

KOOKIE COOKIE MARCHING SONG

Chips Ahoy and Oreos
Are okay as cookies go
Thin mints are the first to sell
But Samoas do just as well

Count off 1 2
Count off 3 4
Count Off Cookies! 1,2,3,4

Thank you Berry Munch is new
You should really try a few
Cranberries and white fudge chips
Yum, yum says your lips

Count off 1 2
Count off 3 4
Count Off Cookies! 1,2,3,4

Our Do Si Dos have peanut butter
Trefoils are like no other
Dulce de Leche is fun to say
Try them and you'll go HOORAY!

Count off 1 2
Count off 3 4
Count Off Cookies! 1,2,3,4

None of our cookies have trans-fat
Lemon Chalets are all that
Tag Alongs are double good
Tasting like cookies should

Count off 1 2
Count off 3 4
Count Off Cookies! 1,2,3,4

Operation Cookie – buy some please
To send to soldiers Overseas
Cookies are a taste from Home
For all those soldiers all alone

Count off 1 2
Count off 3 4
Count Off Cookies! 1,2,3,4

We'll be knocking at your door
Just so you can buy some more!
You can't buy them all year long
So load up on those Tag a longs!

Count off 1 2
Count off 3 4
Count Off Cookies! 1,2,3,4

Susan Quigley's Helpful Hints for a Successful Girl Scout Cookie® Sale!

SELL TO EVERYONE

- ❖ People WANT to buy Girl Scout Cookies®! They are looking for Girl Scouts if they don't have kids. **You are offering them a service, not "pushing" something on them.**
- ❖ Take a picture of the girls and tape it to the short cookie order form and fax to friends, relatives, offices that you work with. If there's no one selling in the office, believe me, they'll be happy to buy! Last year, one office bought over 50 boxes. They even got orders from their own family members – not to help us, but because they love Girl Scout Cookies®!
- ❖ The easiest way to sell without selling is to offhandedly comment on the cookie sale – "I can't believe how excited Janie is about making her goal this year, she even wants to go door-to-door selling her Girl Scout Cookies®".

HAVE A SALES PITCH AND PRACTICE IT

- ❖ People can't resist listening to a girl do her sales pitch. Don't interrupt the girl or speak for them. Try as we might, we are not as cute as them. People rarely ignore a girl.

DO BOOTH SALES & WALK ABOUTS

- ❖ The easiest way to sell cookies is through booth sales. The girls have fun, people get their cookies immediately, there are no deliveries to worry about and it gives the girls an opportunity to practice their people skills, money changing, and explore their creativity through their displays and posters.
- ❖ We really increase our sales by doing both corporate booth sales that you sign up for through the Council and local booth sales that you can do on your own with local merchants.
- ❖ This year we will do a Walk About sale. We're going to go door-to-door once we have the cookies in hand. Last year, when we delivered, we brought inventory with us, and we sold almost 100 boxes to both the people who had already ordered, and people literally stopped on the street and asked if we had extra.
- ❖ Have a money collection box or can for Operation Cookie at the booth sale and make sure to ask people if they would like to donate their change.

SET A TROOP GOAL

- ❖ We set our goal, we ordered the number of boxes of cookies we wanted to sell to hit our goal, and then we made a point of selling them.
- ❖ Parental support is very important, often they underestimate their daughter, or they don't want to make the effort themselves. When a girl has a goal, she'll make the effort either for herself or because she doesn't want to let the troop down.

