

## GOAL SETTING IS IMPORTANT

because you create a plan and list steps you need to take to reach them. Think about what your goal is and what tasks you need to complete so

**YOU** can **"Be SPOTACULAR!"**



Follow these steps to get started

**1** Set your sights high and work together to reach 100% of your goal. As a team, decide what activities you want to do and how much they will cost.

**2** Plan your strategy to reach your goal.

**3** Start selling and remember, always follow Girl Scout Safety Activity Checkpoints and council guidelines.

**4** Track your progress.

**5** Celebrate your accomplishments together!

### TROOP GOAL

Our Troop goal is to:

(List three activities your Troop would like to do.  
Example: Take a trip to the zoo)

- 
- 
- 

We would need to sell

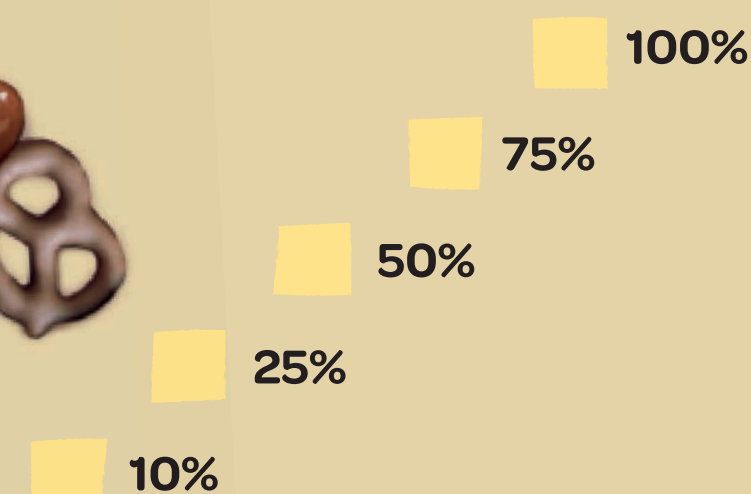
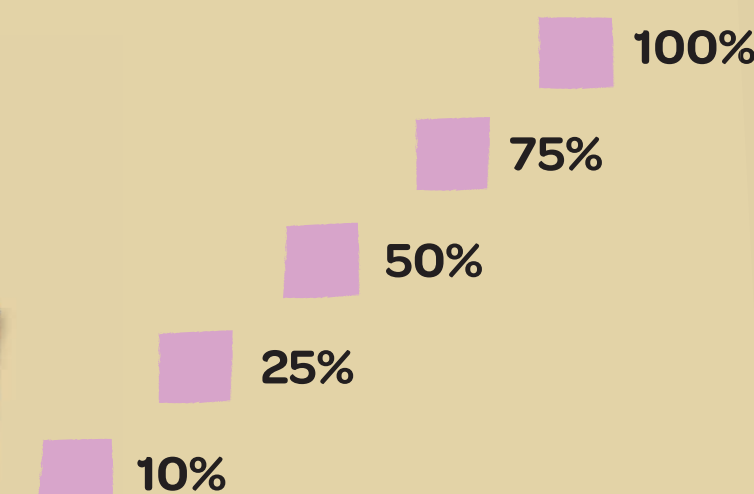


magazines/photo keepsakes

We would need to sell



Nuts/Chocolates



girl scouts



Be a Reader

Activities for Girl Scouts of all ages

1060251

# Be SPOTACULAR



When girls are supported appropriately in the sales program by their leaders and their parents, they develop five essential skills: **Goal Setting, Decision Making, Money Management, People Skills and Business Ethics.** Here's why it matters:

**Goal Setting:** Girls set sales goals and, with their team, create a plan to reach them – a skill that will help them succeed in school, on the job, and in life!

**Decision Making:** Girls decide where and when to sell, how to market their sale, and what to do with their earnings – helping them learn how to make important decisions in their own lives!

**Money Management:** Girls develop a budget, take orders, and handle customers' money – a super handy skill when it comes to lunch money, their allowance and someday, their paycheck!

**People Skills:** Girls learn how to work as a team, and how to talk (and listen!) to their customers – people skills that will benefit them in group projects, on sports teams, on the playground and, later, at work!

**Business Ethics:** Girls act honestly and responsibly during every step of the sale – a crucial skill for future success in any job or leadership role!

Check out the back of this poster to see how other Girl Scouts are planning to "be spotacular" this year.



