

# Cookie Selling Script

**Brownie** - Hi, would you like to support my Girl Guide unit? I am selling Girl Guide cookies.

**Homeowner** - How much are your cookies?

**Brownie** - They are \$5 for one box and \$10 for 2 boxes. How many would you like?

**Homeowner** - What type of cookies are you selling?

**Brownie** - They are chocolatey mint (chocolate and vanilla sandwich) cookies, and they are made in a peanut free factory.

**Homeowner** - Yes, I'll take one box please.

**Brownie** - Thank you very much, have a great day.

## Tips to turn a "NO" into a "YES"

Try these simple ways to persuade someone who may not be interested in purchasing a box of delicious Girl Guide cookies; sometimes a bit of extra information can turn that "No" into a "YES"

### They say ...

### You say ...

*"No thank you, I only like the chocolate/vanilla/mint"*

**Girl Guide cookies keep well in the freezer and can be saved as a treat for when unexpected company arrives!**

*"No thank you, I am diabetic"*

**Be prepared to provide them with all of the nutritional facts and ingredients they need or suggest that they can give the cookies to a friend or family member.**

*"No thank you, I'm on a specific diet"*

**That's okay; perhaps you can support Girl Guides anyway and give the box of cookies to a friend or child you may know?**

*"No thank you, I am allergic to peanuts"*

**I'm happy to tell you that all of our cookies are peanut free to ensure that everyone can enjoy them!**

*"No thank you, that's too much money for a box of cookies"*

**Did you know that when you purchase a box of Girl Guide cookies you are helping young girls like me participate in fun learning activities that help us grow to be more confident, resourceful and courageous?**

*"I would love to, but I don't have any cash on me right now"*

**Not to worry, when is a better time for me to come back?**