

# Sample Tip Shop for Parents and Volunteers

Use this sample Tip Shop to get the word out to parents and volunteers at your events and meetings.

## Goals

- Excite parents and volunteers and show how participating in the Girl Scout Cookie Program gives girls skills they need to succeed right now and as they grow up.
- Help parents and volunteers practice for their role in make the Cookie Program a fantastic “earning by doing” experience for girls.

## Tip Shop Checklist

### Getting Ready

- Collect anecdotes about girls in your area who sold cookies: What did they learn? How did they change and grow by selling cookies? Get great quotes from girls and parents about the experience!
- Make copies of the following handouts, which you can find at the end of this booklet and at [www.girlscouts.org/cookies](http://www.girlscouts.org/cookies)
  - ▶ The 5 Skills in Action
  - ▶ Coaching Your Budding Businesswoman!
  - ▶ Creating Cookie Success
  - ▶ The 5 Skills and Girl Scout Leadership Outcomes/  
The 5 Skills: Shaping Your Girl's Future (print back to back)
  - ▶ The Girl Scout Cookie Activity Pin/Safety Tips (print back to back)
- Make “Tips for Helping Your Girl Scout” bookmarks and “5 Skills” wallet cards ([www.girlscouts.org/cookies](http://www.girlscouts.org/cookies))
- Print “My Cookie Business” posters ([www.girlscouts.org/cookies](http://www.girlscouts.org/cookies))
- Download videos when they become available on [www.girlscouts.org/cookies](http://www.girlscouts.org/cookies) or use your council videos
- Set up computer, projector, and screen if you plan to show videos

# Tip Shop Session

## Why we are here!

- Welcome everyone and thank them for coming!
- Sample introductory speech:

*We know how much of your time and energy it takes to help girls sell cookies, and we are so appreciative of all the important details you take care of to make it a success! (Like getting up early on Saturdays and driving girls and their cookies around...)*

*We thought that you deserve a chance to hear about what participating in the Cookie Program teaches our Girl Scouts and why it matters—to them and to you!*

- If you're talking to people who don't know anything about the Girl Scout Cookie Program, you may want to start with a few facts. Say:

*Did you know that the Girl Scout Cookie Program represents the largest girl-led business in the world?*

*Did you know that the Girl Scout Cookie Program happens only once a year—and for only 8–10 weeks?*

*Did you know that, in that short time period, the Girl Scout Cookie Program grosses more than \$700 million in sales?*

*And did you know that girls who participate in the Girl Scout Cookie Program learn and practice five valuable skills that will help them now and in the future?*

*Those 5 Skills are: Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics.*

*And by the way, all of the proceeds generated from cookie activities stay right here, in your local Girl Scout council, to support Girl Scouting in our area. That includes the portion that goes directly to the group selling the cookies.*

- Show a **video**— either one from your council or [www.girlscouts.org/cookies](http://www.girlscouts.org/cookies). (Look for *The Girl Scout Cookie Program: What Grown-ups Need to Know!* and *Brownie Elf and Friends: Manage Money!* in fall 2012.)
- If you aren't able to show a video, give **one or two short examples** to bring the 5 Skills to life. For example, maybe a fourth-grader was very shy but became more confident about speaking up after talking to people in order to sell cookies. It's not about the number of boxes sold—it's the skills that girls learn!

- Encourage parents and volunteers to share their own examples.
- Then say:

*As you can see, girls learn a lot while having fun when they participate in the Cookie Program. Let's find out more about what they learn...*

## What are your hopes for your Girl Scout?

- Give everyone "The 5 Skills in Action" handout.
- Allow five minutes for people to read the examples and possibly fill in answers to the questions.
- Then invite everyone to turn to those around them and share their hopes for how the 5 Skills will help girls succeed in the future.
- Ask for some "shout out" examples related to how each of the 5 Skills benefits girls—now or later in life. Will goal setting help her plan for college? Will money management help her save up for a destinations trip?

