FIVE STEPS TO EARN YOUR



Daisy Pins



YFAR 1



VFAR

Check off the boxes as you complete each activity with your family—you can earn a different pin each year! Adults, look for the it throughout for special ways you can help!

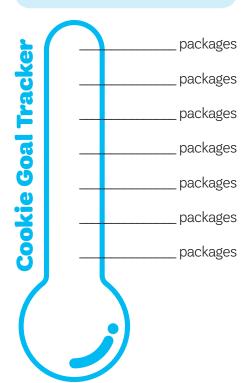
1. 9	Set a goal. Goal setting is the first step to making dreams			
a re	eality. Look at the Girl Scout Cookie Program rewards with your			
fan	nily, think about your troop goals, and pick a reward to try for. Once			
you	decide on the number of cookies you want to sell, fill in the goal			
trac	tracker—then color it as you sell cookies!			
Mutroo				

My troop goal is	packages so we can	

My personal goal is _____ packages.

2. Decide how to reach your goal. Who do you want to sell cookies to? Practice decision making by choosing who to reach out to first and in what way. Write a list or draw a picture of the people you'd like to sell cookies to. Put a star by your first customer!

Keep it real. Be sure she sets a realistic goal, but remember that not everybody always meets their goals—and that's OK! This is a learning opportunity, and there's a lot to learn even if she doesn't achieve all she sets out to.



Work it. If she wants to sell to your coworkers, either bring her in to pitch them in person or have her draw

a poster or make a video that you can share with your colleagues. She could even share her Digital Cookie® platform link or Smart Cookie link. Let her build decision-making skills by choosing the method right for her.



	3. Practice with money. Use your and identify coins and bills with a grownup you need help at first—that's what your fam write down how much each cookie costs s count money as they make their payments	Make money make sense. Counting one- and five- dollar bills will take her a while, but letting her handle money at home with supervision will sharpen her math skills and make her a star money manager.				
	4. Learn to talk to					
	customers. Ask a family member to pretend to be a customer. Many customers would like to learn about your cookie goal and what your troop might do with the money.	Navigate "no." Some people won't want to buy cookies, and that's OK. Help her think of what to say to people who say no—business people don't always make the sale!				
	You can do that by filling in important deadlines below and then keeping track of them with help from your			ner to lead. For more business take another look at the Girl Scout inding your girl to be honest and er to use resources wisely, it's full wisdom!		
My Important Cookie Dates						
	Girl Scout Cookie season starts on:	·····				
	Cookie order deadline:					
	Cookie pick-up:					
	Money due date(s):					
	My other deadlines:					

girl scouts
of greater chicago
and northwest
indiana

Check with your troop leader about how your girl can get each pin. Purchase in store or online at **shopgirlscouts.com**.