

# Coaching Your Budding Businesswoman!

ALL GRADE LEVELS

Ready for some role play? Offer a few of these prompts to groups of Girl Scout adults and ask them to act out a scene.

*“Hi, Mom. Here are the cookie order forms!  
Can you just write the check like you did last year?”*

NOT THIS	BUT THIS
Okay.	I heard that the cookie sale is a lot of fun. What’s your sales pitch? Let’s make a list of people you can sell to!

*What else can you do or say to help your Girl Scout learn to sell?*

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*“I don’t want to go to the cookie booth tomorrow.”*

NOT THIS	BUT THIS
Okay.	Maybe you’re just nervous because you don’t know what to say. Let’s practice. What will you say when customers ask you to name your favorite cookie? How can you get people excited about the community action project you’re using some of your cookie money to fund?

*What are other ways you can encourage your Girl Scout?*

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*“Here’s that order form.  
Will you collect orders for me at your office?”*

NOT THIS	BUT THIS
Okay.	Let’s make a poster that tells people about your group’s goals. Then, you can deliver the cookies personally.

*What else can you do to help your Girl Scout build her network of customers?*

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Now, add a scenario or two. After all, you know your Girl Scout best! Brainstorm with other Girl Scout adults about ways to be a great coach!

Add Your Own!

NOT THIS	BUT THIS

*How else can you help your Girl Scout?*

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