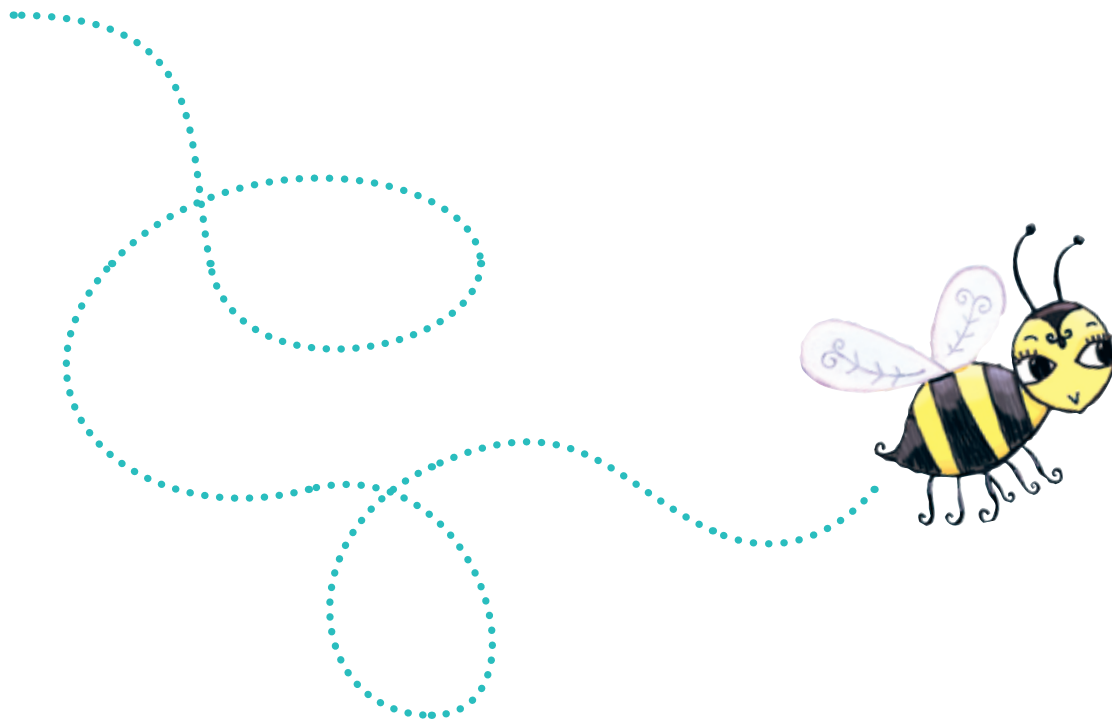


HOW TO GUIDE
GIRL SCOUT DAISIES THROUGH
SMART COOKIES
IN THE
DAISY
FLOWER GARDEN



Girl Scouts of the USA

HOW TO GUIDE GIRL SCOUT DAISIES THROUGH SMART COOKIES IN THE DAISY FLOWER GARDEN

Your group of Daisies is about to get up close and personal with Girl Scouts' sweetest tradition—the annual cookie sale. Selling Girl Scout cookies gives these youngest Girl Scouts their first taste of running a business and teaches them a range of leadership skills they can use in their daily lives and as they grow.

Daisies will enjoy all the benefits that this key component of the Girl Scout Leadership Experience has to offer: They'll team up to plan and set goals, market their product, and learn about money management (including the importance of saving for future needs). They'll also have first-hand practice with the enduring people skill of customer service.

This 34-page guide will show you how to guide girls through the Daisy Cookie Activity Program and all its benefits. Its five sample sessions offer detailed instructions for group activities with the girls and tips for their families.

Five sessions seems the right amount of time for Daisies to spend on their cookie business. But feel free to add sessions as needed—just be sure to coordinate their timing with your council's cookie events. Or you might schedule fewer sessions, especially if the Daisies already have an action-packed schedule. No matter how many sessions you choose, be mindful of any time restrictions on the Daisy's families. Try to get a feel for how much they can participate and whether they need assistance identifying potential customers for their Daisy.

To ensure a smooth and meaningful Cookie Activity Program for all Daisy families, invite adult family members to attend as many sessions as possible. A take-home letter and tip sheet is included. Send it home with any girls whose family can't make the sessions.

Making the Most of the Cookie Story



Each year, the cookie vendor selected to serve your area provides a variety of informational materials for you and the girls. Use these as you like to meet the needs and interests of your group of Daisies.

“Smart Cookies in the Daisy Flower Garden” introduces Daisies to the beloved Girl Scout tradition of cookie selling and serves as a springboard for learning about running a business. The story features several “big ideas” about growing a business that are called out in activity sheets for the girls and discussion questions for group meetings. Use these activities and questions to guide the Daisies through the cookie sale’s various business skills, from planning and goal setting to tallying final deliveries. The activity sheets are meant to be enjoyable and instructional, but not mandatory homework. Let girls have fun with them according to their time and interest.

The story and its activities will give your group of Daisies a fun and meaningful cookie-selling experience. As the girls conclude their sale, you’ll guide them to reflect on all they’ve learned and accomplished—and they’ll be able to add a Girl Scout Cookie Activity Pin to their uniform. This annual award is meant to give girls a true sense of accomplishment as budding entrepreneurs.

Look Who's Back!

Daisy and friends star in "Smart Cookies"

Smart Cookies in the Daisy Flower Garden features several key characters from Welcome to the Daisy Flower Garden, the premier leadership journey for Daisies. Making their second story appearance are the three Girl Scouts—Cora, Chandra, and Campbell, along with:

- Amazing Daisy, the daisy who once knew Juliette Gordon Low, and four of her flower friends:
- Sunny, the sunflower, who represents being friendly and helpful
- Mari, the marigold, who represents being "responsible for what I say and do"
- Lupe, the lupine, who represents being honest and fair
- Gloria, the morning glory, who represents "respect myself and others"



Mari, the marigold, who represents being "responsible for what I say and do".



Gloria, the morning glory, who represents "respect myself and others".



Lupe, the lupine who represents being honest and fair.



