



November 2009

## WELCOME NEW GIRL SCOUT VOLUNTEERS



Thank you for taking time from your busy schedule to volunteer for Girl Scouts of Eastern Iowa & Western Illinois. As a new leader, it can be very hectic and confusing trying to get yourself organized. Hopefully you have taken Orientation, Getting Started and Leadership Essentials adult learning courses to give you the basics and help you get your first meetings up and running. But there are always more questions that come up and hopefully in the course of this year, we will be able to help you with some of them. Steps of Support will be mailed to you four times a year during your first year of Girl Scouts. There will be tips and tricks and general information on topics that you may want more information about.

In this packet of Steps of Support, you will find some helpful hints on working with parents, financing your troop, understanding the Cookie Sale program, and helpful hints for roaming through our website [www.GSEIWI.org](http://www.GSEIWI.org). ENJOY ~ and if you have questions, please be sure to contact us! Our contact information is at the end of this email.

## FINDING HELP

There are many people that are willing to help you as you begin this journey as a new leader. Your local Regional Membership Manager (RMM) is only a call away at 800-798-0833, or hop on the website and find out who the RMM for your area is. Go to the "girls" tab and under events click on "regions," then click on your county. That will take you to the page where the RMM and the Program Manager for your area are listed.

There are local volunteers in your service unit who will also help guide you through this first year. If you don't have a Leader Mentor assigned to help you, be sure to contact your RMM to get that started. Your RMM can get you connected to the local Service Unit volunteers in your area who will be a great support for you.

How have your training sessions been going? Do you have questions? Are your training sessions giving you the information that you need? If you haven't signed up for training, or you have questions, just give us a call and we can help you! Phone 800-798-0833 and ask for Claudia, Deb or Kim.



Our website has an abundance of help for new leaders. From the home page, follow the link

from the drop down menu on the "Adult" tab to "New Leaders." There you will find many helpful hints, forms, songs, & ceremonies to guide you.

One thing you can do right now is to go to the website and get signed up to receive our publications by email.

The VINE is an e-publication that is sent periodically to keep our volunteers up to date of events, activities and information. Here's how you can get hooked up. At the very top of our home page there is a place for you to add your email address to receive E-Mail publications. It is as easy as that!

## WHAT YOUR SERVICE UNIT MEETING CAN DO FOR YOU

Your Service Unit Meeting is a great place to find support. This is a monthly meeting held for all of the Girl Scout leaders in your local area.



Girl Scout leaders rely not only on the Council Service Centers; they rely on each other as well! If you have not attended your local service unit meeting, you don't know what you have been missing! Contact your RMM to get those dates and

locations. Here is what you'll get at Service Unit meetings:

- **Collaboration** between leaders to make service unit events spectacular.
- **Support** from other leaders who may have or may be experiencing similar situations such as you.
- **Information** on events and activities that are taking place locally and around the
- **Guidance** from experienced leaders and your service unit director.
- **Training** that is given on the service unit level on topics that leaders request.
- **Camaraderie** that you share with other people involved first-hand in Girl Scouting



## WHERE HAVE ALL THE PARENTS GONE

Parental help always seems to be a struggle in starting out. There is help! Communication is the key. When you clearly communicate all of the great things that you are doing for their daughters and specifically ask for help, you will have parents knocking down your door to help! Check out the handouts included in this packet for some additional help!

## FINANCING YOUR TROOP

Keeping track of troop dues, profit from the Fall and Cookie Sale Programs, expenses for badges and patches, troop supplies, event registrations...it can be a little overwhelming! Never fear ~ it will truly all make perfect sense in just a short time. We have included some tips sheets in this packet that should help you. We are also scheduling some phone conference calls to help you sift through it all. Check the website in the adult learning section and ask about them at your Service Unit meeting. If you need additional help, please don't hesitate to ask.



Your Service Unit Director or Leader Mentor can help you to find a bank in your area that does not charge fees for Girl Scout troops. Remember ~ you only need one signature on the check, but you do need to have two people on the signature card. One of those persons should keep the check book, and the other person should receive the statement from the bank. Be prepared to give parents an accounting of your troop finances ~ it is a great way to keep them involved and interested in the troop.

## WHY PRODUCT SALES

Our product sales are more than a simple sale, they are programs! Through these programs, the Fall Sale Program and the Cookie Sale Program, girls learn a variety of skills that they will carry with them through adulthood.

