

Cookie  
Edition

Oct  
2016

# GREATER

Girl Scouts of Greater Los Angeles Publication

pull-out  
poster inside!



YUP.  
IT'S GIRL  
SCOUT  
COOKIE  
TIME.



Find cookies at [www.girlscoutsla.org](http://www.girlscoutsla.org)

## In This Issue

2017 Cookie  
Family Guide

Program Guide,  
GSLA Events  
Oct-Apr

Cool Stories  
by Girls!

**YOUR  
ULTIMATE  
COOKIE  
GUIDE**

**KEEP FOR JAN-MAR**

# Ready! Set! Cookie!

**NEW!**

## YARD SIGN

\$8



## COOKIE CART

\$35



**NEW!**

## ROLLABANAS

\$7.95



## COOKIE TABLECLOTH

\$11.95



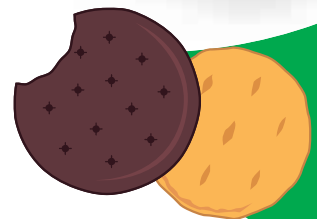
## COOKIE STOP SIGN

\$7.95



## COOKIE CAR FLAG

\$7.95



## COOKIE TOTE BAG

\$2.95



## COOKIE BUTTON PIN

\$1

**NEW!**



## CAR MAGNET

\$5

**Available for purchase  
December 2016 at  
GSGLA stores only!**

## **Table of Contents**

<b>3</b>	<b>Welcome!</b>
<b>4</b>	<b>2017 Girl Scout Cookie Program</b>
<b>19</b>	<b>Gift of Caring</b>
<b>20</b>	<b>Five Minutes With...</b>
<b>21</b>	<b>Program and Events</b> <ul style="list-style-type: none"><li><i>General Information</i></li><li><i>October</i></li><li><i>November</i></li><li><i>January</i></li><li><i>February</i></li><li><i>March</i></li><li><i>April</i></li><li><i>Ongoing Programs</i></li></ul>
<b>29</b>	<b>Gabbing with Girl Scouts</b>
<b>33</b>	<b>Adult Trainings</b>

---

**[www.girlscoutsla.org](http://www.girlscoutsla.org)**

---

**Headquarters**

801 S. Grand Ave., Ste. 300  
Los Angeles, CA 90017

---

**Business Hours:**

Mon-Fri, 8:30 a.m.-5 p.m.

**Customer Care Line:**

213-213-0123

*GSGLA offices are closed  
on the second and fourth  
Monday of each month.*

*GSGLA is committed to the  
extraordinary legacy of Girl  
Scouts and its mission to build  
girls of courage, confidence,  
and character, who make the  
world a better place.*

*For more information on how  
to join, volunteer, reconnect,  
or support, call 213-213-0123  
or visit [girlscoutsla.org](http://girlscoutsla.org)*

*GSGLA is an Equal  
Opportunity Employer.*

*Información disponible en  
Español o llamando al  
213-213-0123.*



# We can't wait to see you!

Dear GSGLA Girl Scouts and Girl Scout Families:

We're thrilled to present you with this exciting issue of *Greater*, which doubles as your GSGLA Cookie Program Family Guide and program guide. Make sure to keep this essential tool in your files—it will come in handy January through March when you're participating in the largest girl-led business in the world, the Girl Scout Cookie Program!



This upcoming cookie season is particularly special, as it marks 100 years of Girl Scouts selling cookies to support all of the amazing things Girl Scouts do to discover, connect, and take action to make the world a better place. By selling cookies, girls learn to speak up and work with others to reach important goals. And, their confidence starts to soar when they master the art of running their own business. That's what's really inside a box of Girl Scout Cookies—her success.

In Girl Scouts, girls are exposed to unique experiences and learn essential life skills. By participating in Girl Scout events and programs, the leader in them begins to step up in powerful, everyday ways—when she raises her hand to speak up or when she says “yes” to a challenge. Be empowered and make friends at events like Fitness to the Max (Nov. 5), Learn to Code (Jan. 28), and Aviation Workshop (March 11)—there's so much to see and do this year!

*Greater* also always includes write-ups on exciting Girl Scout happenings from the girl perspective—did you know that older girls can be cookie captains, for instance? Check out our Gabbing with Girl Scouts section for inspiration.

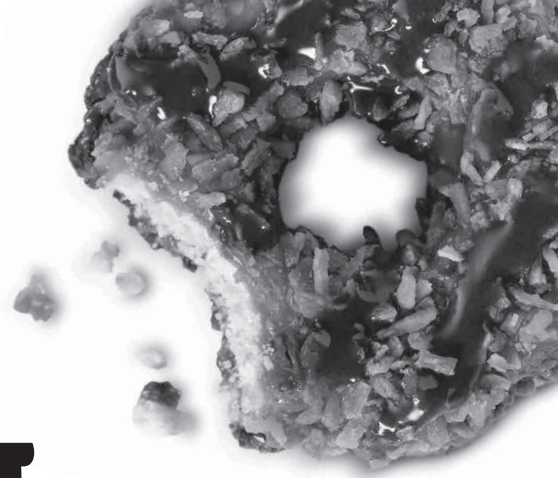
I hope this guide helps you plan the start of an outstanding new Girl Scout year!

Yours in Girl Scouting,

Lise L. Luttgens  
Chief Executive Officer, GSGLA



# THE 2017 GIRL SCOUT COOKIE PROGRAM



The Girl Scout cookie program is the world's leading business and financial literacy program by and for girls. Are you ready for the fun? Read on to get the basics on how to participate and how to make this the best Girl Scout Cookie season ever!



## *5 things to know about the cookie program*



**January 29  
to March 12**

The 2017 GSGLA Cookie Program runs January 29 to March 12. All registered Girl Scouts can participate. The cookie program only happens once a year!



2017 marks the 100th anniversary of Girl Scouts selling cookies—meaning Girl Scouts were entrepreneurs going as far back as 1917!



**\$800M**

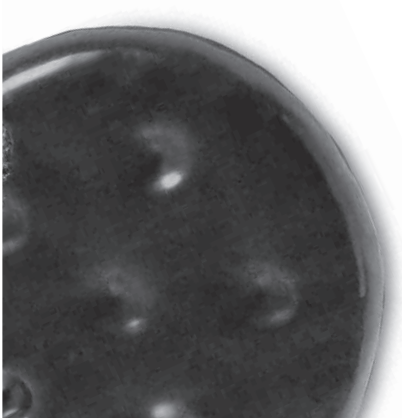
Nationally, the Girl Scout Cookie Program grosses more than \$800 million in sales

**5 Skills for  
Girls**

Girls who participate in the Girl Scout Cookie Program learn and practice five valuable skills (goal setting, decision making, money management, people skills, and business ethics) that will help them now and in the future. (See 5 Skills for Girls on p. 7.)

**100%**

All of the proceeds generated from the cookie program stay with the local council to support Girl Scout programs right here in our community!





# National Girl Scout COOKIE Weekend



## **GOLDEN TICKET 100-BOX GIVEAWAY**

On Saturday, Feb. 25, your customers could win 100 boxes of Girl Scout Cookies—in honor of Girl Scouts selling cookies for 100 years!

In celebration of National Girl Scout Cookie Weekend and a centennial of girl entrepreneurship, “golden tickets” will be placed randomly on boxes of Thin Mints. If a customer gets one, she or he will win a variety pack of Girl Scout Cookies. One lucky winner will get the grand prize: **100 boxes of Girl Scout Cookies!**



By Feb. 15, schedule to booth on **Saturday, Feb. 25**—your troop might be selected from the drawing and be a #GSGoldenTicket booth. #GSGoldenTicket clues will be posted on our Twitter and Instagram pages (@GirlScoutsLA) to drive customers to you. Check our newsletters, website, and social media for more details!

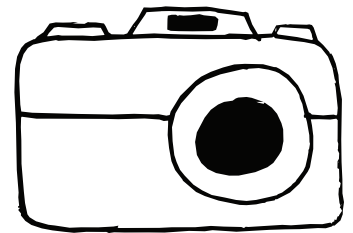




## 100 YEARS OF COOKIES PHOTO CHALLENGE!

### #5SkillsFaceOff

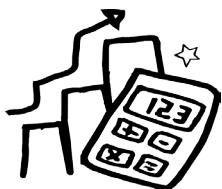
Cookie Season 2017 marks the 100th anniversary of Girl Scouts selling cookies. Celebrate by putting your troop's skills to the test in the GSGLA "5 Skills Face Off" photo challenge! The challenge is based on the 5 Skills learned in the cookie program: Goal Setting, Decision Making, Money Management, Business Ethics, and People Skills. You could win a coveted cookie cart filled with GSGLA store goodies (\$100 value)!



