

Hold a Troop Family Meeting in Early February

In addition to the Badgerland-led family meetings, we recommend holding a Cookie Meeting with your troop to talk about troop and individual sales goals, choose a Cookie Share partner, and establish processes and deadlines. You'll also want to confirm during the family meeting that everyone has submitted their permission forms and that rewards are chosen. **Initial Cookie Orders are due February 15, so you'll want to meet before then.**

SAMPLE FAMILY MEETING AGENDA

1. Introduce the Troop Cookie Coordinator & Distribute Their Contact Info

- Set boundaries for when families can pick up cookies and drop off money.

2. Determine what type of Cookie Sale the troop/families are comfortable with this year

- Decide whether you'll be doing booth sales, and if so, what types? Choose the dates and locations of your troop's cookie booths.
- Girls are encouraged to set up a Smart Cookies account and invite family and friends to shop her online store. Review the online social marketing guidelines as listed on the Parent Permission Form.
- **Remember: Girl Scouts are honest and fair and don't begin taking orders before March 13.**

3. Talk About COVID Safety

4. Review Safety Guidelines (*detailed in the Cookie Family Guide*).

5. Talk about Goal Setting

- What is the troop's goal? What are you working toward? What does the troop want to do with the proceeds? (TIP: Use the Troop Goal Setting chart available at abcsmartcookies.com.)
- What is each individual Girl Scout's personal goal? What reward is she working toward? (There is no expected maximum or minimum amount for girls to sell. It's up to each family individually. The average number of boxes a Badgerland Girl Scout sells is 254.)

6. Talk About Money Collection

- Families are financially responsible for the cookies they order, but NO money is due up front for cookies received.
- Remind girls & parents that money is collected from cookie customers at the time of the sale. Checks can be made out to the troop.
- For direct sales, money should be turned in weekly. Provide specific dates you want parents to return money.

7. Review the 5 Skills

- Girls gain essential life skills by participating in the Cookie Program.

8. Choose a Cookie Share Partner

- What cause or nonprofit will the troop donate cookies to?

9. Ask for Volunteer Help

- Before the meeting ends, have parent scheduled to help you during the course of the sale. Be specific about what your needs are and your expectations.

9. Go over all the trainings and activities to get the girls prepared and excited for the sale.



This year's Cookie Mascot is encouraging girls to be their best, truest selves as they build their Cookie business this year. Check out the bee-themed girl and troop rewards.