

# This is what a girl can do!

## Build Leadership and Business Skills for your Girl Scout

The Girl Scout Cookie Program is the largest girl-led business and financial literacy program in the country. This unique leadership experience helps girls develop five essential skills:

- **Goal Setting** - as she sets cookie sales goals and develops a plan to reach them
- **Decision Making** - as she helps decide how her Troop will spend their cookie money
- **Money Management** - as she takes cookie orders and handles customers' money
- **People Skills** - as she learns how to speak and listen to all kinds of people while selling cookies
- **Business Ethics** - as she is honest and responsible at every step of the cookie sale

All of the proceeds – every penny generated – from cookie activities stay in your local Girl Scout council to support Girl Scouting in your area. In addition to the more than \$1 million that goes directly to Troops, this money also reduces program and camping costs for girls, trains and supports 11,400 adult members, and assists with a portion of the cost associated with operating six properties, including three camps and three Service Centers, to serve our almost 37,000 members. For more information, visit [www.gshnj.org](http://www.gshnj.org).

### Troop Proceeds

#### Troops Earn Proceeds Per Box

Number of boxes sold per participating girl <i>(The total number of boxes sold divided by the number of participating girls in the Troop):</i>	With Incentives: Daisy through Ambassador <i>(Girls receive individual incentives AND the Troop Proceeds stated below):</i>	Incentive OPT OUT: Seniors & Ambassadors ONLY <i>(Troop unanimously votes to take extra Troop Proceeds and receives NO incentives):</i>
Up to 79 boxes	65¢	75¢
80 - 99 boxes	70¢	75¢
100+ boxes	75¢	75¢

All cookies sell for \$4.00 per box



girl scouts heart of new jersey

[www.gshnj.org](http://www.gshnj.org)

### Exciting New Incentives for 2013!

**NEW!**

#### Initial Order Incentives:

- **85+ initial order** boxes earns the Cookie Star Patch Pin
- **150+ initial order** boxes earns the Crazy Daisy Case AND Cookie Star Patch Pin
- This year's **500+** box incentives include the iPod shuffle and \$10 iTunes card
- **1000+** boxes sold earns \$150 Amazon gift card AND \$100 Cookie Rewards includes the iPod shuffle and \$10 iTunes gift card
- **NEW! 2000+** box incentive level! Receive an iPad for achieving this goal. *Reach for the stars!*
- **Troop Challenge**— 5 top selling troops will receive \$500 cash!

Please refer to the girl order card for full details on the **2013 Cookie Program Incentives**