Be a Reader Patches

Earn a Be a Reader Patch by completing the activities on the other side of the poster.





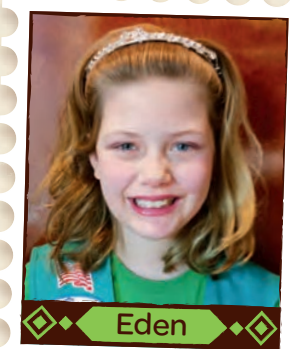
# Be SPOTACULAR!

EXPAND YOUR REACH & EXPLORE IDEAS of how you and your actions impact others.

Read how these Girl Scouts are planning to “be spotacular” this year.



Age 8, GSC of Connecticut  
“Being a Girl Scouts inspires me to be kind to others, help others in need and share with others. Also, it inspires me to learn more about myself, build confidence and make new friends. As a Girl Scout, I am able to donate items from the Product Sale to different community organizations. I am proud to be a Girl Scout because I get to be the best me I can be. I hope this inspires other girls!”



Age 10, GSC Carolina's Peaks to Piedmont  
“Being a Girl Scout inspires me to look around at my community to see how I can help others. I have picked up trash, served meals, honored Veterans and made crafts for nursing homes. I have made new friends and did new things all while having fun and learning how I can make a difference.”



Age 12, GSC of Texas Oklahoma Plains  
“Being a Girl Scout inspires me to be anything I want to be when I grow up. Girl Scouting has taught me leadership and a variety of life skills through badge work and Product Sales. I have gained confidence while helping others and discovering who I am. I can be a chef, artist, teacher, even an astronaut! Girl Scouts inspires me to be a leader while reaching my goals with courage to achieve and succeed.”

## Tell Your Story

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Gabi Giraffe is Special—Just Like You!**  
(grades K-1)

Did you know that every giraffe has a different pattern on its coat? That makes each one special. Think of three things that make you special. You can ask your friends to help you, if you want. Giraffes don't care if their spots are brown or tan or look leafy or boxy – they're just happy every giraffe looks different so they can find their mothers.

**Can you count the number of spots on Gabi Giraffe?**

Number of spots: \_\_\_\_\_  
If you had a penny for every spot, how much money would you have?

In pennies: \_\_\_\_\_ In nickels: \_\_\_\_\_ In dimes: \_\_\_\_\_

See answers below.  
Answers to pennies: 10. In nickels: 2. In dimes: 1.

## A Very Hungry Giraffe (grades K-1)

Giraffes eat lots of leaves from acacia trees to keep up their energy. Acacia trees grow in warm, tropical places like Australia and Africa.



Draw a tree, and every time you sell a magazine pin an acacia leaf on it.

Get started by making a list of all the people you know who might buy magazines from you. And then, just start talking, talking, talking to friends and family about what they like to do, where they like to go, who they want to read about.

List their names and what they like here:

- Name: \_\_\_\_\_ Likes: \_\_\_\_\_
- Name: \_\_\_\_\_ Likes: \_\_\_\_\_
- Name: \_\_\_\_\_ Likes: \_\_\_\_\_
- Name: \_\_\_\_\_ Likes: \_\_\_\_\_
- Name: \_\_\_\_\_ Likes: \_\_\_\_\_
- Name: \_\_\_\_\_ Likes: \_\_\_\_\_

This will help you suggest the type of magazine they would like – you will be making their decision easier.



## to the Wild Side of Your Community! (grades 2-3)

You can plan expeditions anywhere...even in your neighborhood. (where you'd be likely to see a giraffe) or even a local park, you'll have to plan it. So...

- On a map, draw a route from where you'll be starting to the nearest zoo or other location.
- Find out when it's open.
- Get an adult to go with you.
- Make a list of what you'll need, like bus tickets, car rides from family members, and money for entrance fees and food – and get prices for everything.
- Pick a day and time to go.
- See if there is an expert wherever you are going who can take you on a tour and tell you more about what you're looking at.
- Make sure to take a notebook with you and write down your reactions in it. You might think of a good idea for a Take Action project.
- Tell your magazine customers about your plans and how much your expedition is going to cost. They could buy even more magazines if they think where you are going is helping you learn and helping you make the world a better place.

Fill in the blanks below to help set your goals:

- Step 1:** What we want to do on our expedition will cost: \$ \_\_\_\_\_
- Step 2:** To make \$ \_\_\_\_\_, we will need to sell \_\_\_\_\_ magazines.
- Step 3:** Once the sale was over, we made \$ \_\_\_\_\_
- Step 4:** We are \$ \_\_\_\_\_ above or below our goal.

