

# COOKIE PROGRAM PARTICIPATION MENU

Discuss with your girl(s) which participation option is best for them! Girls may participate in the full five-course meal and beverage listed below, or they may select “courses” that fit their skill level, interest, and availability.

## Beverage

Order card



The order card is the “milk” to your cookie meal...it accompanies every course. If a girl doesn’t have inventory on hand for a customer, she can use this tool to collect their order and deliver it later. Or, if your family is unsure of how much inventory to check out from your Troop Cookie Manager, you can also use your order card to collect orders and then pick up cookies as you need them.



## Appetizer

Friends and family sales

Asking friends and family members to purchase Girl Scout Cookies is a great way to start the sale. If this is your girl’s first time selling cookies – or they don’t have much free time because of school, sports, or other activities – this might be the perfect bite-sized course for your girl!

## Soup

Digital Cookie



The second course is a great option for people with busy schedules and/or girls who want to leverage technology to reach their customers. Girls use Digital Cookie to have cookie orders shipped to out-of-town family and friends, accept Operation Thin Mint donations online, or have local customers place orders for girl delivery. This new sales channel modernizes the Girl Scout Cookie Program experience!



## Salad

Door-to-door sales & standabouts (“lemonade stands”)

Door-to-door sales are mobile cookie sales that allow girls to sell in residential neighborhoods; standabouts are lemonade-style stands in front of residences on private property. This course is a lighter option than the entrée – but will enable girls to learn important life lessons, such as People Skills, when selling cookies to people they don’t already know. Mobile sales (the “salad course”) are also a healthy option for girls!

## Main Course (Entrée)

Booth sales



Girls may sell cookies at pre-approved private commercial locations (e.g. in front of grocery stores, banks, shopping malls, etc.). The entrée is the primary participation course in which cookie customers see girls participate. This large meal is best for the girl/family that is motivated to sell cookies. Often a multiple-girl (troop) activity, this course requires significant adult involvement and support. While a fun (and often successful) way to sell, this hearty “portion” of participation appeals to engaged girls/families. Interested in just a “taste”? Attend only one or two booth sales – don’t “overstuff” yourself!



## Dessert

Office and corporate sales

The final course (office and corporate sales) often works best for experienced cookie sellers (building upon the sales skills they learned in the previous courses) – although many new sellers also enjoy this dish! Girls may sell to employees at parent/guardian workplaces (with workplace permission) – or may even prepare corporate sales pitches in attempt to sell cookies in bulk. When cookie businesswomen succeed in securing a large customer order, they get to taste “sweet” sales success!

**Don’t forget! Adult supervision is required at all times (for all “courses”)!**

# PARTICIPATION DECISION TREE

Use this tool to help decide which participation options work best for your family.