Sunny, the sunflower, who represents being friendly and helpful.



Zinni, the zinnia, is spring green. She's a cousin from Mexico and is considerate and caring.

Share the Daisy Flower Garden Poster!

During Story Times, it might be helpful to display the Daisy Flower Garden poster from the first Daisy leadership journey, *Welcome to the Daisy Flower Garden*. With the poster in view, the girls can see the flower characters and their corresponding values of Girl Scout Law as they hear the story.

Cookie Story Time: Spread It Out—or Not!

Depending on your group's interest and available time, you can read the "Smart Cookies" story to the girls in sections according to the sample session plans, or all at once in one big reading. You might also consider having upper-level Girl Scouts or other teens in your community read the story to the Daisies. They might even act out a few scenes to add some drama to the reading.

Beyond Cookies: Business Savvy

If your group of Daisies chooses to take part in other Girl Scout council-sponsored sales (of calendars, nuts, or other approved items), consider adapting the activities in this guide to suit the needs of the sale.

For example, the cookie sampling (see sample Session 2) can be changed to a nut sampling (just be sure to check for nut allergies first). Or the whole activity can change to a discussion of the Girl Scout calendar so that girls are familiar with what's inside, month by month, and can talk to customers about it. Girls might divvy up the calendar by month, so that they talk about the pictures used for their birthday months—or the birthday month of a friend or family member, or some other special occasion.

Don't lose sight of year 2!

Keep in mind that if any Daisies in your group are kindergartners, they'll take part in the Cookie Sale as Daisies next year, too.

That's why the final session includes a special Story Time activity: inviting the girls to imagine what might happen next in "Smart Cookies" story. Have fun with this optional activity because there's no way to "give away" the real ending. The story will indeed continue—but not till next year!

Take-Home Letter for Daisy Friends and Family Network



Dear Daisy Family:

Congratulations! Your Daisy is about to take part in a rewarding Girl Scout tradition—the Girl Scout cookie sale.

This experience gives your Daisy the opportunity to practice valuable leadership skills such as planning and goal setting, teamwork, marketing, money management (with emphasis on the importance of saving), and one of the most enduring people skills for leaders—customer service.

On the next page, you'll find important tips for guiding your Daisy through a fun and meaningful cookie experience. The highlight, of course, is the girls having the opportunity to market and sell Girl Scout cookies to friends and family.

The accompanying schedule of all planned Daisy meetings details each session's activities, which range from brainstorming sales goals and practicing sales tactics to reflecting on and celebrating accomplishments.

We look forward to your joining us at as many sessions as possible!

Sincerely,

[YOUR NAME]



Cookie Sale Tips for Daisy Families

During the Girl Scout cookie sale, as in all Girl Scout activities, your Daisy's safety is paramount. Below is a cookie sale FAQ that provides tips for guiding your Daisy through the experience.

Who Can Take Part in the Sale?

Daisies who belong to a Girl Scout group and sell with constant adult supervision.

Is Parental Permission Needed?

Yes, in order for girls to sell cookies, the adult in charge of your Daisy's Girl Scout group must have written permission from each girl's family. In addition:

- Daisies must always have an adult with them when they sell
- Girls and their families must observe all guidelines outlined in product sale training.

Who Can Daisies Sell to?

Daisies' cookie sales focus on friends and family. Daisies can also sell at their place of worship and their family's workplace(s), circles that deepen the Daisies' connection to their community.

How Do Daisies Take the Lead as Entrepreneurs?

To gain the benefits of the cookie sale experience, girls take part in the "ask" of all cookie sales and the delivery of all cookies. Be mindful not take over any of your Daisy's business duties. Let her lead the way!

Can Daisies Use e-Mail to Attract Customers?

Yes, with parental assistance, Daisy may use e-mail to notify friends and family of the cookie sale. But they must follow up with a phone call or personal visit—actions essential to learning good business skills. No Girl Scouts may sell cookies online. If Daisies go online with adults—to take a look at girlscoutcookies.org site, for example—they must first read or be read the Girl Scout computer safety pledge available at www.girlscouts.org.

Leadership Skills Gained from the Girl Scout Cookie Activity

- **Teamwork with peers:** Girls work with their sister Daisies to achieve common goals, including deciding how to use their cookie sale earnings.
- **Teamwork with adults:** As your Daisy teams up with you or another family member, be sure that she always makes “the ask” to customers and explains the product, what will be done with the proceeds, and what she and her sister Daisies are learning from their cookie business. The adult is the keeper of all the sale money but Daisies can help you collect it from a customer and help count it.
- **Goal Setting:** Your Daisy will set both personal learning goals (for what she wants to be able to do well by taking part in the cookie sale) and reasonable sales goals (to be decided with her adult partner and tracked on her sales chart).
- **Money Management:** Your Daisy may help count money with her adult partner in a secure and safe place—not in public.

These skills and the knowledge that accompanies them correspond to a series of national Girl Scout leadership outcomes, detailed in the chart on the next page. Take a look to see all the benefits intended for girls as they learn and grow during their cookie experience.

Additionally, your Daisy will learn about her product and how its price “pays” for several things:

- **First it pays for the product itself**—the ingredients or materials and the time and effort that went into making the product.
- **Next it goes toward council goals** set for all girls (such as program activities, program materials or equipment, repairs to Girl Scout camps and program centers)
- **And then it funds the goals of your Daisy’s Girl Scout group** (which may include a project or trip inspired by their leadership journey, other group activities, or a service activity)