### Here's how to play:

1. Troops will be assigned one of the 5 Skills (like the Hogwarts Sorting Hat from "Harry Potter!")
2. Skill assignments will arrive in your troop marketing kit (troop cookie chairs will receive).
3. During boothing, complete the photo challenges and post your pictures to Facebook or Instagram using the hashtags #5SkillsFaceOff, #GirlScouts, and the special hashtag for your assigned skill/team (see list below). Don't forget to tag @GirlScoutsLA!
4. The skills team with the most posts by Feb. 27 will be named as the champions after National Girl Scout Cookie Weekend (March 1).
5. Three lucky troops from the winning skills team will win a cookie cart filled with awesome GSGLA store goodies!

### Where will your troop be sorted?!



- Golden Goal Setters (#5SkillsGGS)
- Dynamite Decision-Makers (#5SkillsDDM)
- Marvelous Money Managers (#5SkillsMMM)
- Business Ethic Extraordinaires (#5SkillsBEE)
- People Skill Pros (#5SkillsPSP)



# 5 Skills for Girls



## 1 GOAL SETTING

Girl Scouts set cookie sales goals individually and with their troop. She creates a plan to reach them. She develops cooperation and team-building skills all along the way!

- *Assist your Girl Scout in setting practical goals by looking at the rewards, talking about community projects, and discussing troop activities. Aid your Girl Scout by role-playing when she needs assistance in this thought process.*

## 2 DECISION MAKING

Girl Scouts help decide how their troop will spend their cookie money, furthering the critical-thinking and problem-solving skills that will help her in many aspects of her life.

- *Ask your Girl Scout how her troop plans to use the proceeds, what individual goal she'd like to set, and what things she can do to meet her goals.*

## 3 MONEY MANAGEMENT

Girl Scouts take cookie orders, handle customers' money, and gain valuable and practical life skills regarding finances and money.

- *For her personal sales, allow your Girl Scout to count the money with you. Encourage her to separate her order, and tally up the amount due.*

## 4 PEOPLE SKILLS

Girl Scouts learn how to talk to, listen to, and work with all kinds of people while selling cookies. These experiences help her develop healthy relationship and conflict-resolution skills.

- *Help your daughter feel comfortable asking friends and family to support her. Encourage her to speak confidently and to say thank you.*

## 5 BUSINESS ETHICS

Girl Scouts are honest and responsible at every step of the cookie sale, which reinforces the positive values she is developing as a Girl Scout.

- *Act honestly, responsibly, and follow the rules during every step of the cookie program and encourage your daughter to run her business as a professional.*



# 5 Steps to Running Your Own Cookie Business

- 1 Ask friends and family to buy Girl Scout Cookies or to donate cookies to Gift of Caring.
  - 2 If you're a cookie program veteran, review last year's order cards and contact your reliable customers.
  - 3 As you sell out of the cookies, go back to your troop cookie chair for more cookies throughout the sale.
  - 4 Expand your circle of customers by selling via the Cookie Club, residential door-to-door sales by doing a walkabout, setting up a lemonade stand, and/or participating with your troop at a cookie booth.
  - 5 As the sale nears an end, ask your customers if they would like to purchase more.
- 

## 5 Key Players

There are several people who will make your cookie business a complete success:

- 1 **Council staff** will provide the necessary tools to conduct a successful cookie business.
- 2 **Your troop cookie chair/troop leader** will organize and guide your troop through the program.
- 3 **Your troop** consists of registered Girl Scouts ready to put their leadership skills into action.
- 4 **Your support group** are the family and friends who will encourage and assist you.
- 5 **Customers** are the awesome people who will financially help Girl Scouts reach their goals!

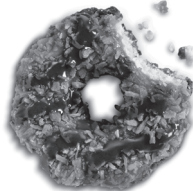
# THE 2017 LINE UP

*Customers love our amazing, name-brand Girl Scout Cookies baked especially for us by Little Brownie Bakers, one of the two bakers that produce Girl Scout Cookies in the USA!*



## **DO-SI-DOS**

Peanut Butter Sandwich  
with Oatmeal



## **SAMOAS**

Coconut, Caramel,  
Dark Chocolate



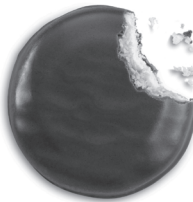
## **SAVANNAH SMILES**

Zesty Lemon with  
Powdered Sugar



## **GIRL SCOUT S'MORES** (CLEAN/NON-GMO)

Graham Sandwich, Chocolate  
& Marshmallow-y Filling



## **TAGALONGS**

Chocolate,  
Peanut Butter



## **TREFOILS**

Shortbread



## **THIN MINTS** (VEGAN) Chocolate Mint

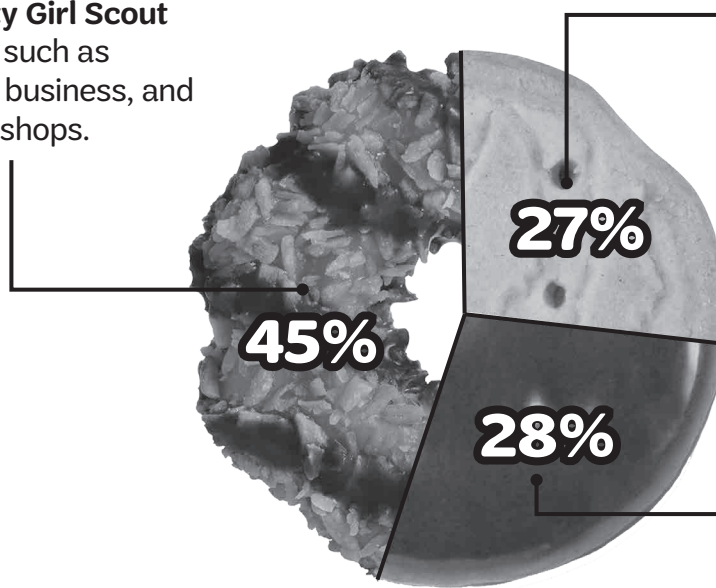


## **TOFFEE-TASTIC** (GLUTEN-FREE) Buttery with Toffee Bits

- 12 boxes per case
- Cookies are \$5/box and \$60/case, except for the two specialty cookies: gluten-free Toffee-Tastic and clean/non-GMO Girl Scout S'mores varieties which are \$6/box and \$72/case, because they cost more to produce
- Girl Scout Cookies are date-stamped for freshness
- No high-fructose corn syrup; zero grams trans fat
- See order card for nutritional information, or visit [littlebrowniebakers.com](http://littlebrowniebakers.com)

# How a Box of Cookies Supports Girl Scouts

**High quality Girl Scout programs**, such as leadership, business, and STEM workshops.



**Girl and volunteer support**, including financial assistance for underserved girls and volunteer training and resources.

**Troop earnings and rewards**, which girls use for activities like travel, camp, and community service projects.

## How to Handle Cookie Money— Tips for Parents

- ▶ Always count money and only take checks from people you trust. Checks received are to be made payable to “Girl Scout Troop [insert troop number].”
  - Accept only preprinted checks with issuer’s address. Write the issuer’s phone number and driver’s license number on the face of check.
  - Note the girl’s first name and last initial in the memo line of the check.
  - Caution against accepting out-of-state checks.
- ▶ Do not accept \$50 or \$100 bills. These are the most commonly counterfeited.
- ▶ Turn in money to your troop cookie chair (TCC) promptly and frequently, as communicated by your TCC. Don’t hold onto the money, as it can get misplaced or mixed with your own funds. Always get a receipt from your TCC for money you turn in for your daughter’s individual orders.
- ▶ Money turned-in should be what was directly received from the customer. Families are responsible for any lost, stolen, or counterfeit money.



# WAYS TO SELL COOKIES

	In Person Sales	Cookie Club	Walkabout or Door-to-Door	Lemonade Stand	Cookie Booth	Special Booth Request
<b>WHO CAN SELL?</b>						
Girls Individually	✓	✓	✓	✓		
Sell with Your Troop			✓	✓	✓	✓
<b>WHERE TO SELL</b>						
Residential Area	✓	✓	✓	✓		
Business/Commercial Area					✓	✓



## WALKABOUTS AND DOOR-TO-DOOR SALES:

*the practice of going from door-to-door in a neighborhood (not commercial or retail areas, like parking lots, etc.) to sell cookies.*

- ▶ Door-to-door selling is permitted in residential areas only.
- ▶ Girls should be familiar with the neighborhoods.
- ▶ Girls must always have an adult with them and should never be out after dark.
- ▶ Girls should not go into a yard if there is a dog or a closed gate/fence.
- ▶ Girls should never enter a customer's home or accept food or beverages.
- ▶ Other than service animals, no pets are allowed while selling cookies.
- ▶ If a customer stops a girl while walking around her neighborhood, she can sell her/him cookies; however, the girl is not permitted to stay in that spot and continue to sell. She must continue to the next door.