As a council, we ask troop leaders to encourage their girls to participate not only for the troop profit that is earned, but also for the skills that are learned. Through the Product Sales Programs, Girl Scouts practice life skills such as:

- Goal Setting
- Money management
- People skills
- Business ethics

Girls learn to work as a team to reach a common goal and to encourage each other as they strive to reach their own personal goals.

Girls also have the opportunity to earn recognitions from the simple trinket to Cookie Program Credits, to recognition of high sales status in the 500 Club and 1000 Club. At the troop level, girls contribute to the financial health of their troop by earning troop profit and they learn to work as a group to reach a common goal. But the benefits go beyond the girl and her troop; they expand to her family and community. Just think of all the young business women and leaders you are helping to build who will someday be the pillars of their communities.

Through Girl Scouting and the Product Sales Program, girls gain Courage, Confidence and Character that inevitably help them make the world a better place. We hope you are as excited to be a part of that as we are.

You will hear more about the Cookie Program Sale at your Service Unit meeting in the next few months. Be sure to ask lots of questions.



## BUT...WHAT CAN I



## DO WITH THEM

OK, so now you're a month or so into this new position and this question just begs to be asked. Never fear! There is an endless list of songs, games, ceremonies, events, trips, council activities, troop activities, Journeys, badges, patches, all kinds of activities that you can enjoy with your troop. Be sure to check out the Program Resource Guide! It contains a tremendous amount of information regarding program. Pages 38 and 39 explain how to register for any of the fantastic events that our council offers. Also included are community resources, council events and even program kits that you can borrow to do program activities with your troop.

If you have internet access then our council website will guide you to council sponsored events and activities in your own backyard or in another city or county for the more adventuresome. From our home page you can simply click on the image at the bottom of the page that says Girl Events OR go to the "Girls" tab and click on "events search." You can search for events by area, grade level, month or even program theme.

## WEB SITE 101

We have referenced the website several times as a source of great help as you begin this Girl Scout journey. Perhaps just a few tips would be helpful to get you started. The website can be found at [www.GSEIWI.org](http://www.GSEIWI.org). The "What's New" box on the left side of the page is always a good one to check out. This changes as new activities and events come along. You will see that there are several quick links – for girl programs, service team members and the Fall Product sale on this home page as well. These will take you directly to those pages and you can navigate to many more places from there. Notice that the orange panel on the left side of the screen gets a lot longer when you click to a specific page. There are more quick links in that long orange space.



The tabs along the top of the home page will direct you to an amazing amount of information. Under the "adult" tab you will find the links for the "new leader" helps pages, "adult learning" where you can find a training schedule and register on line for adult learning courses. There are lots more links under this tab, but for right now these will be the two that you will be most interested in.

The "girls" tab along the top of the home page will also be one that you will want to use frequently. Here you will find the answers to questions about events and activities, patch programs that you can do with your girls, product sales, upcoming trips ~ so much to check out.

All of the forms that you will need for your troop are also available on line. From the "girls" or adult" tab just click on "downloadable forms." There are many forms available here. You'll need to scroll through the different categories, but they are all there!

One more area that I would like to highlight for you. Go to the Adult tab and click on "adult learning." Then look at the bottom of the orange column on the left side of the page. You will see a square that says "GSLE" and "click here." Click that link to find out more information regarding the new Girl Scout Leadership Experience. It will describe Discover, Connect and Take Action as well as give you some brief overview of the Journey series for your particular grade level. Just one more little piece of info to add to you already growing list!!

## THAT'S A WRAP

Well – that is it for this time. We hope that this has been helpful for you. We would invite your feedback ~ what was good, what other information do you need?

We'll be sending another edition in 4 months, be looking for it. Until then ~ if you have any questions, please feel free to give us a call.