NATIONAL LEADERSHIP OUTCOMES

LEADERSHIP OUTCOMES		AT THE DAISY LEVEL, girls...	RELATED COOKIE ACTIVITIES	SAMPLE SIGN WHEN THE OUTCOME IS ACHIEVED, GIRLS MIGHT . . .
DISCOVER	are better able to recognize their strengths and abilities.	begin to understand the values inherent in the Girl Scout Promise and Law. recognize that their choices of actions or words have an effect on others and the environment	Planning and goal setting, including: <ul style="list-style-type: none"> • agreeing to a number of boxes of cookies to sell • brainstorming what they would like to do with the money earned from selling cookies • deciding to set aside money for a service project or other activity 	make positive statements about their abilities or demonstrate to others what they can do
	Girls develop a strong sense of self.	begin to understand the values inherent in the Girl Scout Promise and Law. recognize that their choices of actions or words have an effect on others and the environment	<ul style="list-style-type: none"> • Role play being polite and answering potential customer questions • Discussing the parts of the Promise and Law that relate to good customer service • Recycling cartons and boxes used in the cookie sale • Learning the value of money and equating earning money with accomplishing goals 	identify actions that are fair/unfair, honest/dishonest in various scenarios give an example of when their actions made something better for someone else.
	Girls learn practical life skills	gain greater knowledge of what is healthy for mind and body.	<ul style="list-style-type: none"> • Talking about healthy snacks vs. cookies as a treat to be eaten in moderation • Role playing safety rules • Learning the basics of banks and the value of saving money 	name behaviors that contribute to good health (e.g., eating fruit, getting exercise).
	Girls seek challenges in the world	demonstrate increased interest in learning new skills.	<ul style="list-style-type: none"> • Working with an adult to set personal learning goals (math and counting, sales skills, etc.) • Learning to market and sell a product, probably for the first time 	ask lots of questions/make lots of observations about the world around them.
CONNECT	Girls promote cooperation and team building	begin to learn how to work well with others.	<ul style="list-style-type: none"> • Making decisions with others • Recognizing others' strengths • Working side by side with an adult 	name something about themselves that helps them work well in a group
	Girls feel connected to their communities, locally and globally	are better able to identify people and places that make up their community and understand their various contributions.	<ul style="list-style-type: none"> • Meeting members of their community, such as bakers and bankers • Selling at their place of worship or their parents' workplace(s) • Talking to customers about their community 	identify people who provide services in their communities (e.g., bakers and bankers)
TAKE ACTION	Girls feel connected to their communities, locally and globally	gain increased knowledge of their communities' assets.	Recognizing and talking about needs in their community that they can help with	name people/places they consider helpful and valuable in their communities

Schedule of Girl Scout Daisy Cookie Sessions

SESSION 1: Customer Service and the Girl Scout Law

DATE

PLACE

TIME

At the Daisy Meeting: Girls are introduced to the Girl Scout Cookie Activity Program and the “Smart Cookies in the Daisy Flower Garden” story and begin to decide, as a group, what they want to accomplish with the money earned from their cookie sale. They also set personal sales goals.

Family Fun Time: After the session, re-read the first section of the “Smart Cookies” story with your Daisy. Invite her to choose some talents and skills she’d like to develop while taking part in the cookie sale and guide her to complete her “Getting Busy with Business” checklist. Your Daisy will also bring home her personal sales goals. Take time to review them and then start planning your cookie sale times with your Daisy. And enjoy the “Our Cookie Sales Plan” activity sheet with her.

SESSION 2: Smart Sellers Know Their Product

DATE

PLACE

TIME

At the Daisy Meeting: The Daisies get to know the cookies they will sell, and practice how to talk to family and friends (their potential customers) about their product and their sale.

Family Fun Time: Take time during the week so that your Daisy can try her sales pitch on potential customers. And enjoy these activity sheets with your Daisy: “What’s in a Cookie,” “How to Be a Smart Cookie with Customers.”

SESSION 3: Customer Service and the Girl Scout Law

DATE

PLACE

TIME

At the Daisy Meeting: The girls talk about how their sales are going and reflect on how good customer service relates to the Girl Scout Law. They also report back on any community project ideas they've gathered from customers.

Family Fun Time: Take time during the week for you and your Daisy to complete all cookie sales and to plan your cookie deliveries. Enjoy the following activity sheets with your Daisy: "How to Be a Smart Cookie with Customers," "Big Banks and Piggy Banks," "This Little Piggy Saves Money," "Smart Savings"

SESSION 4: Counting the Way to Perfect Cookie Deliveries

DATE

PLACE

TIME

At the Daisy Meeting: The girls practice math and counting skills in preparation for smooth deliveries of all their cookie orders.

Family Fun Time: Take time during the week to complete your cookie deliveries and tally up your sales

SESSION 5: Cookie Sellers Celebrate

DATE

PLACE

TIME

At the Daisy Meeting: The girls reflect on their cookie sale experience and celebrate their accomplishments, and earn the year's Cookie Activity Pin. If the girls will be second-year Daisies next fall, they will also enjoy the "What's Next for the Smart Cookies" activity, where they imagine what happens next in the story.

Family Fun Time: Take time during the week to discuss your Daisy accomplishments and, if she's a kindergartener, talk about what she thinks might happen next in "Smart Cookies."

Side Trips for Smart Cookies

Depending on the girls' time and interest, you might consider organizing some fun side trips to deepen the Daisies' knowledge of the business world. Here some suggestions:

Bank on it!

Visit a bank or invite a bank official to visit with the girls. If visiting a bank, the Daisies might meet the bank president, the tellers, account associates, and even a security guard. Perhaps they can enter the vault that holds safe-deposit boxes and see a demonstration of an automatic teller machine (ATM) that dispenses cash. Ask the girls to talk about what interests them the most about the bank. What did they learn about a bank that they didn't know before?

Bringing Sweet Things to Life

Arrange for the girls to visit a bakery, preferably one making cookies. Or invite a baker to visit with the girls. Ask the baker talk about the business of baking: the need to buy in bulk, how deliveries are ordered and how/when they arrive, when the goods are baked, and how they are sold (Are they displayed individually in glass cases and then boxed when purchased? Or are they packaged ahead of time?). Also ask the baker to explain the difference between home baking and baking as a business, where everything must meet health standards and regulations. And ask the baker to talk about customers, especially about how to build a customer base. (Do most customers come from within the neighborhood? Do they spread the word about the bakery to friends?) If time allows, the baker might also touch on baking, by talking about how baking differs from cooking: Bakers have to take care in measuring all the ingredients accurately—they can't taste and season as they go, as can be done with a pot of soup or spaghetti sauce.

Where's the Cookie Aisle?

