

Cookie Meetings

Brownie Troop Meeting 2



In this meeting you'll begin working on the Meet My Customers badge.

1. Find out where your customers are
2. Talk to some customers
3. Practice handling money and making change
4. Role-play good customer relations
5. Thank your customers!



Find resources on our Four Cookie Meetings Pinterest Board:

<https://www.pinterest.com/gprograms/brownie-resources/four-cookie-meetings/>

This virtual meeting plan will last 30–45 minutes. Feel free to end early if you complete all the activities.

Supplies:

- Girl Incentive Sheets
- Customer list
- Bowl, hat, or bag to draw names from
- Play money
- Extra cookie permission slips
- Gather or print play money.
- Arrange for drop off, pick up, or email and self-print of play money, girl incentive sheets and any cookie permissions that need signed.
- Email parents/caregivers ahead of the meeting asking them help during the making change portion and to stay on at the end of the virtual meeting or come to the end of the in-person meeting to clue them in on this year's cookie sales.

Prepare ahead:

- Print and cut apart list of customers.

Virtual Meeting adaptation

Ask parents to start the log-on process five minutes early.

Connect

As girls log on, greet each one by name and ask them to show they understand the platform features, like mute/unmute and raise hand. Unmute them all and give girls a chance to chat.

Note who is missing from the virtual meeting and send parents a reminder text, if feasible.

Opening

Call everyone to attention as you open the meeting.

You can display an image of the US Flag on the screen for the girls to say the Pledge of Allegiance.

You can have the words of the Promise displayed on the screen as you say it.

Troop Government



If needed, complete the goal setting activity from Meeting 1.

Review the Cookie Incentives, either by sharing your screen or by distributing them ahead of the meeting. Explain that this rewards their individual effort, while the troop proceeds/profit benefits the whole troop equally.

Create a goal chart and share with the girls. You can draw out a poster, create one using software, or print the one linked on our Pinterest Board. Explain to the girls how goal tracking works and that you will want them to report back how many cookies they have sold at each meeting.

Bring the chart to each meeting during cookie season and update your progress.

Activities

1. Who are my customers?

Make a list of many kinds of people that girls might encounter. Cut the list apart and place the names in a bowl or bag. Draw each one out and read it aloud – or have the girls draw and read. Ask the girls if this person might buy Girl Scout cookies. Be sure to throw in a few ringers, like a pet or a fictional character.

Create your own list or use the one on our Pinterest board.

- Just for fun: Watch the classic Sesame Street video: Who are the people in your neighborhood? It's linked on the Pinterest Board.

2. Making Change

Ask families to gather any play money they have from board games, use real money, [print their own](#), or arrange for porch pick up of play money.

Give each girl a selection of \$1, \$5, \$10, and \$20 bills. Have the girls use the money to accept payment and make change for imaginary items of different amounts. Ask a caregiver to help their girl during that portion of the meeting.

Talk about the price of Girl Scout cookies and have girls practice counting by fives.

- Just for fun: Watch the classic Schoolhouse Rock video: Counting by Fives. It's also linked on our Pinterest Board.

Clean up

Ask girls to return any items from the meeting to their proper place after you log off.

Close

Close the meeting with your closing song and practice counting by fives again.

Ask girls to call their parents/caregivers to join the meeting!

Parent Meeting

Briefly review with parents/caregivers important cookie sale dates, any help you need, the price of cookies, rules for social media marketing, and the details of the Smart Cookies app. You can use the Cookie Program Basics pages (p.8-10) of your Troop Cookie Manager Handbook as a guide. Hit the highlights.

If you have divided households, make sure the parent that didn't sign the annual health form/permission signs a cookie permission form. If additional permission forms need to be signed, email the form and have them print, sign and mail back, or arrange for porch pick up or drop off.

