

Brownie/Junior Program

Summary of Classes

Business 101 (30 minutes):

- Girls will create and plan for their own cookie business: name of business, type of customer, costs.
- Girls will discuss the importance of business cards and how to use them.
- Girls will make a graduation cap to wear during the graduation ceremony.

Cookies 101 Class (30 minutes):

- Girls will identify the main ingredients for each cookie.
- Girls will review Safety Rules for selling cookies.

Money 101 (30 minutes):

- Girls will set a personal goal and a troop goal and discuss ways to achieve their goals.
- Girls will practice making change for customers.

Marketing 101 (30 minutes):

- Girls will discuss different ways to market their business: websites, short videos, posters, flyers, Facebook and other social media.
- Girls will practice people skills to prepare for the cookie program.
- Girls will color a poster they can display at their booth, school, church, or neighborhood.

Included in the Kit	You Provide
Brownie/Junior Leader Guide	Bags for papers and projects – 1 per girl
Lesson Plans – 1 copy of each class	
Cookie Song Sheet – 1 per girl	BUSINESS 101 CLASS
Internet Safety Pledge – 1 per girl	Paper Bowls (20 oz) – 1 per girl
Cookie College Patch – 1 per girl	8 x 8 Cardstock – 1 per girl
Cookie Flashcards – 1 set per girl	Stickers for Graduation Cap
	Markers/Colored Pencils/Crayons
BUSINESS 101 CLASS	Glue Stick
Business Plan Worksheet – 1 per girl	Pencils
Business Cards – 4 per girl	
Tassels – 1 per girl	COOKIES 101
	Tape
COOKIES 101	Paper Plates (white) – 1 per girl
Cookie Pyramid Posters – set of 8	String
Cookie Ingredient Cards – 2 sets	Markers/Colored Pencils/Crayons
Mixing Bowl Cookie Pictures– 2 sets	Mixing Bowls – 8
Safety Rules Posters – 1 set of 11	
Safety Rules Paper Strips – 1 set per girl	MONEY 101
	Sticky Notes – 1 per girl
MONEY 101	Play Money
Cookie Dice – 5 sets of 2	Green Cardstock – half sheet per girl
Turtle Goal Tracker Sheet – 1 per girl	Large Paper Clips
	Glue
MARKETING 101	Calculators
Role Playing Scenario Cards – 1 set	Markers/Colored Pencils/Crayons
Save a Friend Poster – 1 per girl	Pencils
Catch Your Favorite Cookie Poster – 1 per girl	
	MARKETING 101
	Markers/Colored Pencils/Crayons

Daisy Program

Summary of Classes

Would You Like to Buy Some Girl Scout Cookies? (30 minutes):

- Girls practice how to talk on the phone to tell family and friends about their cookie business.
- Girls will make a bracelet to help remind them that a box of cookies costs \$4.00.

Safety First Class (30 minutes):

- Girls will discuss eight safety rules they should follow when selling cookies.
- Girls will make an octopus windsock to help remind them of the eight safety rules.

Goal-Setting (30 minutes):

- Girls will set a personal goal and a troop goal and discuss ways to achieve their goals.
- Girls will make a turtle goal tracker to help them keep track of how many cookies they have sold.
- Girls will make a graduation cap to wear during the graduation ceremony.

Name That Cookie (30 minutes):

- Girls will identify the main ingredients for each cookie by playing games.

Included in the Kit	You Provide
Daisy Leader Guide	Bags for papers and projects – 1 per girl
Lesson Plans – 1 copy of each class	
Cookie Flashcards – 1 set per girl	WOULD YOU LIKE TO BUY ...
Cookie Song Sheet – 1 per girl	Pipe Cleaner – 1 per girl
Internet Safety Pledge – 1 per girl	Pony Beads (various colors) – 4 per girl
Cookie College Patch – 1 per girl	Pony Beads (one color) – 4 per girl
	Glue Sticks
WOULD YOU LIKE TO BUY ...	Crayons/Colored Pencils
Cell Phone Template – 1 per girl	
	SAFETY FIRST
SAFETY FIRST	String
Safety Rules Posters – 1 set of 11	Crayons/Colored Pencils
Safety Scavenger Hunt Turtles – 1 set of 8	Stapler
Octopus Windsock Sheet – 1 per girl	
	GOAL SETTING
GOAL SETTING	Paper Bowls (20 oz) – 1 per girl
Turtle Goal Tracker Sheet – 1 per girl	8 x 8 Cardstock – 1 per girl
Goal Tracker – 1 per girl	Stickers for Graduation Cap
Tassels – 1 per girl	Markers/Colored Pencils/Crayons
	Glue Sticks
NAME THAT COOKIE	Green Cardstock – half sheet per girl
Cookie Fact Sheet – 2	Large Paper Clips – 1 per girl
Cookie Flashcards – 1 set per girl	
Cookie Pyramid Posters – 1 set of 8	NAME THAT COOKIE
Cookie Concentration Game – 5 sets	Tape