### Volunteer Services Department

Give us a call at 800-798-0833  
OR email:

Kim Hull  
[KimH@GSEIWI.org](mailto:KimH@GSEIWI.org)

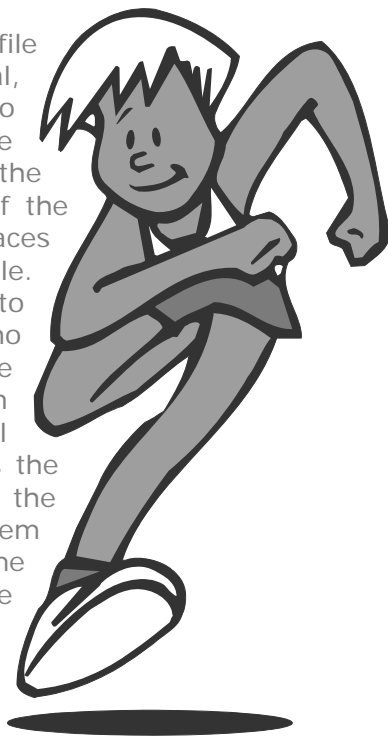
Claudia Reich  
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# GIRL SCOUT PROMISE AND GIRL SCOUT LAW RELAY RACE

**To prepare:** Spend some time reading and discussing the Girl Scout Promise and Law. Ask girls to talk about what each line means to them. Encourage them to talk about examples of how they have lived the Promise and Law. After you feel the girls are familiar with both the Promise and Law, print the words of the Girl Scout Promise and Girl Scout Law on 3 x 5 inch pieces of card stock, one word on each card. Make one complete set for each team. Each set is mixed up and put into a box or envelope, which is placed on a table about ten feet in front of the team.

**To play:** Teams are in file formation. On signal, number one player runs to the table and selects the cards that make up the words for the first line of the Girl Scout Promise and places them in order on the table. She returns to her team to tag the next player who goes to the table. If the first girl has made an error, the second girl corrects it and then finds the words that make up the second line and places them in order. The game continues until the Promise and Law are complete.

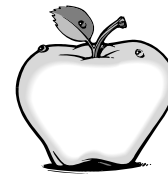


# EASY AND YUMMY SNACK

## Caramel Apple Dip

- 3 / 4 cup brown sugar
- 1 8 ounce package cream cheese
- 1 teaspoon vanilla

Blend all ingredients with mixer until smooth and serve with apple wedges.



## GAMES

### Barnyard (cooperative/active)

Each child is given the name of an animal with three children having the same name. No one is allowed to tell another which animal he is. At the signal each child makes the noise of the animal that he has been given. The first group of three animals to find each other and sit down are the winners.

### Fight for My Attention (drama/passive)

Two people are challenged to come up to the front of the room and the audience then chooses a topic. The two people must talk about that topic for one minute in front of the crowd, BUT they are both talking about the topic AT THE SAME TIME! The audience must then vote on which person held their attention for longer.

### Minefield (active/cooperative)

Split the group into 3 (not each of them). One group will be the mines. They will be stationary in the playing area. One group will be the rowers trying to get across the playing field. The trick is, they will have their eyes closed. The third group will be the assistants. They will be located on the other side of the playing field and will direct the rowers safely across. If a rower bumps into a mine, they blow up. The groups should rotate so everyone gets to be everything.

## ICE BREAKER AND WARM-UP IDEAS

### Secret Share

Each girl writes a fun secret about herself on a piece of paper. All papers are placed in a box. Each girl takes turns reading a fun secret from the box and tries to guess whose secret it is.

### Name Scramble

With a partner, girls write the letters of their names on separate 2 x 2-inch pieces of paper. Then they work together to make as many words from those letters as they can.

### The Zoo

Each girl decides what kind of animal she wants to be and is told not to tell anyone else. When the leader gives the signal, all the girls move around the room looking for other girls who have selected the same animal, but they can only use sounds and movements to communicate. Groups of the same animal will form, and some girls will be lone animals. Everyone gets a chance to say what animal they picked and why.



## Money Management

The leader is responsible for all troop funds. Although handled by the leader, the treasury belongs collectively to the girls. A leader should not add or remove money without asking the girls in the troop. It is their money – they need to have a voice in how it is spent.

Who pays for what? This is a question that comes up frequently. There are not hard and fast rules, except that it should NOT be the leader. It is all based on your troop's individual financial situation and after consultation with the girls and their parents. Check out the Volunteer Resource Guide for more specific information and suggestions for particular items such as membership pins, awards and recognitions, events and activities, etc.

Troop financing (with the exception of Girl Scout Daisies) should be used as a tool for learning experiences – helping girls grow in their ability to manage money wisely, understand its value and develop habits of thriftiness, honesty and self-reliance. Each troop is expected to manage its finances wisely.

Planning troop activities is an opportunity for the leader to introduce budgeting and wise use of monetary resources. Leaders can help girls see that there are “price tags” on some of their ideas. A dollar symbol (\$) placed on the troop planning calendar will indicate activities that require additional financing and special budgeting.

