

# Cookie Rookies

Calling all Cookie Rookies! If girls are new to the Cookie Program, this 10-minute video is just what they need to understand the basics. How you use it is up to you and will be influenced by the time available and the ages of the girls. You might show the entire program and discuss it afterward. Or with very young girls, you might find it helpful to stop after each section for discussion or activities.

## Before the show

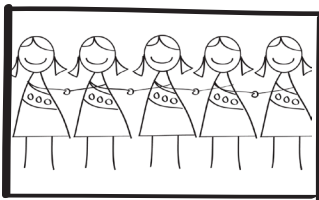
### Discussion starters:

- Have you ever eaten a Girl Scout cookie?
- Have you ever seen Girl Scouts selling cookies?
- Does selling cookies sound like fun?

## Introduction

### Discussion starter:

- Why can't the girl start selling cookies right away?



## How it works

### Discussion starter:

- Does anyone have a question about how it works?

### Tip:

- Be sure assemble a volunteer team. You'll want a cookie volunteer to head up the effort and additional help from parents for activities such as supervising booths, door-to-door sales and picking up cookies from the cupboard.



## Girl Scout Cookies

### Discussion starter:

- Which cookie is your favorite? Which would you suggest to a cookie customer?

### Activity ideas:

- Cookie Lanyards\* are easy to make and can help young girls remember the cookie varieties.
- The Cookie Concentration\* game is an interactive way to help girls learn the cookie names.



## The Pitch

### Discussion starters:

- Why is it important to practice what you're going to say to customers?
- Who can show us her "pitch" right now?

### Activity ideas:

- Sit in a circle with girls. Toss a ball to one girl and ask her to give her pitch. When she's done, she tosses the ball to another girl and invites her to practice her pitch. Play continues until all girls have had a turn and are comfortable with their pitches.
- Pair girls and encourage them to practice their pitches with one another. Sometimes, the "customer" should object so each girl can practice her responses.

**\*Activity resources can be found at [blog.littlebrowniebakers.com](http://blog.littlebrowniebakers.com).**

# Cookie Rookies

Volunteers



## Booth Basics

### Discussion starters:

- Does having a cookie booth look like fun?
- How could we make our booth attractive to customers?

### Activity ideas:

- Provide supplies for girls to create booth posters. Be sure they write their goals on some posters.
- Girls will need to know how to identify money and count back change at cookie booths. Try setting up a play store of toys or pictures of toys and a sampling of real or play money. Girls can alternate the roles of store owners and customers.



## Cookie Safety

### Discussion starters:

- What safety rules do you remember from the video?
- Why should we always obey safety rules?

### Activity idea:

- Girls love to perform. Encourage them to act out safety tips in a game of charades.



## What can you do with your cookie money?

### Discussion starters:

- What have you always wanted to try?
- What do you care about?

### Activity idea:

- Invite girls to draw pictures of something want to try and something they care about. You can use plain paper, or use the Goal Sheets\* on the volunteer blog, which feature many suggestions. Guide girls as they share their drawings and arrive at a group goal.

Thanks for all you do for your Cookie Rookies. Enjoy the Cookie Season!



\*Activity resources can be found at [blog.littlebrowniebakers.com](http://blog.littlebrowniebakers.com).