Visit a grocery store to see the array of cookies for sale. Then check out the baking aisle and the dairy case. How many ingredients needed for baking cookies can the girls name? How many can they find on the shelves and in the dairy case? Is there also an aisle with the tools of baking?

GOAL: Girls are introduced to the Girl Scout Cookie Activity Program through the “Smart Cookies in the Daisy Flower Garden” story. They begin to decide, as a group, what they want to accomplish with the money earned from their cookie sale. Based on their decision, they set realistic sales goals that they take home and share with their families.

- Opening Ceremony: Desserts Daisies Love
- “Smart Cookies” Story Time & Discussion
(Introducing the Girl Scout Cookie Activity Program)
- Planning for a Smart Cookie Sale
- Snack Time: Desserts Around the World
- Closing Ceremony

Session 1: Teaming Up on a Cookie Goal

Goal

Girls are introduced to the Girl Scout Cookie Activity Program through the “Smart Cookies in the Daisy Flower Garden” story. They begin to decide, as a group, what they want to accomplish with the money earned from their cookie sale. Based on their decision, they set realistic sales goals that they take home and share with their families.

- Opening Ceremony: Desserts Daisies Love
- “Smart Cookies” Story Time & Discussion
(Introducing the Girl Scout Cookie Activity Program)
- Planning for a Smart Cookie Sale
- Snack Time: Desserts Around the World
- Closing Ceremony
- Family Fun Time Activity Sheets: “Our Cookie Sales Plan,”
“Getting Busy with Business”

Advance Prep

Cookie Sale Planner: On a chalkboard or whiteboard, or a large piece of paper, create a sale planning chart like the sample chart on page 17, with the names of each girl on the left hand column, and then fill the next columns with the corresponding partner names, their potential customers, their sales goal, and how they might like to use the proceeds from the sale.

Opening Ceremony: Desserts Daisies Love

Gather the girls in a Daisy Circle and let them know that today is going to be a very sweet Girl Scout gathering because we’re going to talk about desserts!

Then explain that throughout the world people eat all kinds of desserts:

- Some, like fruits and nuts, taste good and are good for you.
- Others, like cakes and pies, are sweet treats best eaten just once in a while or in small amounts.
- Puddings are also desserts. They come in all sorts of flavors and can be made from all types of foods, even very healthful ones like pumpkins.

- And, of course, there are cookies—sweet treats small enough to hold in your hand.

Share with the girls your favorite dessert—it's name, what it tastes like, where it originated, maybe even the first time you tasted it. Then invite the Daisies to take turns talking about their favorite desserts.

On a chalkboard or whiteboard, or large piece of paper, make a list of all the favorite desserts the girls mention. Let them know that they'll look back at this list again, when they're ready to think about making a dessert together that the whole group can share. (In Session 4, this dessert list will assist you as you guide the Daisies to decide what kind of sweet but nutritious no-bake treat they might like to make together in Session 5 to celebrate all their accomplishments during the Cookie Activity Program.)

After all the girls name their favorite desserts, let them know that today they become part of a special Girl Scout tradition—the Girl Scout Cookie Activity Program. Explain that this means the girls will have a lot of fun with important things like planning, setting goals, counting, and something very special called customer service. Explain that at the heart of all this fun and important stuff is the annual Girl Scout cookie sale. Let the girls know that over the years, Girl Scout cookies have become so famous that people all over the world know and love them. But even more important is that selling Girl Scout cookies helps pay for all the great things Girl Scouts do.

What kinds of Girl Scout cookies have you eaten?

Do you have a favorite Girl Scout cookie?

How would you describe them?

How would you describe it?

Snack Time: Desserts Around the World

With help from the Daisies' families, you might extend the theme of this opening ceremony with a tasting of desserts from around the world at each session's snack time. Perhaps each Daisy family can contribute its favorite dessert—taking turns to bring one, or a few to sample and compare, depending on the number of families involved. Aim to keep the offerings well-rounded and not all sugar-laden—you'll want to avoid sugar highs, which are usually followed by sugar lows!

Desserts can run the gamut from easy-to-serve and mostly good-for-you items, such as sliced fruits and cheese, to traditional all-American treats like apple pie a la mode. If serving more than one dessert, keep the portions small and invite the girls to sample each one. (Note: For Sample Session 2, focusing on cookies from around the world will make for a well-coordinated snack time.)

“Smart Cookies” Story Time

Let the girls know that it’s time to hear a new story about Girl Scout cookies that features the colorful characters of the Daisy Flower Garden. Read the girls the first pages of the story. Then take some time to talk with the girls about what they just heard. Say: The girls in the story are excited about selling Girl Scout cookies. How about you?



Next, talk more about two of the “important” skills you mentioned earlier: planning and goal setting. Explain that knowing how to plan and how to set a goal are two things that can come in handy not just when selling cookies but at home, in school, on the playground, and in all that the Daisies do.

Planning for a Smart Cookie Sale

Ask the Daisies: If you are going to sell cookies, what things might you need to plan?

Depending on the girls’ answers, round out the information so that they know:

- They will plan when and where they will sell cookies, and with which adult.
- They will plan what they would like to do with the money earned from the cookie.

Invite the girls to look at the Cookie Sale Planner, which you have displayed in a large size for them all to see. The chart should look like the sample chart on the next page, with the names of each girl on the left hand column and fill the next columns with the corresponding partner name, their potential customers, their sales goal, and how they might like to use the proceeds from the sale.

First, have the girls name which adult in their family they plan to sell cookies with. Beside each girl’s name on the chart, write down her corresponding adult sales partner. Then talk to the girls about their ideas for who they might sell to. Write down these ideas on the chart, too.

COOKIE SALE PLANNER

Cookie Sale Planner	Adult Partner	Potential Customers	Personal Goals	Sales Goals

Our Group Goals:

What's a Goal?

Then ask the girls: How many of you know what a goal is? If any girls raise their hands or reply that they know, ask them to explain to the group what a goal is. Depending on the girls' answers, round out the information so that all the Daisies hear a simple definition of a goal, such as: A goal is what you want to get in the end from all you plan to do.