## LEMONADE STANDS:

*a booth set up on the property where the girl resides (ONLY), as their city, homeowner's association, and/or property management permits.*

- ▶ Girls must have an adult present at the lemonade stand at all times—cookies and money should never be left unattended.
- ▶ Lemonade stands are not to be set up on the street, sidewalk, street corner, medians or outside of fencing or walls.
- ▶ Girls who reside in an apartment, gated community, or similar housing must obtain management approval prior to setting up—set-up must be in a common area inside the complex (not on the street or sidewalk).
- ▶ Any signage must follow city, property management, and/or homeowner association signage rules.
- ▶ Keep cookies shaded from the elements (i.e., heat, rain, etc.). Consider using a rolling cooler on hot days to keep cookies from melting (for walkabouts, too).



## WORKPLACE SELLING:

*the practice of taking orders or selling cookies at a workplace (including a parent's workplace).*

- ▶ Girls must contact business owners or managers to request permission to sell at the business.
- ▶ Girls can make a sales pitch to staff or leave an order card in a location visible to employees.
- ▶ Girls can sell to the employees of the business, but should not sell directly to the business' customers.
- ▶ Parents may have cookies to sell at their place of work, but any displays must include a message from the girl. Displays cannot be visible by workplace's customers/patrons.
- ▶ Girls are not to set up booths at businesses without special booth approval; ask your troop cookie chair.
- ▶ There are several high-rise buildings in downtown LA, Burbank, Woodland Hills, Long Beach, and on the Westside that belong exclusively to GSGLA's corporate booth program. Older girl troops can apply for these sites separately; ask your troop cookie chair.



## COOKIE BOOTHS:

*stations, usually a table and chairs, where a group/troop of Girl Scouts sell cookies, most often set up at a storefront. Boothing encourages teamwork and learning. (Boothing is a privilege! As guests in front of a business, we need to be on our best behavior.)*

- ▶ Boothing can be done only during Feb. 10–March 12.
- ▶ Locations are pre-authorized by GSGLA; consult your troop cookie chair for availabilities or to seek required approval for any special booth locations outside of what is offered (see p. 15).
- ▶ Girls and adults must be present at each cookie booth. A troop cannot booth without parent help. At least two girls per door are required to be present at all times. Two adults are required, one must be a registered Girl Scout member and at least one must be female.\*†
- ▶ No tagalongs: Only registered Girl Scouts can booth; therefore, siblings and friends are not allowed.
- ▶ Do not block entrances; approach customers only as they are leaving the business.
- ▶ Unless authorized by the business, do not affix anything to the property of where the booth is held.
- ▶ Make sure the cookie inventory is always in sight; do not leave cash visible, and keep change on hand.
- ▶ Clean up all trash; however, do not fill trash cans at the booth location.

---

*\*Senior/Ambassador troops only require a minimum of two girls and only one female adult OR one girl and 2 adults (one of which is female).*

*†Cadettes and up can host one girl-one parent booths; however, all girls in the troop must be given the opportunity to participate in the booth. Priority is given to troop boothing over individual girl boothing. Booths must be scheduled by the troop cookie chair on behalf of the girl, and you should check with the troop cookie chair before and after the booth to verify sales to be credited to the girl, true up inventory, and to remit proceeds to the troop. There are date restrictions, so please consult your troop cookie chair.*

# WAYS TO MARKET COOKIES

Marketing your cookie business is extremely important in order for it to be a success! Here are some effective marketing techniques:



## COOKIE CLUB

Cookie Club is a fun and interactive website that assists girls in learning the essential 5 Skills and tracking cookie sales. It is a password-protected private area for Girl Scouts only.

When using Cookie Club, girls can:

- ▶ Learn about goals and selling tips
- ▶ Set troop and individual goals
- ▶ Record their customer lists so they can be saved and reused each cookie season
- ▶ Send secure “ask” emails to customers, receive orders, and track progress

Before entering Cookie Club, a parent/caregiver must provide permission to the troop cookie chair (TCC), who will set up your account. Go to <https://cookieclub.littlebrownie.com/> to get started.



## INTERNET

Although the girls or their families/friends may not sell cookies on the internet, girls can use age-appropriate internet tools to promote their cookie business. However, cookie delivery and payment must be done in person. Online social networking sites (such as Facebook and Twitter) are a great place for teens 13 and older to promote and ask for cookie orders—with parent permission. Be sure to follow computer/online use guidelines in *Safety Activity Checkpoints*. For additional resources, visit [girlscouts.org](http://girlscouts.org).

*Remember, selling Girl Scout Cookies on eBay, Craigslist, Amazon, or any other online internet website is NOT allowed.*



## COOKIE MOBILE

Bling your booth! Girls can decorate wagons for walkabouts, lemonade stands, and their cookie booths to attract customers to purchase cookies. Watch for council communications that advertise contest rules and other ideas. Plus, visit your local Girl Scout store to check out our new cookie carts and other cookie-themed signs, T-shirts, and more items!

## OTHER MARKETING IDEAS

- ▶ Try a troop text-a-thon to let friends and family know “It’s cookie time” or “I have cookies NOW, no waiting!”
- ▶ Remind customers that Girl Scout Cookies are only available once a year, and they freeze well.
- ▶ Visit [girlscoutsla.org](http://girlscoutsla.org) for marketing downloads like business cards, marketing kits and more!



# INVENTORY & GETTING STARTED

## HOW A DIRECT SALE WORKS

- ▶ Sell actual inventory instead of promises!
- ▶ The direct sale format allows you to have the inventory in hand so customers don't have to wait!
- ▶ Cookies are distributed to families at the start of the sale using a specific formula for your troop. This is referred to as the starting inventory order (SIO) which is placed by your troop cookie chair.
- ▶ Girls can use order cards to track sales or customer contact information.
- ▶ Families are not limited to the one-time inventory allotment; they should pick up additional inventory as needed throughout the sale—check with your troop cookie chair.
- ▶ Families turn in funds to the troop for cookies as they sell them. Cookies are not pre-paid.
- ▶ Balance for all cookies is due shortly after the sale (March 12, 2017).

## COMING UP WITH A TROOP INVENTORY

Kick off the cookie program with your troop by discussing what to do with cookie proceeds as well as what funds are needed for program supplies, registration dues, uniforms, etc.

- ▶ As a troop, calculate the budget needed for the activities chosen to determine your troop's sales goal.
- ▶ Relying on the troop's goal, the troop cookie chair (TCC) will submit the starting inventory order (SIO).
- ▶ All members of the troop should support the collective goals that girls debated and agreed on.
- ▶ The troop is financially responsible for all cookies ordered and received.
- ▶ The troop will get the majority (75–80%) of its cookie inventory through the SIO. Cookies are ordered in full case quantities (12 boxes per case)—additional cookies may be ordered through the TCC.

## STARTING INVENTORY DELIVERY DAY (JAN. 27-28)

When picking up your cookies:

- ▶ Count each box before leaving your troop cookie chair.
- ▶ Sign a receipt and take a copy. You are financially responsible for each box of cookies you sign for.
- ▶ Always keep your cookies in a cool place—do not store in the garage. (If cookies are damaged, you are still responsible for paying for them.)
- ▶ Store cookies away from strong odors, such as cigarette smoke and pungent foods.

## WHEN CAN I SELL GIRL SCOUT COOKIES? (JAN. 29-MARCH 12)

No cookie orders or sales can take place prior to Jan. 29. However, you may announce the sale start date in advance.

- ▶ It is considered "early selling" any time a girl/adult accepts someone's request for a certain cookie quantity or variety, takes money for cookies, asks potential customers questions like, "Will you buy cookies from me?" or solicits for Gift of Caring donations before Jan. 29.
- ▶ If a potential customer responds prior to Jan. 29 with comments like "Put me down for..." the appropriate response must be "Thank you for your pledge, we will contact you at the start of the sale to take your order."

# MORE ON BOOTHING

## BEFORE, DURING, AND AFTER A BOOTH

- ▶ Arrive and end on time. Respect the next scheduled troop and prepare to turn over the site.
- ▶ Make sure you have the important phone numbers: troop leader, troop cookie chair.
- ▶ Arrive with a great attitude, smile, and say thank-you even if a customer does not buy.
- ▶ All conflicts must be resolved quietly, peacefully, and out of earshot from the girls.
- ▶ Cell phones, iPods, or other electronic devices should not be used during your boothing shift for personal use.

## SPECIAL BOOTH REQUESTS

- ▶ Examples of a special booth include: churches, schools, sporting events, and small-owned businesses. Consult with your troop cookie chair for details. Special booth requests require written pre-approval and can take up to a week or longer to obtain.

## EXCHANGING AND RETURNING COOKIES

- ▶ It's the family's responsibility to exchange or return undamaged, factory-sealed cookies to your troop within the timeframes and guidelines provided by your troop cookie chair (TCC).
- ▶ Any cookies not returned to the TCC by the designated date will be the financial responsibility of the family. It's about teamwork: All troop members can pitch in to help with any unsold cookies.