Dues are a major part of troop finance. They are one of the personal costs of participation in Girl Scouts but should be affordable for all girls. Consider troop plans and how much they will cost when determining the amount of troop dues.

Regardless of the system a troop decides upon to collect dues (weekly, monthly, bi-annually, etc.), individual input from girls and their families builds responsibility to the troop and creates a sense of “investment” in the troop.

In addition to money from dues, troops can earn money through troop money-earning activities. Setting product sale goals is one way to motivate financial support for challenging expenses.

Accurate financial records are necessary in order to fill out the annual troop report at the end of each school year.

### **GUIDELINES FOR TROOP MONEY MATTERS**

1. Share with girls the total amount of troop dues for one week.
2. Anything that costs more than one week's troop dues needs to be considered carefully.
3. Have girls investigate the cost of proposed activities before making choices.
4. Short-term plans are discussed on a monthly basis; have monthly troop income figures available. Work closely with troop treasurer so this is possible.
5. Treasurer's reports should be presented to the girls for approval through Brownie Ring, Court of Honor (patrol system), Executive Board or Town Meeting business sessions.
6. Make play “troop money” to use in visual budgeting. Use the play money to illustrate how much money the troop has on hand and how much they will have after expenditures. This “troop money” may also be used each week to show how much is in the troop treasury after dues have been collected and weekly expenses have been paid. It is a good method for the treasurer to use in reporting to the troop.
7. Explain the budget in concrete terms or by using pictures so that understanding will accompany decision making. For example: “We want to have ice cream. If we each bring \$.50 a week, in three weeks we can go to an ice cream parlor. If we buy the ice cream at the supermarket, we will need to bring \$.50 for two weeks.”
8. Make a thermometer board with a sliding ribbon or wipe away surface. The troop can use the thermometer to set a goal for a major activity and to see how they are reaching this goal. It may also be used as a record, adding income and subtracting expenses.
9. Share the budget with troop committee and parents to encourage their support.

*Remember ---*

With your guidance, girls should have “hands-on” experience with:

- Collecting and recording dues
- Making value decisions concerning the use of money
- Accompanying leader on trips to the bank
- Shopping for troop supplies and equipment

***Good troop programming does not have to be expensive!***

**WORKSHEET FOR PLANNING YOUR BUDGET**

**INCOME**

Cookie Sale Program \_\_\_\_\_  
 (troop profit per box  
 x number of boxes sold)

Fall Sale Program \_\_\_\_\_  
 (profit per item  
 x number of items sold)

**SUB-TOTAL INCOME**    \$ \_\_\_\_\_

**PROPOSED EXPENSES**

Recognition items \_\_\_\_\_  
 (pins, Try-It's, Badges & patches)

Troop Meeting Equipment \_\_\_\_\_  
 (first-aid kit, markers, scissors etc.)

Craft Supplies \_\_\_\_\_

Service Projects \_\_\_\_\_

Program Fees \_\_\_\_\_  
 (entry fees, event registration, trips, etc.)

Troop Library \_\_\_\_\_  
 (extra handbooks, song/game books)

Postage \_\_\_\_\_  
 (for parent mailings, etc.)

Contingency \_\_\_\_\_  
 (for spur-of-the-moment ideas & unexpected opportunities)

**TOTAL PROPOSED EXPENSES**

\$ \_\_\_\_\_

Now, subtract the INCOME SUBTOTAL from the TOTAL PROPOSED EXPENSES. The remainder can be covered by troop dues. Here's a great way to figure that amount:

$$\frac{\text{Remainder of expenses}}{\text{\# of girls}} = \text{Amount needed from each girl}$$

**THEN....**

$$\frac{\text{Amount from each girl}}{\text{\# of weeks you meet}} = \text{Weekly dues}$$

Is this a reasonable amount to expect? If not, increase the Fall Sale Program and Cookie Sale Program goals, reduce expenses or plan an additional money-earning project.

## Brownieland (A Money Management Teaching Game)

PROPS: Cards (heavy paper cardboard) to represent "purchase"  
10 buttons per girl to represent "money"

To add more fun to the game, have the girls draw or paste pictures to the cards/paper to represent things they can "buy."

