

Simple Script for Selling Cookies

Fill in the blanks & put this handy tool on a clipboard with a copy of your order card, some door hangers & Cookie Share receipts. Then fill your wagon or cookie cart with cookies to take door-to-door during the cookie program.

What to Say...

Hello! My first name is _____
and I am a Girl Scout in Troop # _____
Would you like to buy some Girl Scout cookies?
I am participating in the Girl Scout Cookie
Program
which is teaching me how to run my own
business
and _____

Would you like to buy some Girl Scout
cookies to donate to Cookie Share?
These cookies are tax deductible and
will be given to local first responders and
military personnel. I can provide you
with a special receipt.

Smile & say “Thank you!” to
everyone, even if they don’t
make a purchase.

Use Your Order Card To:

- Track Cookie Share sales
- Show customers different varieties
- Share nutritional information
- Take orders & come back later

(if they don’t have the money right
now or if you are out of their favorite
cookie variety)

- Keep track of customers

(note address if not at home, get email
or phone # if they would like you to
contact them again for a “last chance
for a whole year” reminder)

- Create a cookie customer list to
use next year!

Be sure to wear your uniform & pins, bring a pen, money for change, and have adult supervision at all times. Good luck & have fun!



My Goal is to sell _____ packages to earn
_____.

I am learning 5 important skills as part of my Girl Scout cookie
experience including people skills (like talking to you right now),
goal setting, decision making, money management, and business
ethics.

Our Troop’s goal is _____ packages and we plan to use the
money we earn
to _____

(complete a community service project, go on a
trip, purchase badges, pay for troop supplies, etc.)



Girls who do not have Gluten Free cookies should tell interested customers, “Our troop does not have any Gluten Free cookies in stock, but you can order them from me online and have them shipped directly to you.” Girls can then use the Smart Cookies mobile app to take orders or send the customer an email with a link to place their order online.