Next, ask what goal they think they might want to set for their cookie sale. The girls might naturally answer by saying they want to sell a lot of cookies or make a lot of money. Guide them to reach a goal that goes beyond this. In other words, what do they want to do with the money they earn from selling cookies?

If the Daisies have started the premier leadership journey, *"Welcome to the Daisy Flower Garden,"* they may want to use their earnings to fund a community garden project. They may also want to use some money for their garden party celebration. Or they may have another project in mind. Offer up a few ideas for them to think about, such using the money to

- pay for the garden party they will enjoy at the end of their big Daisy journey, *"Welcome to the Daisy Flower Garden."*
- pay for a trip to a local botanical garden and having a picnic at the garden
- paying for a special community garden project

Make a list of all the girls' suggestions. Then get them talking about which projects interest all of them. Guide them to narrow down their list to a few top possibilities, and then, if possible, to one top project. This could take some back and forth—and perhaps can't even be settled in today's session. But aim to at least narrow the girls' choices to two or three top projects so that they can set some general cookie sales goals.

Next, invite the girls to think about how many boxes of cookies they think they would have to sell in order to do their project. They may just say something general, such as “a lot.” Guide them to think more specifically—to estimate, as well as they can, how many boxes of cookies they must sell to fund these “top projects.” For example, if one top project is the planting of a flower garden at a local park, guide the girls to brainstorm a list of the supplies and materials needed:

- Beside each item, put an estimated cost.
- Then guide the Daisies to translate each into a number of cookie boxes to be sold. (Use this as a “teachable moment” to talk the Daisies about the price of each box of cookies and how part of that price first pays for the cookies themselves and then part of the price is given to the local Girl Scout council to fund Girl Scout activities and a portion is given to the Daisy group that made the sale.)

Once the girls know how many boxes they must sell as a group to fund their project, guide them to split up that number so that each girl has a personal sales goal.

Keep in mind that the Daisies are just starting to learn math, so break everything down into simple language for them. You might say: We have a lot of boxes to sell, but if we each sell some boxes all our efforts will add up to meeting our goal.

- After guiding the girls to realistic sales goals, use the Cookie Sale Planner to record each girl’s goal, and also have each girl write her sales goal—the number of boxes she aims to sell—in her own goal chart.
- Tally up all the sales goals to show the girls how much their entire group plans to sell, and how it equals their original team sales goal that they brainstormed.

Encourage all the girls to try their best to achieve their sales goals, and to go beyond their goal if they like. Let them know that it’s always nice to exceed a goal, but certainly not at all necessary. Ask each girl to take her goal chart home to share it with her family.

Closing Ceremony

Close out the session by gathering the girls in a Daisy Circle for a Friendship Squeeze. You may need to remind them how to cross their arms, right over left, and hold hands with the girl on either side, before starting the squeeze. For a sweet twist, invite each girl to say one wish for the team's cookie sale as she passes on the squeeze.

Then let the girls know that the next time they get together, they'll get to know Girl Scout cookies a little better by understanding how to talk about them with their customers. Encourage them to read the "Smart Cookies" story again with their families and to look at the Taste Test activity pages, where they can see pictures of some of the best-known Girl Scout cookies.

Looking Ahead to Session 2

To continue the Desserts Around the World snack theme, connect with the Daisy Friends and Family Network to see who can bring a dessert to the next session. Considering the session's focus—on Daisies practicing how to talk to customers about their product and their sale—you might suggest that volunteers choose cookies from around the world rather than more elaborate desserts. Or, if all families can pitch in to buy some Girl Scout cookies, use the Snack Time as a way for the girls to sample the actual cookies they will sell. Whatever dessert you end up with, aim to use it for both the Tasting and Cookie Countdown activities.



Session 2: Smart Sellers Know Their Product

Goal

Girls get familiar with the cookies they will sell and learn how to talk about them with their customers. (A visit with a baker would be a nice addition just before or after this session.)

- Opening Ceremony: Daisies' Favorite Cookies
- Smart Cookie Story Time and Discussion
- Snack Time: Cookie Count Down and Tasting
- Being a Smart Cookie with Customers
- Closing Ceremony
- Looking Ahead to Session 3: Choosing a Girl Scout Cookie Treat (optional)
- Family Fun Time Activity Sheets: "What's in a Cookie," "How to Be a Smart Cookie with Customers"

Advance Prep

Cookie Tasting: If your Family and Friends Network pitched in to purchase Girl Scout cookies for a Snack Time sampling, create a display of them—either keeping them in their boxes or laid out on plates. If on plates, cut the cookies into halves or quarters so the girls can sample each kind—but keep the pieces together to form a whole cookie because they will also be used for the "Cookie Count Down." (If families opt to do a taste test at home with their Daisy, for the Cookie Count Down you might use cookie boxes or other small objects—or the Snack Time international cookies.)

Opening Ceremony: Daisies' Favorite Cookies

Gather the girls in the Daisy Circle and welcome them to this second Daisy Cookie session. Ask if any of them remember the opening ceremony of their last meeting (their first cookie meeting). If no one remembers, remind them that they all shared their favorite dessert with the group. Then explain that today they'll continue to talk about desserts—by focusing on one special kind that they all probably know and love. Ask the girls to guess what this special dessert might be. If needed, give the girls some hints like these:

- These desserts are small enough to hold in your hand.
- These desserts come in all shapes and flavors.
- Some of these deserts are shaped like people (gingerbread).
- Some have chocolate chips in them.
- Some are decorated with icing.

Once the girls guess what kind of dessert you are talking about (or you tell them!), let them know that just as all kinds of desserts are eaten throughout the world, all sorts of cookies are eaten around the world, too. Ask them to name some cookies they know.

Depending on how the girls respond, fill out the discussion so that the girls know that cookies come in all varieties, from simple sugar cookies and rich butter cookies to delicate wafer and lace cookies to classics like chocolate chip.

Then share with the girls some details about your favorite cookie—its name, what it tastes like, where it originated, and perhaps even where you remember first eating it. Then invite the girls to take turns talking about their favorite cookie.