Read the following story to the girls:

You are a resident of Brownieland. Brownieland is a small town where people ride cars and buses, live in houses that are the same size and play with toys for entertainment. Buttons are used for money in Brownieland. Each week you are given ten buttons to buy what you need for the following week. You must visit each store and decide what things you want. Try to figure out a way to buy everything you need and still have buttons to save.

Five girls need to be the sellers; the rest of the troop will be the buyers. If you have a small group, use five "stores" to visit instead of five girls selling. Have each seller go to a different station in the room. Give the sellers the cards/paper with the description/pictures of what they are selling.

Have each buyer visit each seller and decide what to buy. She must visit each of the five stores.

The girl with the most buttons at the end of the game wins. However, the first time the girls play the game, do not tell them the object. Repeat the game after you have told them how to win. Discuss the different way they "shopped" during the girls' first game and the second.

### HOUSES

5 buttons buys a house with machines to do all the work.  
3 buttons buys a house with machines that do only half the work.  
1 button buys a house with no machines and you do all the work.

### UTILITIES

3 buttons buys enough energy to have the lights and TV on all the time.  
2 buttons buys enough energy to have the lights and TV on only at night.  
1 button buys enough energy for lights but no TV.

### TRANSPORTATION

3 buttons buys a car that drives itself.  
2 buttons buys unlimited rides on a bus.  
0 button if you walk or ride a bicycle.

### ENTERTAINMENT

4 buttons buys 4 new toys.  
2 buttons buys 2 new toys.  
1 button buys 1 new toy.

### FOOD

5 buttons buys a lunch that is already prepared and candy for snacks.  
3 buttons buys a lunch that is already prepared, but no snack.  
1 button buys food to make your own lunch.

## WHO PAYS FOR WHAT?

There are no set rules - Except it **SHOULD NOT** be the Troop Leader

UNIFORMS - Not required for troop activities but may be required for ceremonies and formal presentations - Parents buy

SASH OR VEST - Parents usually buy - sometimes troop buys

HANDBOOKS - Usually parent - sometimes troop - also troop sometimes has a lending library for handbooks. The Leader Handbooks are a legitimate troop expense and that money can be taken from troop account. Be sure to talk about this as a troop, so the girls are aware of this.

PINS, STARS, ETC. - Troop buys

OTHER INSIGNIA - Council strips, numbers, etc. – Parents usually buy

BADGES & RECOGNITIONS - Usually Troop - Sometimes when badges and recognitions are earned as an individual (rather than as a troop), paid for by individual. Again, this is a troop decision.

EVENT FEES - Decision made by the troop - it is done both ways. Sometimes the troop pays, but if a girl doesn't attend, she must repay the troop.

TROOP SUPPLIES – These are a normal part of running a troop, and they are a troop expense. If your troop is short on funds, perhaps the girls could each bring items from home such as crayons, markers, scissors, etc.

FIRST AID COURSE OR OUTDOOR TRAINING COURSE FEE – These are both legitimate troop expenses and can be paid for out of troop money. There are very few adult learning courses for which there is a fee, but they are legitimate troop expenses.

TROOP SNACKS – This can be a shared expense with the girls taking turns bringing snacks. If the girls decide that this isn't what they want to do (troop votes), then it is a troop expense. The leader is not responsible for personally providing snacks for every troop meeting. It would be a good idea to talk to the girls about the amount of money that this could cost if you are taking it from troop funds.

# Developing the Parent Partnership

Why? Parents who are involved and informed increase girl enjoyment and reduce your time and headaches.

How? The key is ASKING! You need to plan far enough in advance to be able to do this. Parent meetings are the best place to accomplish this. **THREE PARENT MEETINGS A YEAR ARE NOT TOO MUCH!**

- ★ **FALL PARENT MEETING** - Use to organize troop, recruit troop committee, discuss troop's plans, and recruit drivers and other help for fall events.
- ★ **WINTER PARENT MEETING**- Kick-off Cookie Sale Program, discuss troop plans for January through March, Court of Awards, recruit adult help for activities.
- ★ **SPRING PARENT MEETING** - Discuss summer plans, Spring Registration, Court of Awards.

The key to parental support is to communicate regularly, in a variety of ways. Parents who clearly understand that Girl Scouting is a family partnership, not a baby-sitting service, will support their daughter's efforts in the troop. Here are some tips on communicating and building on a partnership.

