



Booth Sales

Consider having your troop host booth sales . . . they are the most time effective way to make the biggest sales for your troop!

- Booth sales at Wal-Mart at the south and north location in Lincoln and at Westfield Shopping Town in Lincoln will be scheduled and hosted by Girl Scouts – Homestead Council. Troops wanting to participate in these booth sales must complete the Westfield-Walmart Booth Sale form on page 32 by Monday, January 7. Booth sale locations and time slots are confirmed by a lottery selection, although preference is made to those that return their form to the Resource Center by the deadline.
- All other booth sales must be scheduled by the troop directly with the business/location of choice. Consider a site with a good flow of people: supermarkets, discount stores, banks, colleges, hospitals, school activities, retirement communities, gas stations, etc. Look for a site that will let you sit inside!
- You must notify the Resource Center of your scheduled booth sales by completing the Cupboard Authorization/Booth Sale Confirmation form (on page 30) by Friday, February 1.
- If additional booth sales are scheduled after that time, you may notify the Resource Center **at least 5 days in advance** by email at homesteadcookies@yahoo.com or telephone at 476-7539 or 800/487-2578 ext. 120.
- Booth sales that are not on file with the Resource Center at least five days in advance are not guaranteed a cookie supply from a cookie cupboard.
- When scheduling a booth sale, ensure that no other troop has already scheduled a booth sale for that same day/time for that location.
- After scheduling a booth sale, write a note to the location confirming date and time.
- Booth sale cookies can be checked out from your specified cupboard 1 day before the sale and must be returned the day after.
- Please encourage your girls to wear their uniforms, Girl Scout t-shirts, and/or Girl Scout pins during the booth sale.
- Cookie Costumes may be checked out at the Resource Center.



- Cookie Banners may be checked out through Cookie Cupboards and the Resource Center.
- Make a small sign telling what your troop's goal is and what you plan to do with money you earn from the cookie sale.
- "Decorate" your booth area to catch the attention of potential cookie buyers. Use balloons, streamers, flags. Make your booth sale table "attractive."
- Don't forget your table, chairs, and cash box for holding coins and small bills to make change.
- Bring customers to your booth sale by offering samples of cookie varieties. Break cookies into pieces and make your samples go farther. (Your troop will need to absorb the cost for these samples, but the extra boxes sold will make it worth it!)
- Please schedule girls in shifts. No more than 4 at a time, preferably 2 or 3 at a time. Time slots can be from a half hour to two hours in length, depending upon size of troop and length of sale.
- Girls must have **adult supervision at all times.**
- Please keep girls seated at the table. Do not let them wander.
- Please respect customers of the business. Do not let girls "shout" at shoppers as they pass by. Good manners and nice smiles sell more cookies.
- Remember the Girl Scout rule: leave the area cleaner than you found it.
- HAVE FUN!
- Have the girls write the booth sale location a thank you note or have them personally seek out the manager to thank them in person before leaving.