

## business ethics



Selling cookies may sound like a lot of work, but it's important to focus on the 5 skills you can learn and the values of the Girl Scout Promise and Law. Girl Scouts must always act in a way that reflects a commitment to these values. It is important for girls and adults to agree to the following while selling cookies:

### Girl Scout Promise

On my honor, I will try:  
To serve God and my country,  
To help people at all times,  
And to live by the Girl Scout law.

### Girl Scout Law

I will do my best to be  
honest and fair,  
friendly and helpful,  
considerate and caring,  
courageous and strong, and  
responsible for what I say and do,  
and to  
respect myself and others,  
respect authority,  
use resources wisely,  
make the world a better place, and  
be a sister to every Girl Scout.

### During the cookie sale, girls should pledge

On my honor, I will follow these rules  
I will show that I am a Girl Scout.  
I will dress appropriately for the weather.  
I will always smile and be polite.  
I will stand quietly (unless I am speaking with a customer).  
I will tell customers about my goals.  
I will stay out of the store's walkway.  
I will follow any rules the store requires.  
I will always say, "Thank you!"

### During the cookie sale, adults should pledge

On my honor, I will follow these rules  
I will dress for success in attire that identifies I am with Girl Scouts.  
I will stand quietly and let my Girl Scout talk to the customers.  
I will let my Girl Scout tell customers about her goals.  
I will help ensure the safety of the girls and the money collected.  
I will follow any rules the store requires.  
I will always say, "Thank you!"

## safety

It's also important to stay safe while you are selling cookies, so follow these guidelines:

**Show you're a Girl Scout:** wear the Girl Scout membership pin and/or Girl Scout clothing to identify yourself as a Girl Scout.

**Buddy up:** always use the buddy system. It's not just safe, it's more fun.

**Be streetwise:** become familiar with the areas and neighborhoods where you will be selling Girl Scout Cookies.

**Partner with adults:** adults must accompany Girl Scout Daisies, Brownies and Juniors when they are taking orders, selling or delivering product. Girls grades 6-12 must be supervised by an adult when selling door-to-door and must never sell alone. Adults should be present at a cookie booth in any public place at all times.

**Plan ahead:** always have a plan for safeguarding money. Avoid walking around with large amounts of it or keeping it at home or school. Give proceeds to supervising adults who should deposit it as soon as possible.

**Do not enter:** never enter the home or vehicle of a person when you are selling or making deliveries. Avoid selling to people in vehicles or going into alleys.

**Sell in the daytime:** sell only during daylight hours, unless accompanied by an adult.

**Protect privacy:** girls' names, addresses and email addresses should never be given out to customers. Use a group contact number or address overseen by an adult for customers to request information, reorder or give comments. Protect customer privacy by not sharing their information except for the product sale.

**Be safe on the road:** always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways. Be aware of traffic when unloading product and passengers from vehicles.

**Be net wise:** take the Girl Scout Internet Safety Pledge before going online and follow the specific guidelines related to marketing online.