!

If a Girl Scout has two households, send a copy of all materials to each parent/caregiver.

Set key deadlines for your troop based on GSSEM deadlines. Consider your own availability to deposit funds in bank account and leave time for checks to clear for ACH sweeps.

Volunteers should decide how often they will be going to the Cookie Cupboard for orders placed after the Initial Order and how families will place additional orders (email, text)

Meet with the adult volunteers to plan the meeting. One volunteer will do a planning session with the Girl Scouts while another volunteer talks with the adults. Older troops may opt to meet all together. You may also opt to do an adult only virtual meeting.

Plan for Girl Scouts to earn one Financial Literacy badge and one Cookie Business badge as part of the cookie program this year.

Bring cookie materials: Family Program Information, Product Sales Parent Permission and Agreement to Assume Debt order cards, envelopes, pens and other materials as needed.

Planning Session with Girls

Let the Girl Scouts add ideas onto three large pieces of paper around the room: helping others or taking action, field trips, and troop meeting activities. You may want to add a few recommendations to the Girl Scouts' lists.

After the Girl Scouts finish brainstorming ideas, it's time for them to work together to pick their favorites. Give each one a different colored marker and let them make two to three check marks. At the end of the session, you'll highlight the collective top three under each category so everyone can think about them before making a final decision at a future date.

Order Card Review

Girl Scouts review the different sections, highlighting the different types of cookies, the rewards, where to find nutrition facts, how to help customers complete the order card, and how to use the card to take orders over the phone.



Adult Session

The 5 Skills of the Girl Scout Cookie Program:

- Goal setting: Girl Scouts set a troop goal based on what they want to do with their cookie proceeds. Then they set an individual goal in partnership with their families to support their troop goal.
- Decision-making: Girl Scouts decide where and when to sell cookies, how to market their cookie business, and what to do with their troop proceeds.
- Money management: Girl Scouts gain confidence managing money as they develop a budget, take cookie orders, and handle customers' money.
- People skills: By talking to customers and working with their troop, Girl Scouts learn valuable people skills.
- Business ethics: Using the Girl Scout Law as a guide, Girl Scouts learn to run their businesses in an honest and responsible way. Review the benefits of the Girl Scout Cookie Program.

Girl Scout Cookie proceeds stay local supporting the cookie program, troop proceeds, and their local Girl Scout Council. Troop Proceeds support troop needs and activities, such as meeting supplies, girl-led adventures, and Take Action projects.

Review resources and paperwork

Pass out resources to go over and collect paperwork needed

Review ways the troop will sell

- Text or Call Friends and Family
- Digital Cookie
- Door-to-Door Deliveries
- Cookie Booths

Review deadlines, ask for help, and tell families how to get support. Share important deadlines so families can plan ahead. Ask adults to sign up to support cookie booths and other troop activities between the start of the cookie program and the end of the school year. This is a good time to make sure you have updated contact information.

Bring the Girl Scouts and adults back together. Have the girls share the choices they picked from each category. Remind families a final decision will be made in future.