“Smart Cookie” Story Time

Let the girls know it's now time to finish hearing the “Smart Cookies” story and see what Cora, Chandra, and Campbell and their flower friends are up to.

First, ask the Daisies if they remember where they left off with the story. If no one replies, remind them that Cora, Chandra and the flowers were talking about how the girls would get to sell Girl Scout cookies this year—just as their Girl Scout group will! Explain that the flowers and the girls also started talking about the importance of knowing your product and good customer service. (If you read the full story in Session 1, simply move ahead to the Cookie Countdown activity.)

Snack Time: Cookie Countdown and Sampling

You may have opted for the girls to sample Girl Scout cookies during their Snack Time, or, to keep the global theme going, the girls may be tasting cookies from around the world. Either way, kick off the tasting with a simple and fun counting activity:

- Invite the girls, individually or as a group, to count up the number of cookies on display by counting how many of each type of cookie they see.
- Remind them to count without touching the cookies! (Use this as a “teachable moment” to talk about how important it is to keep food clean, and how that means not touching any food with your hands unless you plan to eat it.)
- Write down their counts on a chalkboard or whiteboard, or a large piece of paper.
- If the cookie counts differ from girl to girl, invite all the girls to count a second time to double check their totals.
- When the counting is done, guide the girls to tally the total number of cookies (or boxes) on display by adding together the totals for each type of cookie.

Next, invite the girls to take turns sampling the cookies on display. Let them know that after they’ve all tasted each kind, they’ll talk together about how they would describe the cookies to potential customers.

On the big “cookie chart” that you used for the Countdown, check off each cookie as the girls taste it. Encourage the girls to also check off each cookie on the corresponding Taste Test activity page in their “Smart Cookies” story, where they can also draw or write how they feel about each cookie. Encourage the girls to use the blank spaces on their chart to draw pictures of any cookies they tasted that are not pictured.

Cookies Galore!

The Daisies might like to know that every year, Girl Scout headquarters in New York has a cookie party with cookies from all over the world. The cookies served at the party are mailed in by sister Girl Scouts—members of USA Girl Scouts Overseas—who live all over the world. The most popular cookies at the party usually have one ingredient in common—chocolate! (You might ask the girls to try to guess what that popular ingredient is.) The party often features chocolate cookies from countries as far away as Germany and Japan. One of the most chocolate-y cookies at the party is a chocolate macaroon from France. Ask the Daisies how many of them like chocolate cookies.

Customer Service Talk

Perhaps you know some teen Girl Scouts who have sold Girl Scout cookies. You might invite them to a Daisy gathering to role play various customer service scenarios they’ve encountered.

Then invite the girls to go around their group and describe the cookie they liked best. You might even ask the girls to play the roles of a customer and seller, with one girl asking the group a question about a particular cookie and having girls take turns offering the answer. Here are two examples:

A “customer” says, “I see you have a cookie this year that I have never tasted, the _____. What is it like?”

The “seller” responds by telling the customer what she knows about the new cookie.

A customer says, “What’s your favorite?”

The seller responds by describing how the cookie tastes.

Write the girls’ descriptions of the cookies in the cookie chart. Once everyone has talked about their favorite cookie from the taste test, go back through the chart and talk with the girls about how they described the cookies. Ask:

- Do we all agree on one way to talk about each cookie?
- Or is there more than one way to talk about a cookie?
- Might your answer depend on how a customer asks about the cookie?
- Can you think of a reason why you might talk about a cookie in more than one way at different times?

Being a Smart Cookie with Customers

Let the girls know that they have just gotten to know their product really well. They’ve tasted it and talked about it. Remind the girls about how important it is, as Daisy said in the “Smart Cookies” story, to “know your product.”

Then, explain that in Girl Scouts, knowing your product doesn’t just mean knowing about the cookies. It means knowing all the good things cookies bring to Girl Scouting. Let the girls know that it’s important to be able to talk to customers about why they are selling cookies.

Guide them through the main reasons why Girl Scouts sell cookies, such as:

1. To pay for Girl Scout activities for all Girls Scouts in our area
2. To pay for special projects for our Daisy Girl Scout group
3. To pay for community projects that our Daisy Girl Scout group will do.
4. To learn new skills.

Then let the Daisies know that their customers would probably like to hear about what they are learning from their sale and what they plan to do with their cookie sale money. Based on the brainstorming you and the girls did during Session 1, guide the girls to be able to explain any new skills they are practicing and the top projects their group hopes to do.

Invite the girls to spend some time at home with their families doing the “How to Be a Smart Cookie with Customers” activity sheet in their “Smart Cookies” story.

Getting Customer Input

Then let the girls know that customers can be a big help to them—and not just as buyers of cookies. Explain that customers can offer the girls good ideas about running a business and good ideas for community projects.

Invite each girl to ask her customers if they are involved in a business in any way. And if they are, encourage the Daisies to ask what their business is like and what part they play in it.

Encourage the girls to also ask customers for their best ideas about great community projects that the Daisies might do with their cookie money. Encourage the Daisies to bring these ideas back to the full group at the next Daisy meeting. Let them know that there’s a “What My Customers Told Me” activity sheet in their “Smart Cookies” story where they can write down their customers’ best ideas.

Closing Ceremony: Friendship Squeeze

Continue this Girl Scout tradition with a little twist: As they pass along the squeeze, the girls will say what they hope for the most as they start selling cookies.

Then wish the girls success as cookie sellers. Remind them to ask their customers for community project ideas and to bring these ideas with them to their next Daisy meeting.

Looking Ahead to Session 3

If continuing the Desserts Around the World Snack Time theme, connect with the Daisy Friends and Family Network to see who can bring a dessert to the next session. Or—if Daisy families are willing to pitch in for boxes of cookies—the girls might want to try a Girl Scout “cookie treat” that celebrates the many ways Girl Scout cookies are made into more elaborate desserts. They may want to simply sprinkle crumbled cookies on top of small servings of ice cream or vanilla yogurt. Or they may want to do something fancier. Here are a few ideas, all of which are easy enough for the girls to do with adult supervision:

Mini Strawberry Shortcakes:

Place a shortbread cookie on a plate and top it with whipped cream. Then layer fresh, sliced strawberries on top of the cream. Finish it off with a small dollop of cream.

