

FIVE STEPS TO EARN YOUR

Cookie
Entrepreneur
Family

Daisy Pins

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 1



YEAR 2

- ☐ **1. Set a goal.** Goal setting is the first step to making dreams a reality. Look at the Girl Scout Cookie Program rewards with your family, think about your troop goals, and pick a reward to try for. Once you decide on the number of cookies you want to sell, fill in the goal tracker—then color it as you sell cookies!

My troop goal is _____ packages so we can _____.

My personal goal is _____ packages.

- ☐ **2. Decide how to reach your goal.** Who do you want to sell cookies to? Practice decision making by choosing who to reach out to first and in what way. Write a list or draw a picture of the people you'd like to sell cookies to. Put a star by your first customer!



Keep it real. Be sure they set a realistic goal, but remember that not everybody always meets their goals—and that's OK! This is a learning opportunity, and there's a lot to learn even if they don't achieve all they set out to.

Cookie Goal Tracker

_____ packages
_____ packages
_____ packages
_____ packages
_____ packages
_____ packages
_____ packages



Work it. If they want to sell to your coworkers, either bring her in to pitch them in person or have them draw a poster or make

a video that you can share with your colleagues. They could even share her Digital Cookie® link. Let your Girl Scout build decision-making skills by choosing the method right for them.

- ☐ **3. Practice with money.** Use your math superpowers to count and identify coins and bills with a grownup in your life. Don't worry if you need help at first—that's what your family is for! Use this space to write down how much each cookie costs so you can tell customers and count money as they make their payments.



Make money make sense. Counting one- and five-dollar bills will take your Girl Scout a while, but letting them handle money at home with supervision will sharpen their math skills and make them a star money manager.

- ☐ **4. Learn to talk to customers.** Ask a family member to pretend to be a customer. Many customers would like to learn about your cookie goal and what your troop might do with the money.



Navigate “no.” Some people won't want to buy cookies, and that's OK. Help your Girl Scout think of what to say to people who say no—business people don't always make the sale!

- ☐ **5. Think like a Girl Scout.** The Girl Scout Law reminds us to be responsible for what we say and do. You can do that by filling in important deadlines below and then keeping track of them with help from your family. That means starting your sale on or after the official start date and turning in your orders and money on time!



Prepare her to lead. For more business ethics basics, take another look at the Girl Scout Law. From reminding your Girl Scout to be honest and fair to telling them to use resources wisely, it's full of cookie boss wisdom!

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](https://www.girlscoutshop.com) to purchase it.