## SELLING OUTSIDE THE COUNCIL AREA

Being a sister to every Girl Scout means respecting our sister Girl Scouts in neighboring councils. As such, selling outside the GSGLA council region (AKA "cross-border selling") is allowed starting on Jan. 29 on an exception basis. (Visit [girlscoutsla.org](http://girlscoutsla.org) to view a council map.)

- ▶ **Family:** Girls can sell to family and to the family's immediate neighbors within the GSGLA border.
- ▶ **Friends:** Immediate friends are okay.
- ▶ **Workplace:** In the parent or guardian's workplace only (to friends and work colleagues only, not to their customers). No friend's nor extended family's workplaces are allowed.
- ▶ **Lemonade stands, walkabouts, and boothing of any kind:** Never allowed outside of GSGLA borders.

## SAFETY TIPS

- ▶ Wear the membership pin and Girl Scout clothing to identify yourself as a Girl Scout.
- ▶ Always use the buddy system.
- ▶ Be familiar with the neighborhoods where you will be selling cookies.
- ▶ Partner with adults.
- ▶ Never enter a customer's home.
- ▶ Never approach customers in cars.
- ▶ Follow safe pedestrian practices when crossing streets. Be aware of traffic when unloading vehicles.
- ▶ Have a plan for safeguarding money (avoid carrying large amounts; have supervising adult deposit proceeds immediately).
- ▶ Sell only during daylight hours.
- ▶ Never provide a girl's name, address, or email address.
- ▶ Be web wise. Take the GSUSA Internet Safety Pledge at [girlscouts.org](http://girlscouts.org) before going online.

---

# COOKIE PROGRAM

## REQUIREMENTS, ROLES, AND RESPONSIBILITIES

---

### FOR GIRLS:

---

- ▶ Be a currently registered Girl Scout.
- ▶ Ensure no cookie orders are taken or sales made prior to the start date, Sunday, Jan. 29, 2017.
- ▶ Set individual goals and help the troop set and achieve overall troop goals.
- ▶ Participate in troop meetings and cookie program discussions.
- ▶ Know your product; learn about the cookies.
- ▶ Be easily identifiable as a Girl Scout. Wear your uniform or other Girl Scout gear, and your membership pin.
- ▶ Tell customers how your troop will use cookie proceeds.
- ▶ Encourage customers to support the Gift of Caring (GOC) cookie donation program.
- ▶ Participate in the troop booth sales.

### FOR PARENTS & CAREGIVERS:

---

- ▶ Sign the 2016 Fall Product-2017 Cookie Program Parent/Guardian Permission Responsibility Agreement.
- ▶ Encourage your daughter to participate in cookie program activities. Work with her to build her 5 Skills.
- ▶ Ensure no cookie orders are taken or sales made prior to the start date, Sunday, Jan. 29, 2017.
- ▶ Guide your daughter when making individual learning and sales goals. Work with your daughter and her troop in setting goals to help determine the number of cookies to order.
- ▶ Respect and support the troop goals.
- ▶ Participate in booth sales and assist the troop cookie chair and troop leader.
- ▶ Keep your troop cookie chair updated on your daughter's inventory—request more cookies when you sell out.
- ▶ Be responsible for payment of all cookies received and safeguarding all monies collected from customers.
- ▶ Participate in the receipting for all cookies received and for all money submitted to troop. Retain all receipts.
- ▶ Follow all troop guidelines and timeframes for turning in money and cookie box exchanges and returns.

### FOR TROOP COOKIE CHAIRS/TROOP LEADERS:

---

- ▶ Train the girls and parents and distribute all needed materials, providing ongoing support throughout the sale.
- ▶ Do not set quotas for individual girls.
- ▶ Allow time for cookies to be sold before requiring payment from parents and set up periodic collection dates.
- ▶ Collect and deposit all funds due from the girls/parents into the troop account frequently.
- ▶ Enter all troop and girl orders and money collected into the cookie system (eBudde).
- ▶ Meet deadlines as set by the service unit cookie program chair and as indicated in the troop guide.
- ▶ Keep track of individual girl sales and boothing sales.



# COOKIE CODE OF CONDUCT

Girls and adults must adhere to information contained in this family guide and all GSUSA and GSGLA rules and regulations when selling Girl Scout Cookies. These rules are in place so that girls can run a successful, fair, fun, and safe cookie business. Consult your troop cookie chair with any questions.

## FOR GIRLS:



- ▶ **I will** adhere to the principles of the Girl Scout Promise and Law and follow all GSGLA guidelines.
- ▶ **I will** follow the rules to help make sure program activities are safe, fun, and successful.
- ▶ **I will** not sell cookies prior to the sale start date of Jan. 29, 2017.
- ▶ **I will** wear appropriate Girl Scout attire and dress neatly and appropriately for the weather.
- ▶ **I will** treat other people, myself, property, and equipment with respect.
- ▶ **I will** remove all trash from boothing sites.
- ▶ **I will** listen carefully to all instructions and appropriately respond to all directions given by Girl Scout leaders, troop cookie chairs, or the adult in charge.
- ▶ **I will** not run or demonstrate any physical activity that could place me in harm. I will not participate in any roughhousing, running, loud voices, or inappropriate language.
- ▶ **I will** never give out my last name, address, or telephone number to customers. Instead, I will refer the customer to the adult volunteer.

## FOR PARENTS & CAREGIVERS:



- ▶ **I will** adhere to the principles of the Girl Scout Promise and Law and follow the GSGLA guidelines.
- ▶ **I will** follow the rules to help make sure program activities are safe, fun, and successful.
- ▶ **I will** make sure my daughter does not sell cookies prior to the sale start date of Jan. 29, 2017.
- ▶ **I will** be respectful of the Girl Scout leaders, troop cookie chair, or the adult in charge.
- ▶ **I understand** I am responsible for all money collected on behalf of the troop and misuse of council and/or troop funds will not be tolerated.
- ▶ **I understand** I am financially responsible for all product received and all cookies must be paid by the March 2017 deadline set by my troop cookie chair.
- ▶ **I will** treat other people, myself, property, and equipment with respect. I will not leave trash behind.
- ▶ **I will** remove all cardboard boxes and trash from boothing sites and dispose of them at my home.
- ▶ **I understand** that siblings (tagalongs) are not allowed at a cookie booth.
- ▶ **I will** not violate Girl Scout policies, create discord, or damage or misuse property.
- ▶ **I will** not demonstrate any violence of any kind, including inappropriate conduct, profanity, or verbal abuse.
- ▶ **I will** not be under the influence or hold possession of illegal substances during any Girl Scout activities. Firearms or weaponry are not allowed.
- ▶ **I understand** smoking is not allowed in the presences of girls during Girl Scout activities.
- ▶ **I will** support the goals established by my daughter and her troop.
- ▶ **I understand** that adults may assist, but cannot sell cookies. This is the girl's business to operate.



# CONSEQUENCES

If girls and/or troops are not selling in accordance with established rules and regulations, girls and/or troops can be penalized by having one or more of the following consequences enforced\*:

- ▶ Removal of the highest reward level earned
- ▶ No future boothing
- ▶ Reduction in troop proceeds or opt-out proceeds
- ▶ Reduction in boxes sold for girl and/or troop
- ▶ Forfeiture of girl and/or troop proceeds/rewards

Examples of rule violations include:

- ▶ Taking orders or selling before Sunday, Jan. 29, 2017
- ▶ Selling cookies for the incorrect price
- ▶ Selling cookies outside of authorized areas
- ▶ Conducting a booth without submitting and receiving a special request approval
- ▶ Girls selling or delivering cookies alone
- ▶ Boothing with the incorrect girl/adult ratio or inappropriate behavior at a booth location
- ▶ Failure to pay for cookies and submit money as stated by GSGLA and/or your troop cookie chair

*\*Decisions on consequences to impose are decided by GSGLA's product sales manager and/or product sales director. The severity of the consequence imposed will be based on the rules and regulations broken, impact to others, safety, and if one or multiple rules were broken.*

## IMPORTANT DATES

**JANUARY 27-28**

Cookie delivery day. (Check with your troop cookie chair.)

**JANUARY 29**

GSGLA Cookie Program begins. No cookie orders are allowed to be taken or sales made prior to this start date.

**FEBRUARY 10**

Cookie boothing begins.

**FEBRUARY 24-26**

National Girl Scout Cookie Weekend

**MARCH 12**

GSGLA Cookie Program ends. (No sales allowed after this date.)

## MORE INFORMATION & RESOURCES

- ▶ GIRLSOUTSLA.ORG
- ▶ LITTLEBROWNIEBAKERS.COM
- ▶ GIRLSOUTS.ORG
- ▶ GSGLA COOKIE & NUT FRIENDS ON FACEBOOK



## GIFT OF CARING

Considered the ninth cookie variety in the lineup, the Gift of Caring (GOC) program is a council-wide community service project that encourages customers to donate cookies. This cookie variety is sugar-free, fat-free, trans-fat free, dairy-free, gluten-free, and calorie-free for the customer.