Mini Ice Cream Sandwiches:

The small size of these “sandwiches” is perfect for Daisies and will keep the girls from being overloaded with sugar. Layer slightly softened ice cream onto a Girl Scout cookie and then top the ice cream with a second Girl Scout cookie. The girls can use their favorite cookie, the kind of cookie they think they will sell the most of, or any combination possible, depending on what can be made available. If the girls can choose the cookies themselves from a wide selection, remind them that the two parts of the sandwich don’t have to be the same!

Cool S’mores With More: Use the classic S’more ingredients—except for the cookie. And chop the marshmallows into small pieces so they can be used without any need to heat or melt them. Let the girls decide which cookie they’d like to use. And for a nutritious punch, top with a ring or slice of fruit of the girls’ choosing. Pineapple rings or sliced peaches, bananas or strawberries are all good options.

Session 3: Customer Service and the Girl Scout Law

Goal

The girls talk about how their sales are going and reflect on how good customer service relates to the Girl Scout Law. They also report back on any community project ideas they've gathered from customers. (A visit with a banker would be ideal just before or after this session.)

- Opening Ceremony: Sweetest “Smart Cookies” Moments
- Customer Service and the Girl Scout Law
- Customer Service in Action
- Snack Time: A True Girl Scout Cookie Treat
- Closing Ceremony

Family Fun Time Activity Sheets

“How to Be a Smart Cookie with Customers,”

“Big Banks and Piggy Banks,”

“This Little Piggy Saves Money,”

“Smart Savings”

Opening Ceremony

Sweetest “Smart Cookies” Moments

By now, the girls have heard the full “Smart Cookies in the Daisy Flower Garden” story. Gather the girls in a Daisy Circle and invite them to take turns naming their favorite part of the story. If any girl mentions that the flowers talking about good customer service was her favorite part, use this as a springboard to “Customer Service and the Girl Scout Law.” If no girl names it as their favorite part, you might consider saying that it was your favorite—and then launch right into the next activity!

Customer Service and the Girl Scout Law

Remind the girls that in the “Smart Cookie” story, Daisy, Sunny, and Lupe all say that good customer service is important. Guide the girls through the parts of the Girl Scout Law that Lupe (honest and fair) and Sunny (friendly and helpful) represent.

Ask the girls what it would mean to be honest and fair and friendly and helpful while selling cookies.

To get the conversation going, you might give them some scenarios like the ones below.

Talk about the various choices listed and invite the girls to say which answer they think is best.

What makes each choice good or not so good?

Which choice would really show that you know how to live the Girl Scout Law?

A customer asks to buy three boxes of cookies. She hands you her money.

What should you do to be friendly and helpful?

1. Say, “Sorry, I’m don’t handle money.”
2. Take her money and thank her. Then give the money to the adult working with you.
3. Turn to the adult working with you and say, “What should I do?”

A customer wants five boxes of Thin Mints and you only have three left to sell her. What should you do to be friendly and helpful?

1. Say, “Sorry, I only have three to sell you.”
2. Say, “Sorry, I don’t have enough. Maybe you could buy from me next year?”
3. Say, “I only have three boxes left. Maybe you’d like to buy them and try another kind of cookie, too?”

Customer Service in Action

Next, invite the girls to talk about how they “served” their customers when they were out selling cookies with their adult partner.

Make a list of any community project ideas that the girls gathered. Then show them the list they brainstormed in Session 1. Ask something like: Do you like any of these new ideas from your customers more than our earlier ideas? Which of these new project ideas might you like to do?

Snack Time: Girl Scout Cookie Treats

Depending on your group's chosen snack, gather the girls together to make a special Girl Scout cookie treat or to sample a dessert from around the world.

Closing Ceremony

Gather the girls in a Daisy Circle and invite them to take part in a Friendship Squeeze. As they pass along the squeeze, invite each girl to say what she enjoyed most about talking with cookie customers.

Looking Ahead to Session 4

As the time for cookie deliveries nears, you will likely be able to gather a sampling of cookie boxes to create a display—or even a mock “warehouse.” This will give the girls a chance to practice counting out and sorting customer orders to ensure smooth and accurate deliveries. So bring as many boxes as you can to Session 4. Also have on hand a variety of coins and bills for the “Count It Out” activity.

Session 4: Counting the Way to Perfect Cookie Deliveries

Goal

The girls practice their math and counting skills in preparation for smooth deliveries of all their cookie orders.

- Opening Ceremony: Favorite Cookie Sale Tales
- Counting for Life
- Count It Out
- Settling on a Smart Snack
- Closing Ceremony: Counting Wishes

Family Fun Time Activity Sheets

“What My Customers Told Me,”

“How I Did on My Cookie Sales Goals!”

Advance Prep

Set up a display or “mock warehouse” with cookies boxes or substitute objects.

Opening Ceremony Favorite Cookie Sale Tales

By now, the girls will have been out and about and sold their cookies, and they will have achieved nearly everything needed to earn their Cookie Pin. Invite the girls to gather in a Daisy Circle to share their favorite part of the cookie sale. Begin by talking to the girls about your favorite part of selling cookies and then ask the girls to go around the circle and share two things: their favorite “sale moment” and what part of the Girl Scout Law they practiced most during the sale.

If no favorite moments come to mind, prompt the girls with a few questions like these:

- What did you like best about meeting customers?
- Do you remember any customers asking you questions about the cookies or about Girl Scouts? What did they ask?
- Did any customers talk to you about the cookies?
- Did any customers talk to you about what they did when they were Girl Scouts? What did you like more: talking to customers or counting up boxes of cookies? Why?

Counting for Life

Next, move the discussion to the general skill counting. Emphasize to the girls that counting, a skill the girls have been using throughout the cookie sale—is something that comes in handy every day. And it's a skill they'll use throughout their lives. Invite them to think about how often they have to count things each day. Ask: Do any of you use counting as soon as you wake up in the morning? In what way?

