

Cookie Sales Etiquette - You and the girls are Ambassadors for Girl Guides at all times.

Remember, Cookies are \$4.00 per box. Please do not sell for anything less or more. Please do not advertise any cookies other than the current campaign. To practice making change before sales day, use play money from the dollar store. Younger girls might want to give money to Adults as soon as possible.



For Door to Door Sales:

- 1) Ring door bell or knock only once. If there is no answer, leave a "Sorry we missed you" Card and move on. These cards are available on the National Website.
- 2) Remind girls to be polite, even, and especially, if there is no sale. With a smile, a suggested response could be, "Thanks, maybe next time".
- 3) Remind girls to use the sidewalks, not lawns or gardens, to approach the door.
- 4) Remind girls to not enter any home, even if they know the person answering the door. They should remain in sight of the adult responsible for them at all times.
- 5) All girls should be in uniform, put badge sashes and scarves over jackets if necessary.
- 6) If you would like promotional material (bookmarks, brochures) to hand out while selling, please contact the Membership/Marketing Committee. This is a great recruitment opportunity!



Mall Sales:

- 1) All girls should be in uniform.
- 2) Remind girls to be polite, even, and especially, if there is no sale. With a smile, a suggested response could be, "Thanks, maybe next time".
- 3) Please have girls remain at the selling location. They are not allowed to wander the malls promoting the sale of cookies. Please no soliciting. The cookies will sell themselves.
- 4) Girls should be supervised at all times by an adult.
- 5) Preferably no more than three girls per shift at the selling location. The malls have requested this.
- 6) Please have your display attractive and eye catching. A colourful table cloth, stacks of cookie boxes and a poster are great. You could also have recruitment materials like bookmarks and brochures. These are available from the Area Office. Please request them from the Membership/Marketing Committee.
- 7) Especially with younger girls, have an activity they can do while at the booth. A jigsaw, colouring page, Sudoku, maybe some program work? Please don't allow girls to run around.
- 8) Please remain at your selling location for the hours booked. If you run out of cookies before the end of your booking, please leave a note on the table asking anyone still looking for cookies to contact the area office for information.

Any Questions: Please contact your Membership/Marketing Committee at memmar@calgarygirlguides.com