

## Selling Tips

### Strategize

With your troop talk about strategies for optimizing your sales effort.

### Familiarize

Use your order card to familiarize yourself with the products.

### Important Dates

Discuss the important dates of the Fall Product Program. Write the dates in the box on your order card.

### List it Out

Make a list of people you think might like to purchase products from you.

### Practice

Practice your sales pitch with family, or troop members before beginning to sell.

### Care to Share

Encourage customers to purchase additional products as gifts, or to support your Care to Share project.

### Thank You

Always be courteous, smile and say, "Thank You," whether you make a sale or not.

## Safety Tips

### Show You're a Girl Scout

Wear your membership pin, uniform or 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 Street Wise

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 times 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 cookie 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 Fall Product Program.

### 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.

Follow these and all the Girl Scout Safety Activity Checkpoints and Council Guidelines and don't forget to have fun!