



Build A Better Booth

EVERYTHING YOU NEED TO KNOW ABOUT BOOTH SALES! - FOR PARENTS

What is a Booth Sale?

Girls sell cookies directly to the public with proper supervision. Booth sales are a supplement to the regular cookie order taking period to help your Troop achieve its goals. Booth sales are a great way to earn additional funds for Troop activities, spend some time with your Troop, boost the girls' cookie count, and make lots of people happy. Proper planning will ensure a successful and fun booth sale.

How do Booth Sales benefit my daughter?

While selling Girl Scout Cookies[®], your daughter learns successful business methods and practical entrepreneurial skills. These skills include:

- Leadership Development
- Ethical Decision-Making
- Presentation Skills
- Working as Part of a Team
- Setting Goals
- Developing Plans for Reaching those Goals
- Interpersonal Communication
- Customer Service
- Financial Literacy
- Money Management

How do the sales get divided within the Troop?

The number of boxes sold among the girls who attended the sale is evenly divided. This amount will be added to their individual sales. This may help your daughter achieve higher cookie incentives and higher cookie credits.

What can I do to help?

First, you can read the “Cookie Booth Etiquette” Rules and with your child and help her understand them so she can put them into action. Then sign the “Cookie Booth Behavior Contract.” You can also help your practice her communication skills. Together, you can role-play different situations of cookie selling. Pretend you are the customer and have her ask you to buy a box of Girl Scout Cookies[®]. What will she say? What if you say you are on a diet? What if you don’t like Girl Scout Cookies[®]? Role-playing these situations will help boost her confidence when it comes to the real cookie selling. It is also important to have adults present at booth sales to insure the safety of the girls. But it is also *important that adults don’t take over*. Girls learn by doing! Adults are there to provide support—help them understand their role so girls can get the most of their Cookie Booth experience.