## Yikes!

(grades 4-5)

### Take One Step and Who Knows Where You'll End Up

Some people spend many years saving their money for a big trip to see giraffes, elephants, lions, gorillas, and many other fascinating creatures. Some even travel all the way to Africa, Asia, and other places but they all start off the same way, by taking the first step forward.

Take your first step now. Figure out where the animals in the list below live. Draw a line from the animal names below to the part of the world where the animal may live.

- a. emperor penguin b. panda c. alligator d. kangaroo e. Bengal tiger



Great! Now, list some other animals you would like to see. Find out where they live and mark those spots on the map.

In what magazines could you get more information about these animals? In what magazines could you find out how to travel to the areas where they live? How much does gas and highway tolls, or a bus or airplane ticket, to those places cost? How much does it cost to stay there overnight in a campground, hostel, or hotel? How many meals would you have to eat? How much would they cost?

TOTAL COST PER PERSON: \$ \_\_\_\_\_

How long would it take you to earn the amount of money you put on the Total Cost Per Person line above if you saved:

\$5 a month? \_\_\_\_\_

\$10 a month? \_\_\_\_\_

\$20 a month? \_\_\_\_\_

How old would you be then: \_\_\_\_\_

Girl Scouts travel all over the United States and the rest of the world. You can too – consider what ancient Chinese philosopher Lao Tzu said, “A journey of a thousand miles must begin with a single step.” Money earned from magazine sales helps pay for many girls’ trips, and will help you take that first step. It’s up to you.

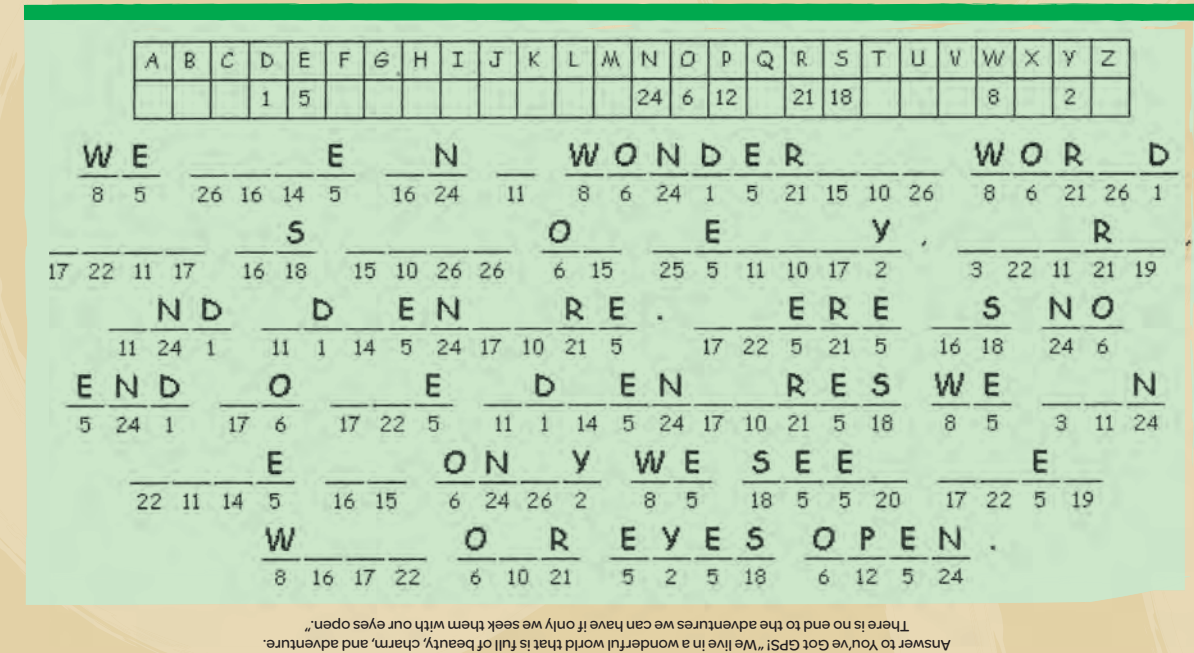


## You've Got GPS! (grades 9-12)

And we're not talking about GPS on your smart phone or in a car you drive. You, yes, you have an internal girl perception system and you've had it your whole life. Is it turned on? Knowing where you are, being aware of what's happening around you comes naturally to some people, but most of us need practice. Take a short walk and try to remember everything about it – exactly what was on the corner of the first street where you turned right; whether the temperature was cold, pleasant, or hot; what time it was; what odors you smelled; who you saw and what they looked like. Write down as much as you can remember. Then go back...were you right?