Potential customers on diets, or who have food restrictions/allergies, or any other reason not to buy cookies for themselves can buy a box virtually that will be donated to families in need and or servicemen and/or women in the armed forces.

### HOW IT WORKS:

- Girl Scouts can encourage customers to support our GOC partners by donating money for cookies.
- Customers provide monetary donations that the troop or Girl Scout collects.\*
- The troop or Girl Scout does not hold or store actual cookie boxes for GOC.
- The donations are tabulated and reported as GOC donations.
- The GSGLA product sales team delivers the cookie inventory to GOC partners.

### TIPS:

- Family and friends outside of the GSGLA area are great groups to target for GOC. That way they can support a girl's cookie goals without incurring the cost of shipping cookies.
- Use the pull-out poster in this issue of *Greater* to promote GOC at your sale!

*\*All monies received as donations are considered a GOC donation. For example, if someone says, "Keep the change," this money (the change) goes toward GOC. GOC donations are tax-deductible; receipts can be provided to customers upon request.*



# Destiny B.

## 2016 Gift of Caring Top Seller



**You sold an impressive amount of boxes this past season (1,020) – and they were all for Gift of Caring (GOC)!**

To me, it is the most important part of Girl Scout Cookie selling. It's incredible to make an impact on someone's life, no matter how small or how big. Over my entire cookie career, I have sold approximately 18,000 boxes—11,000 for GOC. I have family in the military, so it's a cause close to my heart.

### **Why is GOC so important?**

Servicemen and women overseas don't have the opportunity to see or have anything that reminds them of home. Sometimes, they even give the cookies to the innocent children in the country in which they are stationed. GOC can help many people in many ways.

### **What do you love about selling Girl Scout Cookies?**

I am able to increase my confidence in talking to new people, and the people I already know. I have sold cookies for 11 years, and each year I learn something new. Selling cookies offers opportunities for Girl Scouts to learn about business, social interactions, and confidence.

### **What's your favorite memory related to GOC?**

Once, a soldier flew a flag over Iraq in my name. I later received the same flag in the mail. It was one of the most incredible things that anyone had ever done for me. It inspired me to continue with GOC, so that I could make a difference in the lives of other soldiers.

### **What do you want to do as a career?**

Because of my drive to help others, I want to go into the medical field. I volunteer at my local hospital, and am becoming even more passionate about the field. I love having the opportunity to make an impact on someone's life.

### **Why should girls participate in the cookie program?**

By selling cookies, I have grown up to be a confident, smart, and successful young woman, which is what the cookie program is all about. The cookie program empowers young girls to be the best they can be, and even shows them how to set goals and achieve them.

### **What advice do you have for other girls in reaching high GOC goals?**

Like any other way of selling cookies, you must know your cause. When someone is purchasing something from you, they want to make sure that you know what you're selling. Sometimes people are cautious about giving money to organizations. If you can be confident and passionate about GOC, you can definitely reach your goal.

## DESTINY'S SALES TECHNIQUES

- ▶ Keep a customer list every year and reach out to them at the beginning of each sale.
- ▶ Tell friends and family about the GOC program; ask for donations from companies.
- ▶ Promote at boothing with a large display and by asking people to donate change.
- ▶ Research GSGLA's GOC partners and talk about them with your customers.



# PROGRAM GUIDE

## General Information

Girl Scouts of Greater Los Angeles programs through April 2017 are listed in this program guide. Registration open and close dates all vary per program. You must register at least two weeks prior to each event.

Find details about these events and all GSGLA programs through April 2017 at [girlscoutsla.org](http://girlscoutsla.org). Click on “Calendar” under the “Events” tab. Check the program calendar frequently, as pop-up programs are often added throughout the year. Stay up to date on the latest program information by signing up for GSGLA’s monthly e-newsletter, *Great News!* as well as your grade-level specific newsletter. The sign-up form is on the home page of [girlscoutsla.org](http://girlscoutsla.org).

**For questions or assistance, please call the Customer Care Line, 213-213-0123.**

### GS LEVEL KEY

- D** DAISY
- B** BROWNIE
- J** JUNIOR
- C** CADETTE
- S** SENIOR
- A** AMBASSADOR



### ROCKET WHIZ (D)(B)(J)

**Oct. 15, 10 a.m.–12 p.m.**

**Grades 2–5 (\$25 registered girl, \$35 non-registered girl)**  
**Montrose Program Center**

The sky is the limit as Girl Scouts experience rocketry firsthand. Have a blast building and decorating your own model rockets. Participation in this build workshop qualifies each girl to launch her own rocket during an event at the Santa Fe Dam on Nov. 5, 2016, 8 a.m. to 12 p.m.

### ROCK IT! (C)(S)(A)

**Oct. 15, 1 p.m.–3 p.m.**

**Grades 6–12 (\$30 registered girl, \$35 non-registered girl)**  
**Montrose Program Center**

Push your construction skills to the limit and rock your rocket! Build your own advanced-level model rockets! Participation in this build workshop qualifies each girl to launch her own rocket during an event at the Santa Fe Dam on Nov. 5, 2016, 8 a.m. to 12 p.m.





**GRAMMY MUSEUM DAY:** (B) (J) (C) (S)  
**TROLLS, "INSERT VOICE HERE"**

*Nov. 5, 9:30 a.m.–3 p.m.*

*Grades 2–12 (\$25 per person)*

*GRAMMY Museum at L.A. Live, Los Angeles*

Discover how the magic of voice-over acting brings your favorite animated and musical characters to life! Engage in interactive workshops and explore the GRAMMY Museum—filled with history and authentic artifacts related to some of the world's top artists. Plus, try your hand at inserting your voice into a scene! A special guest (TBA) will help bring a voice or a song to some fun characters. Afterward, see some of this magic in action as we watch the new Dreamworks movie, *Trolls*. (Movie seating is first-come, first-served.)

**FITNESS TO THE MAX** (C) (S) (A)

*Nov. 5, 10 a.m.–2 p.m.*

*March 4, 10 a.m.–2 p.m.*

*May 20, 10 a.m.–2 p.m.*

*Grades 6–10 (\$20 registered girl, \$25 non-registered girl)*

*La Casita Program Center, Claremont*

Get empowered with the information and tools you need to be healthy, fit, confident young women leaders! Learn how the media and society influences your perception of reality while participating in fitness activities and fun games. This is a day to celebrate girls and everything you can and will accomplish. Cadettes will earn the Eating for Beauty badge and Seniors will earn the Women's Health badge. Price includes snacks, resistance band, journal, vision board, fitness accessories, and an O2 bag. Volunteers are needed—please contact Michelle Geathers, [mgeathers@girlscoutsla.org](mailto:mgeathers@girlscoutsla.org).

**LA LAKERS GIRL SCOUT FAMILY NIGHT** (D) (B) (J) (C) (S) (A)

*Nov. 6, 6:30–10 p.m.*

*STAPLES Center, Los Angeles*

*Grades K–12 (\$32 registered girl, non-registered girl, adult)*

Back by popular demand for the third year, this is a special opportunity for troops, groups, family, and friends to attend a Lakers game and see the young, new Lakers with their new head coach Luke Walton! Tickets are at a greatly reduced price—and girls receive a commemorative patch. The Lakers will play the Phoenix Suns in this exciting Sunday Western Conference matchup. Tickets are limited. **NEW:** All girls who purchase tickets to this game will be invited to a Girl Scout-exclusive fitness clinic with the Laker Girls on Nov. 6 at the Lakers practice facility in El Segundo. Exact details TBA.

**COMING SOON**

*Check out GSGLA's events calendar at [girlscoutsla.org](http://girlscoutsla.org) and be on the lookout in upcoming newsletters for details.*

- ▶ KINGS GAME, NOV. 19
- ▶ *FANTASTIC BEASTS AND WHERE TO FIND THEM* MOVIE SCREENING, DATE TBA
- ▶ DISNEY ON ICE, DEC. 16 & 17





# JANUARY

## SHE & ME NUTRITION PROGRAM (B)(J)(C)

Jan. 21, 10 a.m.–1:30 p.m.

Grades 2–8 (\$25 registered girl, \$30 non-registered girl)  
El Ranchito Program Center, Long Beach

Do you like to be active? Are you always in the kitchen making new creations? Join us for a day filled with fun, food, and fitness! Cook and create, then dine and enjoy. Learn how to easily make all dishes and snacks with minimal help from an adult. One adult per girl is welcome to attend at no additional cost. Brownies will earn the Snacks badge, Juniors will earn the Simple Meals badge, and Cadettes will earn the New Cuisines badge. Fun patch included! Volunteers are needed—please contact Michelle Geathers, [mgeathers@girlscoutsla.org](mailto:mgeathers@girlscoutsla.org).