## Let's practice coaching girls to get the most out of the cookie sale.

- Say this:

*Of course, who is behind every girl who sells cookies and develops these 5 Skills? An adult who helps her get the most out of participating in the Girl Scout Cookie Program!*

*Think for a minute about the times in your own life when you have learned something because you had to chance to actually do it...*

- Encourage everyone to share an example of two with those sitting next to them.
- Then say:

*For girls to really get the full benefit of the Girl Scout Cookie Program, they need to "learn by doing" as much as possible for themselves. We're going to do a little role-play now to get into the spirit!*

- Give everyone the "Coaching Your Budding Businesswoman!" handout.
- Then say:

*Turn to those near you, form groups, and have some fun!*

- Allow 10–15 minutes for the role-play exercise. Then say:

*Did any of the scenarios sound familiar? What others can you think of? What will you be ready to say and do in response, so that girls have a wonderful experience?*

- If time permits:** Facilitate a discussion about why, as adults, we are sometimes tempted to step in and speak for girls or do things for them they could do for themselves. Try asking these questions:

*Do we start talking before they have a chance because we are nervous for them?*

*What else might be getting in the way of more active girl participation?*

*What can we do to keep girls at the center of the action? (Hint: the older girls are, the further on the sidelines adults can be!)*

### Here are some tips for having a great experience.

- Give everyone the “Tips for Helping Your Girl Scout” bookmark, the “5 Skills” wallet card, and the “Creating Cookie Success” handout.

- Say:

*This handout gives you practical tips for supporting and coaching your Girl Scout. You can slip the bookmark in a book or the card in your wallet to remind yourself about the 5 Skills your Girl Scout is learning.*

- If time permits:** Invite parents and volunteers to brainstorm more ways to help. You may want to make a list of their ideas, which you could post on your website. Encourage parents and volunteers to keep sharing ideas and examples about how to coach these budding businesswomen!

### Wrap-up

- Say:

*Remember, these 5 Skills will help every girl be more successful, no matter what future she chooses.*

*Why? Because they're leadership skills—and that's the Girl Scout mission, to develop girls of courage, confidence, and character who make the world a better place. This handout will show you how the 5 Skills are tied to the leadership benefits we offer girls, such as cooperation, team building, critical thinking, and problem solving.*

*On the back of the handout, you'll see how the 5 Skills will help girls succeed when they're ready to join the workforce.*

- Give everyone a copy of “The 5 Skills and Girl Scout Leadership Outcomes/ The 5 Skills: Shaping Your Girl's Future” back-to-back handouts.

- Say:

*Thank you for being so engaged in helping girls get the most out of selling cookies by learning the 5 Skills! We want to give you a poster that will help you capture the wonderful memories younger Girl Scouts are creating through the Girl Scout Cookie Program.*

- Hand out the “My Cookie Business” poster.
- Give everyone a copy of “The Girl Scout Cookie Activity Pin/Safety Tips” back-to-back handouts.
- Say:

*Remember that girls who sell cookies can earn the Annual National Cookie Pin. This pin is a great way for them to take pride in the skills they’re building each year—and it’s a great way for you to stay focused on coaching girls around the 5 Skills each year.*

*When you read the steps for earning the pin, you’ll see that they are intentionally designed to engage girls and adults in actively thinking and talking about the 5 Skills they are “learning” as they are “earning.”*

*Here’s a copy of the steps for earning the pin, plus a list of 10 important safety tips for girls.*

The Five Skills	Me in Action!	Now I know how to...
GOAL SETTING		
DECISION MAKING		
MONEY MANAGEMENT		
PEOPLE SKILLS		
BUSINESS ETHICS		

## How to Use the “My Cookie Business” Poster with Younger Girls

### “ME IN ACTION!” COLUMN

Here’s a place to capture what a girl does during the Cookie Program. There’s room for recording what she did, sketching actions, or posting pictures.

### “NOW I KNOW HOW TO...” COLUMN

This is a place for a girl to take pride in what she has learned during the Cookie Program.