



Short and Snappy

Learning Opportunity for Volunteers

What is a Short and Snappy?

- These short trainings can be provided at a service unit meeting.
- Any interested volunteer may lead a Short and Snappy.
- Short and Snappys are usually 10-45 minutes in length.

What you will need

- Short and Snappy outline
- The 5 Skills and Girl Scout Leadership Outcomes handout
- Coaching your Budding Businesswoman cards

Things to remember

- Stay within the allotted time.
- If you don't know the answer, seek the correct answer from the appropriate support person.

Questions? Comments?

Contact training@sdgirlscouts.org

www.sdgirlscouts.org

5 Skills for Girls

45 minutes

It takes time and energy to help girls sell cookies. Here's why we do it: Selling Girl Scout cookies is about more than just raising funds for troop activities. That's why it's called the Girl Scout Cookie *Program* and not *Sale*. This training looks at the five skills the cookie program teaches our Girl Scouts, and why that matters — to them and to you!

Did you know the Girl Scout Cookie Program is the largest girl-led business in the world?

Did you know girls who participate in the Girl Scout Cookie Program learn and practice five valuable skills that will help them now and in the future?

Those "5 Skills" are: goal setting, decision making, money management, people skills, and business ethics.

Share **one or two short examples** to bring the 5 Skills to life. For example, maybe a fourth-grader was very shy but became more confident about speaking up after talking to potential cookie customers. Maybe you know of a girl who learned how to set goals and worked hard to achieve them. It's not about the number of boxes sold — it's the skills that girls learn! Encourage others to share their own examples.

As you see, girls learn a lot while having fun when they participate in the Cookie Program. Let's find out more about what they learn ...

Give everyone "**The 5 Skills and Girl Scout Leadership Outcomes**" **handout**. Allow five minutes for people to read through the handout.

Invite everyone to turn to those around them and share their hopes for how the 5 Skills will help girls succeed in the future. Ask for some shout-out examples of how each of the 5 Skills benefits girls now or later in life.

Who's behind every Girl Scout who sells cookies and develops these 5 Skills? An adult who understands those skills and coaches her so she can get the most out of the Girl Scout Cookie Program!

Think for a minute about the times in your own life when you have learned something because you had to chance to actually do it

Encourage everyone to share two examples with a neighbor.

For girls to get the full benefit of the Girl Scout Cookie Program, they need to learn by doing as much as possible for themselves. Do a little role-play to get into the spirit!

Divide volunteers into small groups and give each group a **Coaching Card**. Ask them to role-play their situation together and then discuss the question on the card. Then have each group role-play in front of the group and share discussion on their question. Allow 10-15 minutes for the role-play exercise.

Did any of the scenarios sound familiar? What others can you think of? What will you be ready to say and do in response, so that girls have a wonderful experience?

Remember, these 5 Skills will help every girl be more successful, no matter what future she chooses. Why? Because they're leadership skills — and the Girl Scout mission is to develop girls of courage, confidence and character who make the world a better place.

This handout will show you how the 5 Skills are tied to the leadership benefits we offer girls, such as cooperation, team building, critical thinking and problem solving. On the back, you'll see how the 5 Skills will help girls succeed when they're ready to join the workforce.

Other ways to help girls learn these skills is by completing the Cookie Business badges, Financial Literacy badges and the Girl Scout Cookie Activity Pin. Requirements for these can be found in the *Girl's Guide to Girl Scouting*. Girl Scout Daisies earn Cookie Business and Financial Literacy leaves.

ABCsSmartCookie.com is another great resource. Find sample sessions for your troop under the Volunteer tab.

Thank you for being so engaged in helping girls get the most out of selling cookies!

*"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 say or do 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 some 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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The 5 Skills: Shaping Your Girl's Future

GOAL SETTING
DECISION MAKING
MONEY MANAGEMENT
PEOPLE SKILLS
BUSINESS ETHICS

Why do they matter?

Because when your Girl Scout has learned these skills, she'll be poised for success in her career. Think about it:

When employers interview job candidates, they all look for the same things. This is true whether the employer is a bank, high-tech company, university, hospital, publishing house, car dealership, accounting firm—or even the local pet store! They want:

Someone who can set goals and meet deadlines.

Blowing a deadline can mean blowing a deal!

Someone who works well with others.

Who wants to deal with strife and complaining in the workplace? Not the boss!

Someone who understands customers.

It doesn't matter whether the "customers" are hospital patients, TV viewers, or other companies—every business has to know its customers and what they want.

Someone who can influence others.

This doesn't just mean selling a product. Employers want people who can sell ideas, pitch projects, and make deals.

Someone who is honest, trustworthy, and reliable.

This kind of goes without saying—or it should!

Sound like anyone you know?

That's your Girl Scout, using the 5 Skills she learned in the Girl Scout Cookie Program.

The 5 Skills and Girl Scout Leadership Outcomes

{ Here's why the 5 Skills matter! }

The 15 Outcomes of the Girl Scout Leadership Experience

Discover

- Girls develop a strong sense of self
- Girls develop positive values
- Girls gain practical life skills
- Girls seek challenges in the world
- Girls develop critical thinking

Connect

- Girls develop healthy relationships
- Girls promote cooperation and team building
- Girls can resolve conflicts
- Girls advance diversity in a multicultural world
- Girls feel connected to their communities, locally and globally

Take Action

- Girls can identify community needs
- Girls are resourceful problem solvers
- Girls advocate for themselves and others, locally and globally
- Girls educate and inspire others to act
- Girls feel empowered to make a difference in the world

Everything girls do in Girl Scouting is designed to help them grow into leaders of Courage, Confidence, and Character. The 5 Skills that girls learn through the Girl Scout Cookie Program are an important ingredient in the Girl Scout Leadership Experience.

Here are a few examples of how participating in the Cookie Program teaches Girl Scouts skills that will help them grow into leaders in their own life, leaders in business, and leaders in the world:

The 5 Skills Leadership Benefits in Girl Scouting and Beyond

GOAL SETTING: Your Girl Scout sets cookie sales goals individually and, with her team, creates a plan to reach them. She develops **Cooperation** and **Team Building** skills all along the way!

DECISION MAKING: Your Girl Scout helps decide how her team will spend their cookie money, furthering the **Critical Thinking** and **Problem Solving** skills that will help her in many aspects of her life.

MONEY MANAGEMENT: Your Girl Scout takes cookie orders, handles customers' money, and gains valuable and **Practical Life Skills** around financial literacy.

PEOPLE SKILLS: Your Girl Scout learns how to talk to, listen to, and work with all kinds of people while selling cookies. These experiences help her develop **Healthy Relationship** and **Conflict Resolution** skills that she can use throughout her life.

BUSINESS ETHICS: Your Girl Scout is honest and responsible at every step of the cookie sale. Her business ethics reinforce the **Positive Values** she is developing as a Girl Scout.

To learn more about the Girl Scout Leadership Experience, visit www.girlscouts.org/gslc.

For more information on the Girl Scout Cookie Program, visit www.girlscouts.org/cookies.