## LEARN TO CODE (C)(S)(A)

Jan. 28, 10 a.m.–4 p.m.

Grades 6–12 (\$25 registered girl, \$30 non-registered girl, \$50 adult)  
Long Beach Service Center

Everyone should learn to code! Learning about programming helps you discover how computers work and understand the world of technology around you. Programmers make their own games, program robots, create interactive stories and more! Facilitated by Chris Bradfield from Kids Can Code.

## COMING SOON

Check out GSGLA's events calendar at [girlscoutsla.org](http://girlscoutsla.org) and be on the lookout in upcoming newsletters for details.

- HIDDEN FIGURES MOVIE SCREENING, TBA

## ARCHERY (C)(S)(A)

Jan. 9, 12–2 p.m.

Grades 6–12 (\$15 registered girl, \$20 non-registered girl)  
Arroyo Seco, Pasadena

Join the ranks of the great archers of history and fiction as girls try their hand (and arm!) at the sport of archery. Under the direction of the Pasadena Roving Archers, girls will learn about the history of the sport, equipment needs, rules and safety, and practice hitting the target.

Cookies!

## SERVICE UNIT COOKIE KICK-OFFS (D)(B)(J)(C)(S)(A)

Jan. 7–21

Check with your troop leader or service unit manager to find out if your service unit is hosting a super fun cookie kick-off to help you gear up for cookie season.

Cookies!

## STARTING INVENTORY DUE TO COUNCIL (D)(B)(J)(C)(S)(A)

Jan. 7

Troops will learn how to calculate their starting inventory numbers at cookie trainings happening in December. Contact your service unit cookie program chair for specific dates.

Cookies!

## COOKIE DELIVERY TO SERVICE UNITS (D)(B)(J)(C)(S)(A)

Jan. 27–28

This is the same general process as years past, condensed into two days.

Cookies!

## COOKIE GO DAY! (D)(B)(J)(C)(S)(A)

Jan. 29

Time to start selling cookies door-to-door and via lemonade stands!



# FEBRUARY

Cookies!

## COOKIE BOOTHING BEGINS

Feb. 10

So close to reaching your goals! Read all about cookie boothing on p. 12 and p. 15.

---

## GIRL SCOUT DAY AT THE LONG BEACH COMIC EXPO

Feb. 18, 10:30 a.m.-6 p.m.

Grades K-12 (\$25 registered girl, \$30 non-registered girl, \$20 adult)

Long Beach Convention Center

Attend workshops with industry professionals and earn a badge! Plus, participate in scavenger hunts, laser tag, pick up goodie bags, and show off your superhero costume. Comic book, anime, cosplay, and *Doctor Who* fans will not want to miss this opportunity, which sells out fast. (Note: Girl Scouts 10 years old and under get in for free with an adult registration: three girls allowed per every one adult registration. Adults only need to register, then send an email to [lnesbit@girlscoutsla.org](mailto:lnesbit@girlscoutsla.org) with your name, girls' names, troop number, and Girl Scout level to be added to the workshops.)

---

## WORLD THINKING DAY OVERNIGHT

Feb. 18, 10 a.m.-Feb. 19, 11 a.m.

Grades 2-12 (\$90 registered Girl, \$100 non-registered girl, \$90 adult)

El Ranchito, Long Beach

Celebrate global sisterhood! This year's World Thinking Day theme is growth: self-growth and community growth! Take part in an international venture to expand our Girl Scout community and take action to promote change. Plus, experience El Ranchito's activities: Hit a bullseye at archery, get competitive on the gaga court, show your creative side at arts and crafts, and challenge yourself on the 35-foot rock wall. At night under the stars, make s'mores and sing songs around the campfire. Price includes three meals, three snacks, s'mores, and a World Thinking Day award.

Cookies!

## NATIONAL GS COOKIE WEEKEND: GOLDEN TICKET 100-BOX GIVEAWAY

Feb. 25

In celebration of National Girl Scout Cookie Weekend, Girl Scouts of Greater Los Angeles will place golden tickets on select boxes of Girl Scout Cookies and "plant" them at random cookie booths around Greater LA. Sales booster: Tell your customers if they buy an extra box that day, they just might find a golden ticket and win a month's supply or a year's supply of cookies. Make sure you are boothing that day—your site could be randomly selected as a special golden ticket booth!

---

## WORLD THINKING DAY

Feb. 25, 10 a.m.-4 p.m.


Grades 2-5 (\$20 registered girl, \$25 non-registered girl, \$15 adult)

Mariposa Program Center, Altadena

Join more than 10 million Girl Scouts and Girl Guides across the world celebrating World Thinking Day, an international Girl Scout holiday devoted to friendship, advocacy, and connecting with one another. We will explore global Girl Scout traditions, songs, games, and so much more. Girls will earn the World Thinking Day Award. Price includes lunch, two snacks, and the World Thinking Day award.

## COMING SOON

Check out GSGLA's events calendar at [girlscoutsla.org](http://girlscoutsla.org) and be on the lookout in upcoming newsletters for details.

► REAL BEAUTY, FEB. 11   
AT WOODLAND HILLS  
PROGRAM CENTER



## **FITNESS TO THE MAX** C S A

**Nov. 5, 10 a.m.–2 p.m.**

**March 4, 10 a.m.–2 p.m.**

**May 20, 10 a.m.–2 p.m.**

**Grades 6–10 (\$20 registered girl, \$25 non-registered girl)**

**La Casita Program Center, Claremont**

Get empowered with the information and tools you need to be healthy, fit, confident young women leaders! Learn how the media and society influences your perception of reality while participating in fitness activities and fun games. This is a day to celebrate girls and everything you can and will accomplish. Cadettes will earn the Eating for Beauty badge and Seniors will earn the Women's Health badge. Price includes snacks, resistance band, journal, vision board, fitness accessories, and an O2 bag. Volunteers are needed—please contact Michelle Geathers, [mgeathers@girlscoutsla.org](mailto:mgeathers@girlscoutsla.org).

## **AVIATION WORKSHOP WITH THE SFV-99S!** C S A

**March 11, 9 a.m.–3 p.m.**

**Grades 6–12 (\$20 registered girl, \$25 non-registered girl, \$15 adult)**

**Whiteman Airport, Pacoima**

Want to learn how a plane flies or how the pilot communicates while flying? Hop in the pilot seat, explore the inside of different aircrafts, and meet the amazing women pilots of the San Fernando Valley 99s! Price includes snack, patch, and a unique experience at the airport.

## **JUMP INTO JOURNEYS: GET MOVING!** J

**March 11, 10 a.m.–4 p.m.**

**Grades 4–5 (\$5 registered girl, \$10 non-registered girl, \$5 adult)**

**Mariposa Program Center, Altadena**

Calling all Juniors! Learn all about energy, how to conserve it and use resources wisely. Make innovative crafts out of recycled materials and explore how to keep ourselves energized. Girls will earn one award in their Journey and leave the day with an informational packet on how to complete their Journey with their troop. Price includes lunch and two snacks.

## **GIRL SCOUT BIRTHDAY!** B J C

**March 11, 9:30 a.m.–4:30 p.m.**

**Grades 2–8 (\$50 registered girl, \$60 non-registered girl, \$50 adult)**

**El Ranchito, Long Beach**

You are cordially invited to a Girl Scout birthday party! Learn about the founding meeting of Girl Scouts, explore traditional Girl Scout activities, challenge yourself on the archery range and rock wall, and end with an awesome birthday party. Price includes lunch and two snacks.

## **MALL MADNESS** J C S A

**March 18–19 (Overnight)**

**Grades 4–12 (\$35 registered girl, \$20 registered adult)**

**Montclair Place Mall**

Gumdrops, lollipops, and activities galore. Come to our Girl Scout birthday party and see what's in store! Dance to music, make crafts, play games, and so much more. Join us for a fun-filled evening of Girl Scout traditions and birthday party-themed activities! Make sure to dress in your party gear. Price includes fun patch.

## **JUMP INTO JOURNEYS:** D

**IT'S YOUR WORLD—CHANGE IT!**

**WELCOME TO THE DAISY FLOWER GARDEN**

**March 25, 10 a.m.–4 p.m.**

**Grades K–1 (\$5 registered girl, \$10 non-registered girl, \$5 adult)**

**El Ranchito, Long Beach**

Hey Daisies! Join us as we take part in a special garden project outlining the Girl Scout Promise and Law, learning to nourish ourselves as we nurture a garden. Girl Scouts will earn one award in their Journey and will take home information on how to complete their Journey. Price includes lunch and two snacks.

## **COMING SOON**

Check out GSGLA's events calendar at [girlscoutsla.org](http://girlscoutsla.org) and be on the lookout in upcoming newsletters for details.

