

**Activity:** Fill in the blanks to write the rough draft of your sales pitch then write a few versions of your own pitch.

Thank you, have a great day!

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

## Ambassador: Activity Sheet

**R&D step 4 Explore possible projects:** List several Gold Award or Take Action Projects. Then, during cookie sales ask customers which projects fill the biggest community need. Or if you've already decided on your project, ask customers for advice on making it have the most impact.

Idea 1:

Idea 2:

Idea 3:

**R&D step 5 Develop new ways to use cookies:** Brainstorm new ways to use Girl Scout Cookies. Then, hand out "recipe" instruction cards to each customer.

Idea 1:

Idea 2:

Idea 3:

**P&L step 2 Create a Cookie Promise:** Write your own promise to your customers by applying lines of the Promise and Law to your cookie sale. Then during cookie sales, post your promise for potential customers to see.

### Girl Scout Promise

*On my honor, I will try:*

To serve God and my country,  
To help people at all times,  
And to live by the Girl Scout Law.

### My Promise to You

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### Girl Scout Law

*I will do my best to be*

honest and fair,  
friendly and helpful,  
considerate and caring,  
courageous and strong, and  
responsible for what I say and do,

*and to*

respect myself and others,  
respect authority,  
use resources wisely,  
make the world a better place, and  
be a sister to every Girl Scout.

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### Senior: Activity Sheet

**Customer Loyalty step 1 Show how cookie money helps girls:** Sketch a draft of a poster or flyer that shows customers where cookie money goes, including financial aid, GS Bucks, program activities, member services, and camp.

**Customer Loyalty step 2 Connect with former cookie sellers:** Sketch a draft of a cookie timeline for your booth. Your timeline may include historical images or graphics of girls selling cookies from the 1950s to present day. Also brainstorm a list of conversation starters to use when a customer says they used to sell cookies or be a Girl Scout or Brownie.

Conversation Starter 1:

Conversation Starter 2:

Conversation Starter 3:

**Cadette: Activity Sheet**

**Think Big step 3 Sell your big dream to others:** Brainstorm exciting ways to tell customers the story of what you hope to do with your cookie money.

Idea 1:

Idea 2:

Idea 3:

Idea 4:

Idea 5:

**Think Big step 5 Share your experience:** Brainstorm innovative ways to let your customers know the progress you are making toward reaching your big dream.

Idea 1:

Idea 2:

Idea 3:

Idea 4:

Idea 5:

**Junior: Activity Sheet**

**Cookie CEO step 4 Learn to make a good impression:** Practice with a buddy

1. shaking hands firmly, politely, and friendly
2. greeting customers with a smile
3. thanking customers for purchasing cookies