

Saleswoman Try-It

For Girl Scout Brownies

Purpose: The activities in this Try-It will help make your fall product and cookie sale programs more successful for you and your troop.

To earn this Try-It, complete at two activities from the Discover section, one from Connect, and one Take Action project.



Discover:

Goal Setting: It's exciting to plan a project or an outing and then see how you can earn the money to make it happen. With your troop, discuss the things you would like to do and how much it will cost. Keep a troop goal sheet during the sale. Tell your customers what you plan to do with the money you earn.

Safety: In everything you do it is important to keep yourself safe. Help make a troop chart of "Selling Safety Rules." Some are listed on your order card. Can you think of other rules? Don't forget to have an adult with you while selling and delivering products. Be sure to plan how to collect money safely and promptly.

Know your Product: Study your order card and learn as much as you can about the product you are selling. Practice taking orders and answering questions customers might ask.

Money Handling: Discuss the rules for handling money. Practice counting money and making change. Save your order card for next year. You will have a good starting list of customers.

Deliveries: Selling your product was only the first step. Now you must deliver your orders and collect the money. Deliver to only a few customers at a time. Remember to say "thank you" and don't forget to take your adult "buddy" with you!

Connect:

Selling Techniques: You can be a good salesperson when you learn how. Have a salesperson visit your troop meeting. Learn what this person sells. Ask for some tips on being a good salesperson. Talk about the importance of good grooming when you are selling. (Be sure to wear your uniform or Girl Scout insignia).

Role Play: With your troop or group, make puppets to represent the Girl Scout cookies, nuts or candy that you are selling. Write a skit using these puppets and perform your show for others.

Take Action: Complete one of the following projects, or design your own Take Action Project based on the things you learned while earning this Try-It.

Donate: Participate in "Gift of Caring" by choosing an organization you care about and giving your customers the opportunity to purchase product as a donation. Allocate a portion of your troop income to buy a few items to donate to your cause as well. It is important to become personally involved, so be sure to be present when the donation is made so you can interact with the recipients of your gift.