- ★ **HAVE THE GIRLS WRITE A NEWSLETTER FOR PARENTS.** It can include news of future plans, ongoing work, and successful meetings or events.
- ★ **OFFER A VARIETY OF WAYS PARENTS CAN HELP.** Some people prefer behind the scenes work such as preparing craft materials or telephoning. Others are better at working with adults. Still others have careers, hobbies, and interests that they could share at meetings.
- ★ **OFFER ALL PARENTS AND ADULTS CONNECTED WITH THE TROOP THE OPPORTUNITY TO BECOME ADULT MEMBERS OF GIRL SCOUTING.** As members, they will see their role as supporters and partners more clearly.
- ★ **SCHEDULE ACTIVITIES THROUGHOUT THE YEAR TO WHICH PARENTS CAN BE INVITED** - such as mother-daughter and father-daughter picnics, sport event, fashion events, investitures, plays, troop dinners, etc.
- ★ **RECOGNIZE ALL PARENTS WHO CONTRIBUTE TO THE WELL-BEING OF THE TROOP** - not just the superstars. Every parent in the troop contributes by providing the basic support that allows his/her daughter to attend meetings and participate in special events.

## "Best Advice I Ever Got..."

I have been thinking about how hard being a leader was for me for the first few years and especially how hard it was to get enough help from parents. I almost quit many times. But, I happened to be talking to a much older woman who had been a Girl Scout leader for years and years and years and she gave me this advice. "Never, ever complain to a parent about the work involved in being a leader. Only talk about the satisfactions, the funny things that have happened, what you have learned about their daughter and how much you enjoyed their daughter's company. Talk about the joys you have experienced and the great fun you have had. Always be ready to tell something interesting or share a story about something that happened at a camp out, field trip, etc. Be enthusiastic and excited; never negative. Do not ever complain about anything." She told me that, if I tried that for a year, that the next year I would have parents begging to help, and IT WORKED! I now have six co-leaders, five of us have had leadership training. I have two parents begging to be in charge of Girl Scout Cookie sales. Every single parent is doing something significant. We have dads just starting to get in the act, too.

-- Pam Sorooshian

# Communicating With Parents

## Put out the fires before they start!

One common cause of troop derailment is miscommunication. Spend time thinking about how you would like your troop to function.

**PRIORITIZE** what is important to you ~ then lay out the ground rules. Perhaps having the girls picked up promptly is high on your list.

**COMMUNICATE CLEARLY FROM THE BEGINNING.** Remember, your idea of “on time” maybe different from the next person’s idea, so be clear. This does not mean stand up at your parent meeting and threaten the masses. Firmly, and with a SMILE, tell your parents it is critical the girls are picked up at \_\_ o’clock as you are unable to accommodate them once the meeting is over.

**WORK OUT THE LITTLE RUBS** before they become your ulcers. Ask if anyone anticipates difficulty adhering to your parameters. Brainstorm now for a solution. Share the names and phone numbers of the parents and encourage carpooling. **DO NOT PLAY TAXI DRIVER.** You would be sending a message to your parents that you don’t need their help, you are willing to do it all by yourself.



**BACK UP YOUR PRIORITY LIST IN WRITING.** This is not difficult. We’re not talking Pulitzer Prize stuff here. A few handwritten lines by way of an informal newsletter are fine. In fact, clear, concise, and to the point better suits our busy society. People absorb information differently. Auditory may work well for one while another will do better visually. They will also pay more attention to something that has been reinforced. The message is received as clearly important. Further, you can reach all of the parents, even those not in attendance. There is a Troop Newsletter template on the council website to help you with this.

**DISTRIBUTE INFORMATION IN A TIMELY AND RELIABLE FASHION.** Remember, you are going for smooth communication. It is VITAL that information is distributed in a timely manner and by a reliable means. Information at the last minute or by children passing our paperwork at school can be our downfall. Worse, it can leave parents feeling like you lack respect for them. Mutual respect is the cornerstone of any healthy relationship.

**AVOID GIVING MIXED MESSAGES.** You made the rules, you stick to them.

Good Luck !

Just a little bit of teamwork and great communication can lead to a very successful year!



# 2010 Cookie Sale Program

The Cookie Sale Program is a great way to learn many new skills, earn troop funds and earn individual Cookie Program Credit to pay for Girl Scout resident and day camps or other programs and events sponsored by GSEIWI. Girls also earn a wide range of recognition items for participating.

