



Girl Scouts of the Missouri Heartland, Inc.

Keep GOAL-ing!

Did you know that Girl Scout Cookie Booths are not the only way to continue working toward your 2010 Girl Scout Cookie sales goals? You can also continue taking orders with a buddy door-to-door, or try out one of these other innovative sales ideas!

Try a **COOKIE CARAVAN!** Decorate a van with washable markers and canvas a neighborhood together.

Have you ever set up a lemonade stand in your neighborhood? Think about the fun you could have at a **COOKIE STAND** with your Girl Scout friends!

Set up a **COOKIE DRIVE-THRU** at your local church. The customers don't even have to get out of their cars.

Most customers, when asked, will purchase Girl Scout Cookies. Think about taking **EXTRA BOXES** when you drop off initial orders.

Grab a buddy for another **DOOR-TO-DOOR** round, but bring the cookies with you this time! For extra fun, pull them in a **LITTLE RED WAGON!**

Have your troop volunteers contact the service unit cookie booth coordinator and sign up for a **GIRL SCOUT COOKIE BOOTH** at a local merchant!

Get a group together for a **WALK-ABOUT!** Adults monitor while girls divide the houses on a block to visit.

Older girls can really learn **BUSINESS NETWORKING** skills by contacting companies for permission to speak at a staff meeting, or to suggest ways for companies to use Girl Scout cookies in their operations (e.g., give a box of Thin Mints to every person who takes a test drive, use Girl Scout cookies as balloon weights, or provide Girl Scout cookies as a special treat in the break room!).

Remember:

- 99% of people surveyed thought that Girl Scouting was a good program and that the cookie sale was a central and valuable part of the program.
- Most customers who are approached will buy.
- Those who don't buy say they were not approached.
- Those who were not approached say they would have bought if they had been given the opportunity.

HEAD TO THE OFFICE! With the help of parents or relatives, contact their employer for permission to make a pitch to the staff or to display an order card in the workplace. You could even attach a card with your picture and a note about your goals!

Remember, all the boxes that you sell between now and March 14 count toward your total. So you can continue earning recognition items, including Girl Scout Cookie Credit! Plus, the continued sales help your Girl Scout troop earn more proceeds for its activities!

BONUS RECOGNITION OPPORTUNITIES!

The Girl Scout **TROOP** in each service area (Cape Girardeau area, Dexter area, Jefferson City area, Joplin area, and Springfield area) that has both the highest participation rate *and* the highest per-girl average in boxes sold will earn: one night FREE at a GSMH Program Center, plus a \$50 GSMH program credit for activities at the program center that night and a pizza party for all the girls in the troop!

For every 100 boxes* that **INDIVIDUAL GIRLS** sell, after initial orders, they will be entered in a drawing for a Nintendo Wii (one grand prize) *AND* a drawing for a Nintendo DS (one for each age level).

*Girls will be entered once for every 100 boxes that they sell. A girl who sells 500 boxes will be entered 5 times.

