

# The Girl Scout Cookie Activity Pin



All girls who participate in the Girl Scout Cookie Program are eligible to earn the annual Cookie Activity Pin, which recognizes the “5 Skills” learned and practiced along the way. Girls can collect a different color pin each year to recognize growth in these 5 skill areas.

After she earns the pin, each girl should be able to discuss how she has accomplished the following:

## 1. Goal Setting:

- Set personal learning goals. What do you want to learn this year? What do you want to do better? Share this with at least one other person or your group.
- Set personal sales goals for yourself based on your personal and group goals. Keep a record of your accomplishments each year!

## 2. Decision Making:

- Develop a basic business plan for your cookie sale.
- Work as a team with other Girl Scouts to decide when and where you’ll sell cookies and what you’ll do with the money you earn.

## 3. Money Management:

- Develop a budget for accomplishing at least one of the goals you set in the Goal Setting step. Use this budget to help determine your sales goals.
- Be able to explain how the money earned in the Girl Scout Cookie Program helps you, your group, and your council.

## 4. People skills:

- Practice your “elevator speech” for customers about what you are selling, why you are selling it, and why they should purchase it.
- Make a list of customers you will approach (don’t forget people you sold to last year).

## 5. Business ethics:

- Discuss how living the Girl Scout Promise and Law applies to what you do in the Girl Scout Cookie Program as a businesswoman.



Available in August [UPC 09020 \$1.15 retail]. Purchase at your local council store or through [www.girlscoutshop.com](http://www.girlscoutshop.com). This is the new 2011 cookie activity pin. Each year the pin is a different color.