Your Service Unit Product Manager will be in contact with you regarding training and materials. If you have any questions regarding the sale, please call the Product Sales Director or a Program Manager in your area or visit the Cookies and More section at [www.GSEIWI.org](http://www.GSEIWI.org).

## Important Dates to Remember:

- |                             |   |
|-----------------------------|---|
| • December – January        | Troop level training and Cookie Rallies       |
| • January 15 – January 31   | Girls take orders                             |
| • February 2                | Troop order due online (11:00 p.m. CST)       |
| • February 22 – February 27 | Delivery to Service Units                     |
| • March 21                  | End of recognition earning period             |
| • March 24                  | Recognition order due online (11:00 p.m. CST) |
| • February 27 – April 30    | Booth Sales                                   |

## Additional Program Activities:

- **Girl Scout Awards** - Girls can earn several official Girl Scout awards through Girl Scout Cookie Sale Program activities. Requirements can be found in the corresponding grade-level award books. Girls of all ages are eligible to earn the Girl Scout Cookie Activity Pin. Requirements change each year and are available on-line at [www.GSEIWI.org](http://www.GSEIWI.org) or [www.girlscouts.org](http://www.girlscouts.org) in the Girl Scout Central section.
- **Cookie Share Program** - What a great service project for your girls to work on together! As a troop, choose an organization to donate cookies to. Some examples are: local food banks, shelters, churches and the military. When girls are taking orders, encourage them to also ask their customers to donate a box to the chosen charity. Simply mark the additional order in the column on the order sheet marked "Cookie Share." When delivering to the customers, collect the money for any donated boxes as well. At the end of the sale, have the girls deliver the donated boxes to the organization.
- **Goal Setting Program** - Through this program, girls have the opportunity to learn what it means to set and achieve their goals. Log on to [www.abcsmartcookies.com](http://www.abcsmartcookies.com) and click on the Goal Setting Program. Girls will play games and take quizzes, as well as set and track their individual goals. Girls that complete the program will earn the Goal Setting patch.
- **Cookie Booth Sales** - Girls can learn what it's like to run their own business! Through Cookie Booth Sales, girls learn the skills of marketing to their customers, entrepreneurship, money-handling and customer service. Set up a shop outside of a local business and let the fun begin! Girls earn a Cookie Booth patch for participating.
- **New in 2010—Snap!** - A new and improved online ordering system. You will find Snap to be a smart and intuitive way to manage your troop's cookie sale. Check it out at [www.abcsnap.com](http://www.abcsnap.com).

## Theme and Mascot:

"Leap 2 Lead...Be the Change"

Tree Frog

**LEAP 2 LEAD!**  
**BE THE CHANGE**



**Girl Scouts®**  
Eastern Iowa & Western Illinois

# Recognitions for the 2010 Cookie Sale Program

Over 2,000 votes were cast by local girls to help select the 2010 recognition line. Check it out!  
Recognition items are cumulative.

**1 box sold**  
Choice of Patch



*Choose one item.*

**50 boxes sold**  
Achievement Patch



**65 boxes sold**  
Splash Highlighter



**100 boxes sold**  
Eco-Tote OR Pewter Figure



*Choose one item.*

**125 boxes sold**  
Theme T-Shirt



**140 boxes sold**  
Sitting Plush Frog



**165 boxes sold**  
Sports Bottle



**200 boxes sold**  
Fleece Blanket



**250 boxes sold**  
Peace Sign Necklace



**300 boxes sold**  
Pullover Hoodie



**400 boxes sold**  
Leap 2 Lead Plaid Cap AND Organic Cotton Messenger Bag



**Cookie Program Credit:** Girls receive \$5 in Cookie Program Credit for every 25 boxes of cookies sold.

**Camp Credit:** Girls receive Camp Credit in the amount corresponding to the highest recognition level reached. Camp Credit is not cumulative. 500 boxes sold = \$100 Camp Credit, 750 boxes sold = \$200 Camp Credit, 1,000 boxes sold = \$300 Camp Credit, 1,500 boxes sold = \$400 Camp Credit or 2,000 boxes sold = \$500 Camp Credit

Cookie Program Credit and Camp Credit can be applied to fees for Girl Scout resident camp and day camp, council-sponsored events, and can be used to purchase merchandise from the Girl Scout Shop and Camp Trading Post.



**Girl Scouts®**  
Eastern Iowa & Western Illinois