Being a traveler – not just a tourist – requires the same alertness.

Can you figure out what the famous Indian prime minister and author Jawaharlal Nehru said in the cryptogram below?



Apply your tuned-up personal GPS sensors to:

- Things that make you happy and healthy. Repeat exposure to those things when you're feeling down or sad.
- Potential magazine customers. Observe what they do and what they seem to like. What magazine would help them? How could they benefit from it?
- Issues in your community that revolve around basic needs like hunger and homelessness, education, gender equity, healthy relationships, inclusion and diversity, self-image and body confidence, or teen violence. Interview regional experts who can tell you where your community stands on these issues.

Trust your GPS and come up with a powerful Take Action project! Use proceeds from your product sales to support your project!

## What? Who? Tell Me More... (grades 6-8)

What makes people really want to buy magazines? Or pick a magazine up and not be able to put it down? Riveting headlines? Answers to questions they've always wanted answered?

Try creating catchy headlines – don't use more than five words in each headline – in your messages to your magazine customers. Add your ideas below.

Short headlines are best, so use fewer than five words in each, as in these examples.

My headlines sing! Here they are:

The Truth About Magazine Sales  
Brilliant Choices Made Easy  
Three Tricks to Learning Better



## OK, So What Do You HAVE to Have to Travel? (grades 4-5)

Passports are identification required when you want to travel from one country to another. They have your name and picture and tell what country you're from, what state you live in, and when you were born. A passport also has pages for the stamps of countries you have visited.

Here are what some stamps look like:



Make some stamps yourself that show places you've been and places you want to go. See if any of the places Girl Scouts travel to interest you, and if one of them does, make a travel stamp for it too. You can draw on large copier labels with a sticky backing if you want, or cut pictures from magazines or from online websites.

Frame it! Put a picture of yourself – a school picture, a photo with your family, or a drawing of friends you'd like to travel with – in a frame that has a two- to three-inch edging and glue or stick your “stamps” around the edges.

Let the picture remind you that you are a citizen of this country and the world! You can go anywhere and do anything. Ok. Maybe not tomorrow, but if you put it in your head and Promise, step by step, you will get there.

## Stick Your Neck Out (grades 9-12)

Here's how the Giraffe Conservation Foundation got people more interested in giraffes: in 2014 they declared the longest day of the year, June 21, World Giraffe Day for the animal with the longest neck in the whole world. Seems giraffes needed some attention because their population is decreasing.

Maybe you want to call attention to an issue in your community that needs fixing.

One way to do it is to make a video of how you and your friends learned about an important issue in your community – maybe by interviewing regional experts to see where there are gaps in how some community problems are being tackled – and how you are planning to stick your neck out to do something about it. You have the power to educate and inspire others. Then post the video on YouTube and copy the web address of the video onto a QR code generator. Voila! It will create a design like this:



Test the QR code with a QR reader app on a smartphone to make sure it connects to your video and copy the QR code. You can now reproduce the code anywhere – on posters, postcards, lunch bags, T-shirts. Be creative as you decide how you can use it to get more support for a project you're just starting or to tell the world about a completed project that will need support to continue its powerful impact. You might even mention that you are earning money for the project by selling magazines.

## Measuring Up (grades 2-3)

Giraffes are the tallest animals in the world. They can grow up to 18 feet!

That is taller than some houses.

With your friends stretch a tape measure on the ground – outside on a sidewalk or indoors in a big room – to see just how big that is. Big animals need big spaces to live. But all animals, just like people, need the right environment to live and grow.

How big are the animals in your community? Probably not as big as giraffes, right?

Do any of them need help to survive? What can you do? Birdhouses, fields of grain, and parkland can help some wild animals. Pets, like cats and dogs, also need good care. And even bees – which are very important to all of us – can sometimes use a helping hand.

List the things you could do to make things better below, on the left.

Things that help animals:

Example: plant flowers honeybees like

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

On the right, put things that would NOT help.

Things that harm animals:

Example: keep your cat inside at night

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_