FIVE STEPS TO EARN YOUR



Brownie Pins



YEAR 1

Check off the boxes as you complete each activity with your family—you can earn a different pin each year! Adults, look for the † throughout for special ways you can help!



YEAR 2

1. Go for the goal. Talk with your family to figure out a realistic
goal of how many cookies you think you can sell, then set a second
"stretch" goal that's a little higher. You might not meet the stretch goal,
and that's OK, but you won't know unless you try! Once you decide on
your goals, write them down and fill in the goal tracker—don't forget to
color it as you sell cookies!

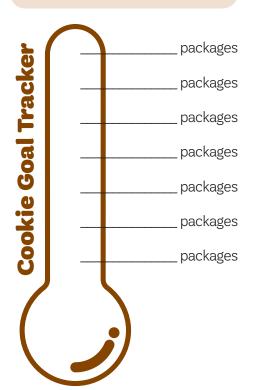
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2. Find more customers. Who do you want to sell cookies
to besides your family and friends? Have your family help you think
of people you see on the way to school or at weekend activities. How
could you find even more customers? Brainstorm ways to spread the
word about your cookie business, then write or draw your ideas here!

© Celebrate where she is. Having a goal to aim for will

Having a goal to aim for will keep your girl motivated and teach her to embrace challenges, but it's important to celebrate her efforts along the way, too, not just the outcome!



Open doors. Help her think of different ways to reach new customers, like going door to door,

using the Digital Cookie® platform or Smart Cookie, making phone calls to family, and setting up a booth. If she decides to go door to door, make sure a caring adult is with her at all times. Ask your troop leader about council guidelines for cookie booths.



3. Be a money master. Practice counting money and making change with a family member before you start selling to customers. Don't worry if you need help at first—that's what your family if for! Fill in the blanks below to practice totaling up a customer's order.	Help her shine. She may be ready to handle simple money transactions, but an adult should always be available to assist with big orders and large bills and				
One box of Thin Mints® costs dollars. Two boxes of Thin Mints cost dollars. (+ =)					
4. Make your pitch. Think of how you'll as In addition to introducing yourself and asking if the you might want to let customers know what you the cookie money you're earning or explain your what you want to say below, then practice it on your what you want to say below, then practice it on your what you want to say below, then practice it on your want to say below.	r troop plans to do with favorite flavors! Write Yes, no, maybe so. When she's practicing her pitch, pretend to be different				
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Scout Law reminds us to be responsible for what we say and do. You can do that by filling in important deadlines below so you don't forget! Create your own calendar using these dates, and track your progress with your family. Day by day. Keep all cookie deadlines on a shared family calendar, and give her a calendar of her own so she can practice crossing off dates and planning ahead. Time management will strengthen her business ethics as she gets older!					

My Important Cookie Dates Girl Scout Cookie season starts on: Cookie order deadline: Cookie pick-up: Money due date(s): My other deadlines:

Check with your troop leader about how your girl can get each pin, or head to **girlscoutshop.com** to purchase it.