## **FIVE STEPS TO EARN YOUR**



## **Daisy Pins**



VFAR 1



VEAR 2

Check off the boxes as you complete each activity with your family—you can earn a different pin each year! Adults, look for the it throughout for special ways you can help!

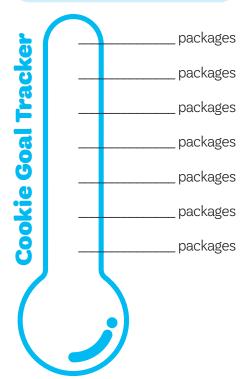
<b>1. Set a goal.</b> Goal setting is the first step to making dreams
a reality. Look at the Girl Scout Cookie Program rewards with your
family, think about your troop goals, and pick a reward to try for. Once
you decide on the number of cookies you want to sell, fill in the goal
tracker—then color it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

My troop goal is	packages so we car	l <u></u> -

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 she sets 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 she doesn't achieve all she sets out to.



**Work it.** If she wants to sell to your coworkers, either bring her in to pitch them in person or have her draw

a poster or make a video that you can share with your colleagues. She could even share her Digital Cookie® platform link or Smart Cookie link. Let her build decision-making skills by choosing the method right for her.



and identify coins and bills with a grownu you need help at first—that's what your fa write down how much each cookie costs count money as they make their payment	mily is for! Use this so you can tell cust	space to	Make money make sense. Counting one- and five-dollar bills will take her a while, but letting her handle money at home with supervision will sharpen her math skills and make her 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 her think of what to say to people who say no—business people don't always make the sale!				
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 to be honest and fair to telling her to use resources wisely, it's full of cookie boss wisdom!			
My Important Co	ookie D	ates			
Girl Scout Cookie season starts on:					
Girl Scout Cookie season starts on:					
Girl Scout Cookie season starts on:					
Cookie order deadline:					

Check with your troop leader about how your girl can get each pin, or head to **girlscoutshop.com** to purchase it.