

## 2010 Clean-up Sales

### When are Clean-up Sales held?

- February 26, 27 and 28
- March 5, 6 and 7
- March 12, 13 and 14

### Why have a Clean-up Sale? To:

- Interact with customers.
- Learn marketing skills.
- Have FUN! The girls enjoy being in public and selling with others.
- Add to the troop treasury.
- Sell the region's leftover cookies.



### How does our troop have a Clean-up Sale?

- Begin planning early. Contact your selected site(s) and ask for permission to sell. Be ready to explain why you are holding the Clean-up Sale and why you need their location.
- Once permission is obtained, complete the Clean-up Sale Notification form. After it is signed by both you and the location manager (or their representative), send the completed form to the Abilene Regional Office.
- The completed Clean-up Sale Notification form must be submitted to the regional office at least one (1) week before your scheduled Clean-up Sale.

### What kinds of locations are best?

- Any high-traffic locations in your area— grocery stores, banks, cleaners, hardware stores, sports complexes, churches, college campuses, car washes, flea markets, garden shops, lobbies of large businesses or buildings, retirement homes, fast-food restaurants or neighborhood entrances.

REMEMBER! The locations must be within your regional office boundaries.

### Who may participate?

- Any registered Daisy, Brownie, Junior, Cadette, Senior or Ambassador troop that is in good financial standing with the Council.

### Notification Procedures and Information

Send Notification Form to:

Clean up Sales  
Abilene Regional Office  
278 S. Pioneer, Ste. 107  
Abilene, TX 79605

## Clean-up Sales and Cookie Supply

- Make an appointment with your Cupboard Manager to pick up cookies a few days before your sale. Usually, cookies are picked up the day before your sale. Plan to return unsold cookies and money as soon as your sale is over. ONLY cookies that were obtained from the Clean-up Sale Cupboard and were not sold may be returned to the Cupboard.

## Clean-up Sale Cookies

Cookie allocations are determined by the Council's Product Sales Staff. Cookie variety and quantity depends upon availability of product and probability of sales.

## Recognitions

Troop share is \$1.00 per package. Cookies sold during Clean-up Sales do not count toward Cookie Bucks or recognitions.

## If you have to cancel

Please call the Product Sales Staff, as soon as possible.

### Easy Steps for your Clean-up Sale

**Step 1: Pick a place and time** when the most people are likely to pass by. If you don't know, ask store managers about their busiest times.

**Step 2: Advertise! It pays.** Get the girls involved. Brainstorm ways to attract customers to your Clean-up Sale. Decorate with posters, goal charts; photos of troop activities, balloons, cookie boxes...Hang posters ahead of time announcing your sale. Post arrows directing people to your location.

**Step 3: Recruit adult help.** It's important to have enough grown-ups present to ensure the safety of the girls (at least two adults). It's also important that adults don't take over.

**Step 4: Be prepared.** Think of fun ways to practice selling and telling customers about the troop's plans and goals. Brush up on money-handling skills. Review safety rules.