



Girl Scouts of Texas Oklahoma Plains

2010 Cookie Program Goal Getter Patch

This patch program is based on participation on an individual or troop level and includes goal setting and use of Cookie materials available at www.abcsmartcookies.com.

Please complete this form and return to your Troop Cookie Chair at the end of the sale.

The patch is provided free of charge and will be included with the troop cookie recognitions.

Troop #: _____ Region: _____ Service Unit: _____

Grade Level: D B J C S A # of patches: _____

Girl's Name: _____ Phone: _____

Leader's Name: _____ Phone: _____

To earn the *Goal Catcher* patch, a girl must complete the required number of requirements in their grade level. **All grade levels must complete #8 and #13.**

- Daisies must complete a minimum of **three** requirements
 - Brownies must complete a minimum of **five** requirements
 - Juniors must complete a minimum of **seven** requirements
 - Cadettes, Seniors, and Ambassadors must complete a minimum of **nine** requirements
- € 1. Set a personal learning goal.
 - € 2. Discuss activities that the troop would like to participate in during the coming year. Determine the number boxes of cookies each girl will need to sell to pay for these activities. Discuss the number of boxes needed and, as a troop, decide whether the number is reasonable or needs to be adjusted. When you have agreed on a reasonable number of boxes the troop needs to sell to be able to pay for the desired activities, you have a troop goal! Use the space below to record the troop cookie sales goal:
 Total troop goal: _____ Average girl goal: _____
 - € 3. Review the Recognition Plan and discuss the plan with your family. Determine how many boxes you will need to sell in order to earn the Recognitions/Camp Session/Cookie Bucks that you want. Use the space below to record your cookie goal:
 My goal is to sell _____ packages of cookies.
 - € 4. Brainstorm with your troop different ways and fun places to sell cookies. Make a Sales Plan (Business Plan). Be sure it fits *Safety Wise* guidelines.
 - € 5. Make a personal and troop timeline for your Sales Plan. Be sure to include the cookie sale beginning and end dates, Cookies Now! Event, any Booth Sales, and when/percentage money is due.
 - € 6. Discuss with your parents your personal goals and how you plan on reaching those goals. Make sure parents sign your permission slip so you are ready.

- € 7. Working with your troop, fill out the goal poster, included in volunteer tool kit. Use this poster as a display at your cookie booth sale.
- € 8.* Enter in your goals online at www.abcsmartcookies.com and play the “Goal Ahead” game.
- € 9. Explore the online marketing opportunities at www.abcsmartcookies.com in the Catch Goals section. Send an e-card and/or use *My Girl Scout Cookie Connector* through your existing Facebook account (for girls 13 and over).
- € 10. Learn about all the varieties of cookies. With a partner, practice how to tell the customer about the different kinds of cookies. Knowing the product well will help you sell the cookies to prospective buyers. Remember to tell customers about your favorite cookie and why you love it so much.
- € 11. Practice counting out change (the old fashioned way). This is a “lost art” and will impress especially the older customers. It also assures both you and the customer that the change you give them is correct. Tips to use: Start with the cost of their purchase and audibly add as you place their change in their hand, beginning with the coins and moving up to the ones and then the progressively bigger bills. When you get through adding, you should be at the amount of money they handed you to purchase the cookies.
- € 12. Participate in “Project Troop to Troop” cookie share program. Or donate a portion of cookies to a shelter or other organization. Record below:
I donated _____ cookie packages to _____
- € 13. After the cookie sale is complete, review your sale and answer the following questions:

What did you learn about yourself through the cookie sale? _____

Were your goals met? Yes or No

Why or Why not? _____

What would you do differently next year to meet your goals? _____

Note: By earning this patch, you may complete requirements towards a Try-It, Badge, Interest Project Patch or The Cookie Activity Pin. Refer to grade level Try-It, Badge, or Interest Project books for complete details, or information included in the cookie sales literature on the following:

All grade levels: The Cookie Activity Pin

Girl Scout Brownies: Cookies Count Try-It; Smart Cookie Try-It

Girl Scout Juniors: The Cookie Connection Badge

Girl Scout Cadettes/Seniors/Ambassadors: Cookies and Dough Interest Project