- KINGS GAME, MARCH 4
- BEAUTY AND THE BEAST MOVIE SCREENING, TBA





# APRIL

## ANNUAL MEETING & VOLUNTEER RECOGNITION CEREMONY

April 16, time TBA

Adults and grades 6–12

(Price for Volunteer Recognition Ceremony is TBA)

Pacific Palms Hotel & Conference Center, City of Industry

Girl Scout members ages 14 and up and adults will vote on council matters. Then, we'll honor all of our amazing volunteers in an awards ceremony.

## FEED YOUR NEIGHBOR

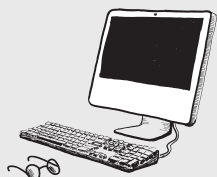
April 30

All Service Centers

Help Girl Scouts in the fight against hunger! Participate in the Feed Your Neighbor Food Drive & Service Day, learn about the hunger crisis, and do something about it. Visit our website for more information—like how to sign up for a Girl Scout food drive booth in front of local grocery stores or how to join our GSGLA Service Squad and volunteer at a food bank.



## CHECK THE BLOG!



Have you seen GSGLA's new blog featuring posts from girls, volunteers, and more? It's a fun and interactive way to learn more about our events and programs, and increase overall engagement in GSGLA. Take a gander today! You may see some familiar faces...

**[blog.girlscoutsla.org](http://blog.girlscoutsla.org)**





# ONGOING PROGRAMS

## GOLD AWARD WORKSHOPS

*Various dates, locations, & times*

*Grades 9–12 (\$12 registered girl, \$25 non-registered girl, \$7 adult)*

*Please consult the website program calendar for the most updated list of workshops.*

Prerequisite for the Gold Award. Trainers will guide you through an interactive workshop that covers the requirements for a Gold-worthy project, selecting a project, and ensuring measurability and sustainability of your project. The workshop further covers the online Go Gold submittal process, the interview process, and tips for successful project execution. Girls attending the workshop should be within three months of completing their prerequisites and should be planning to submit their Gold Award proposal within the program year (Oct. 1, 2016–Sept. 30, 2017). Leaders, advisors, and parents are encouraged to attend. Note: Girls may not begin work on their Gold Award prerequisites prior to Oct. 1 of their ninth-grade year. Girls may not submit their Gold Award proposal until April 1 of their ninth-grade year.

---

## NEW FOR 2016-2017

### PROGRAM AIDE TRAINING

*Various dates, locations & times*

*Grades 6–12 (\$20 registered girl, \$30 non-registered girl)*

*Please consult the website program calendar for the most updated list of workshops.*

Be a role model and deepen your understanding of leadership development! Program aides guide younger girls to be leaders in their own lives and in the world. The training helps girls gain skills needed to work with younger girls, peers, and adult volunteers. Program aides may put their skills into practice working at council programs, summer programs, and at troop- and service unit-led events. It is strongly recommended that girls complete the Leader in Action award (LiA) prior to this training.

## SILVER AWARD WORKSHOPS

*Various dates, locations, & times*

*Grades 6–8 (\$10 registered girl, \$25 non-registered girl, \$5 adult)*

*Please consult the website program calendar for the most updated list of workshops.*

Join us for a fun and interactive workshop where you will discover what is necessary to create an amazing Silver Award Take Action project. Learn how to identify a community need and how to address that need by sharing your skills and passions to help make the world a better place! This workshop is not required to achieve your Silver Award; however, it is very useful in learning the steps, how to submit your final report, and addressing any questions. This workshop is for Cadette Girl Scouts and their leaders. (The Silver Award is a troop leader-approved award program).

## FUTURE FUN WE CAN'T WAIT FOR

Check the online program calendar for these events coming soon:

- ▶ DFENDERS/LAKER GIRLS DANCE CLINIC
- ▶ USC WOMEN'S BASKETBALL GAME AND CLINIC
- ▶ UCLA WOMEN'S BASKETBALL GAME
- ▶ UCLA GYMNASTICS MEET
- ▶ LA GALAXY NIGHT

A black and white photograph of a young woman with long, wavy hair, smiling at the camera. She is wearing a Girl Scout uniform, including a light-colored button-down shirt and a sash with several patches. She is holding a white rectangular sign in front of her chest with both hands. The background is a blurred outdoor setting with trees and foliage.

# ***gabbing*** *with* ***girl scouts***

*stories by GSGLA's Girl Advisory Bureau (GAB)*





*By Elizabeth B.*  
*Senior Girl Scout*

A cookie captain is a Cadette or older Girl Scout who takes on a leadership role in teaching Brownies and Daisies how to sell cookies. Ask your troop leader to connect you with your service unit cookie program chair before cookie season starts. She'll probably be really excited to hear of your interest in mentoring younger Girl Scouts this cookie season!

To begin selling, the younger Girl Scouts first must learn how to promote the different cookie ingredients to cater toward certain tastes. Fans of peanut butter might like Do-si-dos or Tagalongs better than Samoas. Cookie captains teach younger troops how to market a product as well as to respectfully accept a "no" from a customer. Don't forget to practice role-playing on how to make the correct change—luckily this is easier now that cookies are mostly



\$5 a box! (Remember, the two specialty cookies are \$6 a box: gluten-free Toffee-tastic and non-GMO Girl Scout S'mores.)

It is very important that all Girl Scouts are aware that they are never to exchange personal information with a stranger and are taught the proper safety procedures for doing door-to-door sales.

To encourage the girls, have them set goals for themselves and their troop. Let them talk about what they wish to do with the money earned from the sales. How about saving for an overnight camping trip? Or raising funds to purchase items for a charitable organization? Cookie proceeds can be split

between a fun activity for the troop and a good cause.

As a cookie captain, you play an important role in educating younger Girl Scouts about the Girl Scout Cookie Program. Let them learn from your experiences by telling amusing stories. Try teaching in ten-minute sessions and break up your talks with exercises to practice what you just taught them. Don't forget to research games and crafts online that you can use to make cookie sales informative and fun—there are a ton of ideas on Pinterest! Younger girls love making signs, so be prepared with craft materials. Most important of all, be a role model for the girls so make sure you wear your uniform!



Showing your interest and dedication sets a great example for younger troops and encourages them to be cookie captains when they're older. Overall, this is an amazing opportunity to mentor younger Girl Scouts in the ways of cookie selling. Download cookie captain tips at [girlscoutsla.org](http://girlscoutsla.org).

---

# GABBING WITH... A BFF

By *Angelia P.*  
Junior Girl Scout

These first few months of fall mean lots of new friends in Girl Scouts!

Here's a conversation between two besties **Angelia P.** and **Sophie R.** of **Troop 16184** about what Girl Scouts means to them. You can check out a recording of their conversation on GSGLA's new blog, [blog.girlscoutsla.org](http://blog.girlscoutsla.org).

**Sophie:** We met in kindergarten at the playground of our school.

**Angelia:** We both attend the same school.

**Sophie:** How long have we been troop-mates, Angelia?

**Angelia:** We've been in the same troop for three years, since first grade when we were Daisies.

**Sophie:** Yeah, we've done a lot of fun stuff since we've been Girl Scouts. What are some of the most fun things we've done that are your favorite Girl Scout memories?



**Angelia:** Some of the most fun things we've done as Girl Scouts were Surf Camp, painting, and culinary school. What about you, Sophie—what are your favorite memories?

**Sophie:** I like when we went to Surf Camp too, and when we sold cookies. What do you think makes a good friend, Angelia?

**Angelia:** I think a good friend would be nice to one another. What about you, Sophie—what do you think makes a good friend?

**Sophie:** I think it's when someone makes you laugh, helps you, and is always nice to you.

**Angelia:** When did you realize I was a good friend? What did I do or say that made you think that?

**Sophie:** When we would both sing that song and smile at each other.

**Angelia:** Do you remember the song?

**Sophie:** No, but it was fun!

**Angelia:** What are your favorite activities in Girl Scouts that we do together?

**Sophie:** Crafts is my favorite! What about you?

**Angelia:** Working on badges.

What are you looking forward to this Girl Scout year?

**Sophie:** Getting to do newer things, cool, exciting things, and also being in a new Girl Scout level. How about you, Angelia—what are some of the things you would like to do this year?

**Angelia:** Camping, swimming, sewing, canoeing, and start working on our Bronze award.





---

---

# SAYING BYE TO BEING SHY

By Kaitlyn M.  
Cadette Girl Scout

Shyness can affect how a person can be acknowledged or seen, sometimes blending into the background. For myself, shyness made me not want to interact with new people or voice my thoughts. Luckily, I am learning to break away from my shyness, thanks to going on nine years in Girl Scouts.



---

***“If I can perform in front of thousands of people, I surely have the courage to talk to new people!”***

---

As a member of GSGLA's color guard, I've experienced many new opportunities—like performing flag ceremonies at places like Staples Center, and Dodgers and Angels stadiums. Participating in these events with my Girl Scout sisters has given me perspective. If I can perform in front of thousands of people, I surely have the courage to talk to new people!

