



## selling tips . . . . .

- Be prepared – it is helpful to know all the different variations of the products that you are selling.
- Practice making suggestions – are there any healthy options? Can you make recommendations if someone has nut allergies?
- Make sure everyone is aware of sale dates, delivery dates and money collection dates.
- Prepare a list of people who you would like to contact about the sale. Remember people who have made purchases in the past!
- Identify yourself by wearing your uniform and/or membership pin or Girl Scout clothing when taking orders or selling.
- Identify your Girl Scout troop, your troop goal and your personal goal for the sale.
- Always be polite – say, “Thank you” regardless if you make a sale.

## safety tips . . . . .

- Show you’re a Girl Scout – Wear a Girl Scout membership pin, uniform or Girl Scout clothing (e.g. a Girl Scout T-Shirt) to clearly identify yourself as a Girl Scout.
- Use the Buddy System – Always use the buddy system. It’s not just safe, it’s fun.
- Be streetwise – Become familiar with the areas and neighborhoods where you will be selling Girl Scout products. Contact your local police department if you’re unsure about an area or neighborhood.
- Partner with adults – Adults must accompany Girl Scout Daisies, Brownies and Juniors when they are taking orders, selling or delivering product. Girls in grades 6-12 must be supervised by an adult when selling door-to-door and must never sell alone. Adults must be present at all time during cookie booth sales.
- Plan ahead – Be prepared for emergencies, and always have a plan for safeguarding money.
- Do not enter – Never enter the home or vehicle of a person when you are selling or making deliveries. Avoid selling to people in vehicles, except at designated drive-thru product sale booths, or going into alleys.
- Sell in the daytime – Sell only during daylight hours, unless accompanied by an adult.
- Protect privacy – Girls’ names, home addresses or email addresses should never be given out to customers. Protect customer privacy by not sharing their information except as necessary for the product sale.
- Be safe on the road – Always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways. Be aware of traffic when unloading product and passengers from vehicles.
- Be Net wise – Girls must have their parent’s/guardian’s permission to participate in all online activities, and must read and agree to the GSUSA Internet Safety Pledge before conducting any online activities.