

My Cookie Captain Notes

Color, sketch and add photos!



Congratulations!

You're a superhero

Being a Cookie Captain is an honor you've earned from your exemplary participation in the Girl Scout Cookie Program. Thank you for helping younger girls on their own journeys to success.

Cookie Captain responsibilities:

- Mentor a group of first-time cookie sellers
- Help at cookie events
- Join young Girl Scouts® at booths
- Provide assistance to your Service Unit Cookie Manager



What do you remember about your early cookie experiences? The first time I sold Girl Scout Cookies...

What do you think is the most important job of a Cookie Captain?

Great to **meet** you

Younger girls will be thrilled that you are helping them learn to sell Girl Scout Cookies®. Some girls have been looking forward to this experience for a long time. Other girls may have no idea what all the fun is about. But **ALL** the girls want your time and attention. You're **their role model!**

Now that you're older, you can understand how important it is for young girls to have positive role models – older girls who help them understand how to live healthy, positive lives and make good choices. Now, that's you!


Write in your name here!



Making a great first impression:

- Introduce yourself.
- Ask if any girls have eaten a Girl Scout Cookie!
- Explain what the Girl Scout Cookie Program is all about.
- Ask if they have any questions—some questions you can answer right away and other answers will be part of your meeting with them.

Who was your role model? When you were in first or second grade, was there a teen you looked up to? Maybe it was a sister, cousin or neighbor. Write the name of someone you admired at that time:

 Draw or put in a photo of your role model! ★



My action plan

This is how I will teach first-time cookie sellers these important skills.



Cookie knowledge

Safety

How to sell

Marketing

Money management

Goal-setting



Secrets to working with younger girls



Younger girls have shorter attention spans. They may have trouble paying attention for more than a short period and they may be easily distracted by their friends. They're also full of energy! Here are some tried and true tips for working with younger girls.

- Don't talk for more than 10 minutes at a time.
- Break up your teaching with activities and games to get girls active.
- Get help from other adults.
- Establish a way to get their attention if they get too loud or distracted. You can use a simple phrase like, "If you can hear the sound of my voice, touch your nose." Speak softly and repeat with ear, lips or chin until you have everyone's attention.



How have you seen your teachers or Girl Scout volunteers maintain a group's attention? What works best?

Meet some

Cookie

Rookies

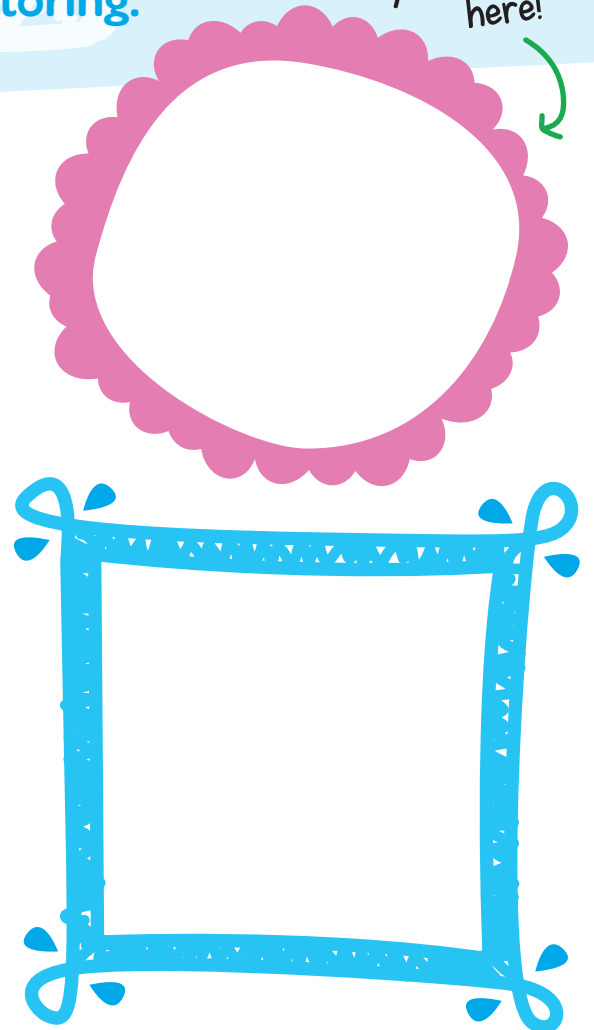


Wouldn't it be great to have a short, kid-friendly video you could show? You do! Check out Cookie Rookie, a 10-minute online video created especially for first-time cookie sellers. You might want to share it with the girls you're mentoring.



Picture you and your rookies here!

As a Cookie Captain, I want to help younger girls by...





JOURNAL

The biggest surprise was...

At training, the most important thing I learned was...

The first time I met the younger girls...

The biggest way I helped was...

By being a Cookie Captain, I learned...

At the cookie booth, girls learned...



Thanks for being a **superhero**

amazing

The GIRL SCOUTS® name, mark and all associated trademarks and logotypes, including GIRL SCOUT COOKIES®, GIRL SCOUT COOKIE SALE®, THIN MINTS®, TREFOILS® and the Trefoil Design, are owned by Girl Scouts of the USA. Used under authority of Girl Scouts® of the USA. SAMOAS, TAGALONGS and DO-SI-DOS are registered trademarks of Kellogg NA Co. Copyright ©, TM, © 2015-2016 Kellogg NA Co. Little Brownie Bakers is an official GSUSA licensed vendor.