To emphasize how often counting skills come in handy, you might use a typical day in your own life as an example. Offer up some of the many times you have to count, such as:

- Counting slices of bread to make toast for breakfast.
- Counting stamps to mail letters at the post office.
- Counting coins for the bus fare to get to work.

Then transition the discussion back to selling cookies. Ask: What do you need to count when you take part in a cookie sale?

Depending on the girls' answers, round out the information so the girls know they will count:

- the number of boxes of cookies that each customer orders
- the number of boxes to be delivered to customers
- the total number of boxes each girl sells
- the total number of boxes their Girl Scout Daisy team sells

Let the girls know they might do another kind of counting, too: They might help their adult sales partners count the money taken in during their cookie sale.

Next, invite the girls view the cookie box display and then take turns counting up the number of boxes. If you created a large-size chart showing each type of cookie (similar to the small chart accompanying the girls' version of the story), use the various columns to record the number of boxes as the girls count them. Then, as a group, take a look at the results.

Ask: Did everyone count up the same number of boxes? If not, ask for volunteers to recount any varieties that the girls haven't agreed on. Continue the recount until the full group is in agreement about the number.

Count It Out

Have the girls take a look at various coins, such as pennies, nickels, dimes, and quarters, and various bills, from \$1 to \$20. Ask:

- What is the smallest coin (in size)?
- What is the coin that represents the smallest amount of money?
- Which coin did you handle the most while selling cookies? Do you know why?
 - Did you have to handle a lot of dollar bills during the cookie sale?
 - What was the biggest bill a customer handed you or your adult partner?

Settling on a Smart Snack

Remind the girls of the list of favorite desserts they made with you in Session 1 and bring it out to show the group. Guide the girls to decide on a sweet but nutritious no-bake treat they'd like to make together in Session 5 to celebrate all their accomplishments during the Cookie Activity Program. You might start by asking the girls to name any ingredients that their favorite desserts might have in common. Then guide the girl to think about how they can take those common ingredients and make a simple good-and-good-for-you treat. Here are a few ideas:

- If fruit and ice cream are liked by the girls, consider making Watermelon Sundaes: using an ice cream scoop, girls can create balls of melon that they top with yogurt, coconut, sprinkles or other decorative toppings.
- If the girls were fans of apple pie a la mode, you might consider Apple-icious 'wiches: Spread an apple slice with a layer of ice cream and top with another apple slice. Pop back into a freeze to firm up before serving.
- If coconut cake was the Daisies' top choice, consider Coconut-Smothered Fruit: Dip chunks of pineapple, melon, peaches, or other "wet" fruit in coconut, arrange on a platter and serve.
- If the girls are confirmed chocoholics, try using chocolate as an accent note, as in Chocolate-Drizzled Fruit Parfaits: Layer chopped fresh fruit and yogurt in glasses. Drizzle with chocolate sauce.

If the girls visited with a baker during their cookie sale time, you might even invite the baker to join the girls at their treat-making session.

Closing Ceremony: Counting Wishes

Continue the tradition of closing the session with a Friendship Squeeze. This time, as each girl passes on the squeeze invite her to tell the group one special thing she'd like to be able to count up someday.

Session 5: Cookie Sellers Celebrate

Goal

As girls reflect on their cookie sale experience, they discuss the skills they developed and ways to use them in their daily lives. They earn the year's Cookie Activity Pin and celebrate their accomplishments with their own sweet creation.

- Opening Ceremony: Business Skills for Life
- Making a Good-and-Good-for-Your Treat
- Earning the Girl Scout Cookie Pin
- Party Time: The Daisies Enjoy Their Own Creation
- For First-Year Daisies: What's Next for "Smart Cookies"?

Family Fun Time Activity

Talk some more about what might happen next in "Smart Cookies in the Daisy Flower Garden."

Opening Ceremony

Business Skills for Life

Gather the girls in a Daisy Circle and welcome them to this final Cookie Activity Program gathering. Let them know how proud you are of their accomplishments—their teamwork, planning, goal setting, and the great work they did on their personal goals and their sales goals.

Explain that today they'll start off by sharing with each other one skill they learned or improved upon during their cookie-selling experience. Start the girls off by letting them know one skill you improved upon during their cookie sale time. Then invite the girls to take turns telling the group their new or newly improved skill.

Making a Good-and-Good-for-You Treat

Gather the girls together to make the sweet and healthful no-bake treat they decided on in the last session. Be sure to emphasize how the girls are making this for themselves—and how different that is from making something in a big bakery, like the ones that make Girl Scout cookies that are packaged and then sold to lots of people. If your group visited with a baker, remind the girls of all that they experienced on that visit.

Earning the Cookie Pin

Before the girls celebrate by eating their fresh-made treats, let them know that it's time to earn their Cookie Pin and gather them together again in a Daisy Circle. Explain that with this award ceremony, they will all share how they plan to use their new business skills in the rest of their life and they'll also talk about how their skill relates to the Girl Scout Law. Start off by saying how you will use your newly improved skill (the one you shared with the girls during the opening ceremony) and what part of the Girl Scout Law it most relates to. As you award each girl her pin, invite her to do the same. Let the girls know they can tell the group how they will use their new skill anywhere they think it will be of service—home, school, or any other area of daily life.

Party Time: Daisies Enjoy Their Own Creation

With the awards earned, it's time to dig in to their homemade and healthful treat and celebrate!

What's Next for "Smart Cookies"?

If your group of Daisies includes kindergarteners, let them know that next year they will again sell cookies as Girl Scout Daisies. And they'll hear a whole new part of the "Smart Cookies in the Daisy Flower Garden" story. Invite the girls to speculate on what might happen next in the Daisy Flower Garden. (You can do this as they enjoy their snack or before or after.)

Ask: What do you think happens when Cora, Chandra, and Campbell start selling cookies?

Keep a record of the girls' ideas about the story so that you can bring them out next year and talk about them again—before the Daisies hear "Smart Cookies in the Daisy Flower Garden, Part 2"—the real ending of "Smart Cookies in the Daisy Flower Garden."