I also came out of my shell by earning my Girl Scout Silver Award. To complete my project, I had to talk to many different people involved with Foothill Family Shelter, including the

director, managers, and case workers. It took some time to build up my voice, but it made me feel good when they took a true interest in me and my project—they wanted to help me help them, and that made me feel more comfortable communicating in a safe environment.

Another key moment in Girl Scouts was hearing from Lauren Cook, The Sunny Girl, who hosted a workshop for Girl Advisory Bureau (GAB). She taught us how to find happiness in our own lives, set goals, give a speech, present ourselves, and

overcome our fears. My favorite tip? Practice every speech 20 times. Any less and you may be at risk for losing your audience and making mistakes. By using her tips, I recently gave a speech to the GSGLA Board of Directors. Because I knew my speech well, my voice didn't shake (as much), and I interacted with the audience better.

Through all of this, I can honestly say that I have developed a better sense of who I am, who I want to be, and live my life according to the Girl Scout Law. I can't wait to keep going!

# ADULT TRAININGS

## LIVE TRAINING WEBINARS SCHEDULE

Visit the adult education calendar at [girlscoutsla.org](http://girlscoutsla.org) for details and to register for the following live webinars:

### OCTOBER

10/3 Monday | Domestic Troop Travel  
10/12 Wednesday | Junior Grade Level  
10/17 Monday | Indoor Overnight  
10/18 Tuesday | Cadette Grade Level  
10/20 Thursday | Brownie Grade Level  
10/25 Tuesday | Basic Leader Training (BLT)

### NOVEMBER

11/7 Monday | Senior/Ambassador Grade Level  
11/8 Tuesday | Cadette Grade Level  
11/10 Thursday | Daisy Grade Level  
11/16 Wednesday | Basic Leader Training (BLT)  
11/17 Thursday | Indoor Overnight

### DECEMBER

12/8 Thursday | Special Events & Money Earning  
12/13 Tuesday | Brownie Grade Level

### JANUARY

1/17 Tuesday | Domestic Troop Travel  
1/18 Wednesday | Indoor Overnight

### FEBRUARY

2/2 Thursday | Basic Leader Training (BLT)  
2/8 Wednesday | Special Events & Money Earning  
2/16 Thursday | Indoor Overnight  
2/21 Tuesday | International Troop Travel

### MARCH

3/2 Thursday | Senior/Ambassador Level  
3/6 Wednesday | Cadette Grade Level  
3/7 Tuesday | Basic Leader Training (BLT)  
3/14 Tuesday | Indoor Overnight  
3/22 Wednesday | Junior Grade Level

### APRIL

4/3 Monday | Domestic Troop Travel  
4/6 Thursday | Indoor Overnight  
4/12 Wednesday | Daisy Grade Level  
4/18 Tuesday | Brownie Grade Level  
4/20 Thursday | Basic Leader Training (BLT)  
4/27 Thursday | Special Events & Money Earning



## GSGLA TRAINING WEBSITE—DO IT YOURSELF ONLINE

In addition to live webinars or face-to-face trainings, volunteers have the option to take part in online trainings via our online training website at [www.GSGLAOnlineTraining.org](http://www.GSGLAOnlineTraining.org). Find training and resources based on your volunteer role—e.g., Daisy troop leader, troop treasurer, service unit manager, etc. You are also able to track the trainings you have completed and earn virtual badges. Learn about Girl Scouting at every level, in your home or on the go!

### Check out some of our newest courses!

- Parent Permission Form
- Stepping Out- Short Outings & Day Trips
- Intro to Multi-Level Troops

## CAMPING SKILLS TRAINING SCHEDULE

Visit the adult education calendar at [girlscoutsla.org](https://girlscoutsla.org) for details and to register for the following in-person camping skills trainings:

### OCTOBER

10/8 Saturday | **Camping Skills @ Camp Lakota, Frazier Park**

10/22 Saturday | **Camping Skills @ Anderson Scout House, Redondo Beach**

10/29 Saturday | **Camping Skills @ El Ranchito, Long Beach**

### NOVEMBER

11/5–11/6 Saturday–Sunday | **Indoor Overnight & Camping Skills @ Camp Mariposa, Altadena**

11/19 Saturday | **Camping Skills @ Anderson Scout House, Redondo Beach**

### JANUARY

1/28–1/29 Saturday–Sunday | **Indoor Overnight & Camping Skills @ Camp Mariposa, Altadena**

### MARCH

3/11–3/12 Saturday–Sunday | **Indoor Overnight & Camping Skills @ La Casita, Claremont**

3/18–3/19 Saturday–Sunday | **Camping Skills @ Camp Mariposa, Altadena**

### APRIL

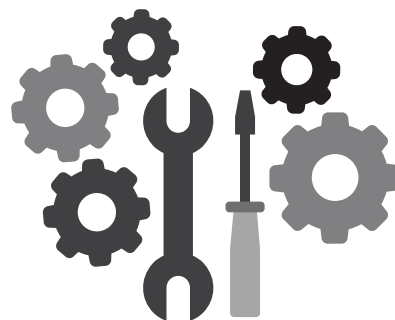
4/1–4/2 Saturday–Sunday | **Indoor Overnight & Camping Skills @ La Casita, Claremont**

4/29 Saturday | **Camping Skills @ Camp Lakota, Frazier Park**

---

## LEADER SKILL BUILDERS

Visit the adult education calendar at [girlscoutsla.org](https://girlscoutsla.org) for details and to register for in-person Leader Skill Builders, which take place at each service center November through June on the first Saturday of each month (except Santa Clarita, which takes place on the second Saturday). At these workshops, a volunteer mentor leads a specific focus and answers questions about troop leadership.



**LET'S  
CHAT**

## LET'S CHAT WEBINARS

Monthly Let's Chat Webinars are going on now and are available by Girl Scout grade level once a month. Led by a volunteer mentor, the interactive webinars cover important dates, grade-level activity ideas, and more. All webinar dates are listed in the troop level newsletters. For more information, contact [troopsupport@girlscoutsla.org](mailto:troopsupport@girlscoutsla.org).

**TO  
GET  
HER  
THERE**  
**11.7.16**



### **The ToGetHerThere Luncheon**

is a corporate fundraising luncheon that invites local companies and influential community leaders to support Girl Scouts and learn about the Movement.

#### **How can you support?**

- Connect us with a company or organization that may want to support girl leadership programs
- Place a tribute in the program book to honor our 100 Girl Scout Emerging Leaders who were selected to attend the luncheon

For more info, visit [www.girlscoutsla.org](http://www.girlscoutsla.org).



## **HOW FAR WILL YOUR GIFT GO?**

### **What can your Family Partnership donation do for girls? It can:**

- Supplement membership fees for families with financial need
- Send a girl to camp whose family could otherwise not afford it
- Improve or repair program properties or equipment
- Innovate our program offerings to stay relevant to today's girls
- Offer new experiences to your own Girl Scout—which could change her life

**GSGLA relies on donations to provide services to every girl, everywhere.  
Give today: <https://girlscoutsla.thankyou4caring.org>**



# #connect



**facebook.com/GSGLA**



**facebook.com/  
GSGLACookieNutFriend**



**@GirlScoutsLA**



**@GirlScoutsLA**



**pinterest.com/GirlScoutsLA**

# Service Centers

**Arcadia**

101 East Wheeler Avenue  
Arcadia, CA 91006

**Long Beach**

4040 North Bellflower Boulevard  
Long Beach, CA 90808

**Marina del Rey**

4551 Glencoe Avenue, Suite 140  
Marina del Rey, CA 90292

**Montclair\***

9525 Monte Vista Avenue  
Montclair, CA 91763

**Palmdale**

41307 12th Street West, Suite 105  
Palmdale, CA 93551

**Santa Clarita**

21515 Soledad Canyon Road, Suite 118  
Santa Clarita, CA 91350

**Woodland Hills**

20931 Burbank Boulevard, Suite A  
Woodland Hills, CA 91367

**\*New address starting in winter 2016:**

313 East Foothill Blvd.  
Upland, CA 91786



801 South Grand Avenue, Ste. 300  
Los Angeles, CA 90017  
213-213-0123  
***girlscoutsla.org***

# Spend \$75

**Now - Oct 15**

*in our GSGLA stores or online*

# Receive

**Redeem Nov 1 - Nov 18**

\$25 Minimum Purchase

shop anytime at [www.girlscoutshop.com](http://www.girlscoutshop.com)



# Starter Kits

everything a girl needs  
to begin her  
Girl Scout year



while supplies last

... every girl deserves her own

shop anytime at [www.girlscoutshop.com](http://www.girlscoutshop.com)



801 S. Grand Ave #300  
Los Angeles, CA 90017  
[www.girlscoutsla.org](http://www.girlscoutsla.org)

Non-Profit Org  
U.S. Postage  
PAID  
Anaheim, CA  
Permit #288

