

Cookie Meetings

Brownie Troop Meeting 3



In this meeting you'll complete two more of the Meet My Customers badge requirements.

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:

- None!

Prepare ahead:

- Nothing!

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.

Warm girls up with an icebreaker as they log on.

The Cookie Box Game

Call out the names of the cookies. Ask girls to touch something in the room that matches the color of that cookie box. i.e. If the “caller” (girl or leader) says “Thin Mints” everyone should touch something green. Continue until all girls have logged on.

Opening

Call everyone to attention as you open the meeting.

Say the Pledge of Allegiance (Optional) and the Girl Scout Promise together.



ACTIVITIES (next page)

Cookie Talk

Review from meeting 1 goal setting and Cookie Bingo. Have girls discuss their favorite cookies, the price of cookies, and what they plan to do with their cookie money. They will use this information when they talk to their cookie customers. Give every girl a chance to say something.

Role Play!

Either have girls take turns with the whole group in your virtual meeting or send girls to practice in smaller break-out rooms.

- Have girls take turns being the cookie seller and the customer. Have them ask questions about the cookies, the price, and what they plan to do with their proceeds.
- The cookie seller should practice introducing themselves and telling the customer THANK YOU!

After giving the girls a chance to practice, come back together and debrief. What questions did they need help with? How did they deal with a customer who said no? Brainstorm ways to solve those issues.

Troop Government

Remind girls of the sale dates and when your troop cookie manager needs to know girls' initial orders. Emphasize that they can continue selling cookies to potential customers (refer to the activity in meeting 2) throughout the sale. Ask for updates for your goal chart. Log any cookies sold that the girls report.

Clean up

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

Close

End with your usual virtual meeting closing and take time to reflect on the meeting. Ask each girl to list one thing they will tell their cookie customers every time.

