

2017 Cookie Entrepreneurship Program

A mogul is born every minute, and she looks like a Girl Scout! Teen Girl Scouts can take the cookie program to a whole new level – by empowering a contact at their favorite local business to sell at their storefront. If a Girl Scout Cadette, Senior or Ambassador has a *personal* contact with a local sole proprietorship business, she may set up one unattended booth at that place of business; however, the booth may not be at a large business that would normally hold an attended cookie booth.

For Girl Scout Cadettes, Seniors, & Ambassadors:

- Each girl is limited to one business partnership.
- Her unmanned booth can occur only during **January 23 through March 5**.
- Her booth must contain a display that clearly identifies the cookie varieties and the retail price of \$4 per package. Gluten free Trios retail for \$5 per package.
- Her booth must mention to whom the sale of the cookies benefits (i.e. troop number, council name, girl name).
- The Girl Scout (and her parent/guardian) assume liability for all the cookies the merchant receives to sell to benefit the troop/girl.

Merchant Information:

- Merchant should accept cash only from customers for payment of cookies in this program
- Money collected for the payment of cookies cannot be combined with regular transactions of the business.

Examples of businesses that should not be selected are Sam's Club, Walmart, Target, Lowes Foods, Lowe's Home Improvement, Harris Teeter, Ingles, Walgreens, etc. A bank could be selected, but is limited to one local branch only. Other acceptable locations would be a dry cleaning business, small convenience store, insurance agency, dentist office, restaurant, etc.

Teen Girl Scouts (Cadette, Senior or Ambassador level only) wanting to take advantage of this program, must complete and return the Cookie Entrepreneurship Agreement (located on the next page of this handout) to the Council Product Sales Department at cookies@girlscoutsp2p.org or 828-328-6870 (fax) at least three business days prior to the unattended booth. It's the Girl Scout's responsibility to ensure her troop cookie volunteer is aware of her participation in the program!



2017 Cookie Entrepreneurship Agreement

Business

- I understand that cookies are \$4 per package and I can only charge \$4 per package. Gluten-free Trios retail for \$5 per package.
- I understand that all money collected belongs to Girl Scouts and my business/company will not receive any proceeds from the sale.
- I understand that money collected for Girl Scout cookies cannot be combined with regular transactions from my business.
- I understand that cookies must be stored in secure, pest-free environment away from heat.
- I understand the Cookie Entrepreneurship Program runs from January 23 through March 5 and cookies can only be sold in my business during these dates.
- If I need more cookies, I will contact my Girl Scout partner. Her name, phone number, and troop number are _____

Girl Scout

- I understand that I am responsible for contacting the business, maintaining regular communication and ensuring that he/she is aware of our sale procedures and that he/she is following them.
- I will discuss program dates with my partner and we will agree to a start and end date.
- I understand that the booth must contain a display that shows clear representation to which the sale of the cookies benefits (i.e. my troop number, council name, girl name).
- I agree to physically visit my business partner at least once a week to collect any monies and to replenish cookie inventory.
- I agree to notify my troop leader and council of my business partner and to adhere to any payment deadlines set by my troop.
- I and my parent/guardian assume liability for all cookies my partner receives to sell to benefit me and my troop.

Parent

- I agree to accept financial responsibility for all cookies my Girl Scout leaves with her business partner.
- I agree to see that my Girl Scout has guidance at all times and that the above requirements are being fulfilled.
- I will complete the information below and submit this form to the Product Sales Dept. by e-mailing it to cookies@girlscoutsp2p.org or to fax 828-328-6870.
- I will make a copy of this signed agreement and give to my Girl Scout's business partner.

Business Name: _____ Business Phone: _____
Business Partner Name: _____ Position: _____
Business Address: _____
Business Partner Signature: _____
Parent Signature: _____ Girl Signature: _____
Girl Name: _____ Troop Number: _____
Phone: _____ E-mail: _____
Comments: