

# GREATER

pull-out poster inside!



### In This Issue

2018 Cookie Family Guide

Program Guide, GSGLA Events October-April

Gabbing with Girl Scouts

**YOUR ULTIMATE COOKIE GUIDE**  
**KEEP FOR JAN-MAR**

# Ready! Set! Cookie!



**COOKIE CART**  
\$35

**NEW!**



**"ASK ME ABOUT GIRL SCOUT COOKIES" CAR MAGNET**  
\$8.95

**NEW!**



**"GIRL SCOUT COOKIES ARE HERE" ROLLABANA**  
\$6.95

**NEW!**



**COOKIE MONEY POUCH**  
\$6.50

**NEW!**



**"IT'S GIRL SCOUT COOKIE TIME" ROLLABANA**  
\$6.95

**NEW!**



**BUY COOKIES STOP SIGN**  
\$8.25



**COOKIE TABLECLOTH**  
\$11.95

**NEW!**



**"GIRL SCOUT COOKIE BOSS" APRON**  
\$12.75



**COOKIE BUTTON PIN**  
\$1



**"IT'S GIRL SCOUT COOKIE TIME" CAR MAGNET**  
\$5

**NEW!**



**"BUY GIRL SCOUT COOKIE NOW!" CAR FLAG**  
\$7.95



**YARD SIGN**  
\$8

*Fun cookie theme items to boost your sales will be available for purchase in **December 2017** at GSGLA stores!*



**Headquarters**

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Los Angeles, CA 90017

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**Business hours:**

Mon—Fri, 8:30 a.m.—5 p.m.

*GSGLA offices are  
closed on the second  
and fourth Monday  
of each month.*

*GSGLA is committed to the  
extraordinary legacy of  
Girl Scouts and its mission  
to build girls of courage,  
confidence, and character,  
who make the world a  
better place.*

*For more information on  
how to join, volunteer,  
reconnect, or donate,  
call 213-213-0123  
or visit [girlscoutsla.org](http://girlscoutsla.org).*

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Dear GSGLA Girl Scouts and Girl Scout Families:

We're thrilled to present you with this exciting issue of *Greater*, which doubles as your GSGLA Cookie Program Family Guide and events guide. Make sure to keep this essential tool in your files—it will come in handy January through March when you're participating in the largest girl-led business in the world, the Girl Scout Cookie Program!

The cookie program gives girls the opportunity to learn essential life skills, soar in confidence, and discover the leader within. What goals will you set this year? What amazing adventures will you experience and in what ways will you make an impact on your community? Now is the time to start planning, Girl Scouts!

Besides unique and empowering events listings, *Greater* also always includes write-ups on exciting Girl Scout happenings from the girl perspective. Check out our Gabbing with Girl Scouts section for inspiration.

I hope this guide helps you plan the start of an outstanding new Girl Scout year. Think of all the possibilities!

Yours in Girl Scouting,



Lise L. Luttgens  
Chief Executive Officer, GSGLA



# THE 2018 GIRL SCOUT

# cookie PROGRAM



The Girl Scout Cookie Program is the world's leading business and financial literacy program by and for girls. Are you ready for the fun? Read on to get the basics on how to participate and how to make this the best Girl Scout Cookie season ever!

## 5 things to know about the cookie program



**January 28  
to March 11**

The 2018 GSGLA Cookie Program runs January 28 to March 11. All registered Girl Scouts can participate. The cookie program only happens once a year!



# 1917

In 1917, the first-known cookie sale by Girl Scouts took place as a way to earn money to support girl-led community service projects and other activities. Girl Scouts have been entrepreneurs for more than 100 years.



# 800M

Nationally, the Girl Scout Cookie Program grosses more than \$800 million in sales.

# 5 Skills for Girls

Girls who participate in the Girl Scout Cookie Program learn and practice five valuable skills (goal setting, decision making, money management, people skills, and business ethics) that will help them now and in the future. (See 5 Skills for Girls on p. 5.)

# 100%

All of the proceeds generated from the cookie program stay within the local council to support Girl Scout programs right here in our community!



# 5 Skills for Girls



## 1 GOAL SETTING

Girl Scouts set cookie sale goals individually and with their troop. She creates a plan to reach them. She develops cooperation and team-building skills all along the way!

- ▶ *Assist your Girl Scout in setting practical goals by looking at the rewards, talking about community projects, and discussing troop activities. Aid your Girl Scout by role-playing when she needs assistance in this thought process.*

## 2 DECISION MAKING

Girl Scouts help decide how their troop will spend their cookie money, furthering the critical-thinking and problem-solving skills that will help her in many aspects of her life.

- ▶ *Ask your Girl Scout how her troop plans to use the proceeds, what individual goal she'd like to set, and what things she can do to meet her goals.*

## 3 MONEY MANAGEMENT

Girl Scouts take cookie orders, handle customers' money, and gain valuable and practical life skills regarding finances and money.

- ▶ *For her personal sales, allow your Girl Scout to count the money with you. Encourage her to separate her order, and tally up the amount due.*

## 4 PEOPLE SKILLS

Girl Scouts learn how to talk to, listen to, and work with all kinds of people while selling cookies. These experiences help her develop healthy relationship and conflict-resolution skills.

- ▶ *Help your daughter feel comfortable asking friends and family to support her. Encourage her to speak confidently and to say thank you.*

## 5 BUSINESS ETHICS

Girl Scouts are honest and responsible at every step of the cookie sale, which reinforces the positive values she is developing as a Girl Scout.

- ▶ *Act honestly, responsibly, and follow the rules during every step of the cookie program and encourage your daughter to run her business as a professional.*



# 5 Steps to Running Your Own Cookie Business

- 1 Ask friends and family to buy Girl Scout Cookies or to donate cookies to Gift of Caring (see p. 17).
  - 2 If you're a cookie program veteran, review last year's order cards and contact your reliable customers.
  - 3 As you sell out of cookies, go back to your troop cookie chair for more cookies throughout the sale.
  - 4 Expand your circle of customers with residential door-to-door sales by doing a walkabout, setting up a lemonade stand, participating with your troop at a cookie booth, or selling online through Digital Order Card.
  - 5 As the sale nears an end, ask your customers if they would like to purchase more.
- 



## 5 Key Players

There are several groups of people who will make your cookie business a complete success:

- 1 **Council staff** will provide the necessary tools to conduct a successful cookie business.
- 2 **Your troop cookie chair/troop leader** will organize and guide your troop through the program.
- 3 **Your troop** consists of registered Girl Scouts ready to put their leadership skills into action.
- 4 **Your support team** consists of family and friends who will encourage and assist you.
- 5 **Customers** are the awesome people who will financially help Girl Scouts reach their goals!

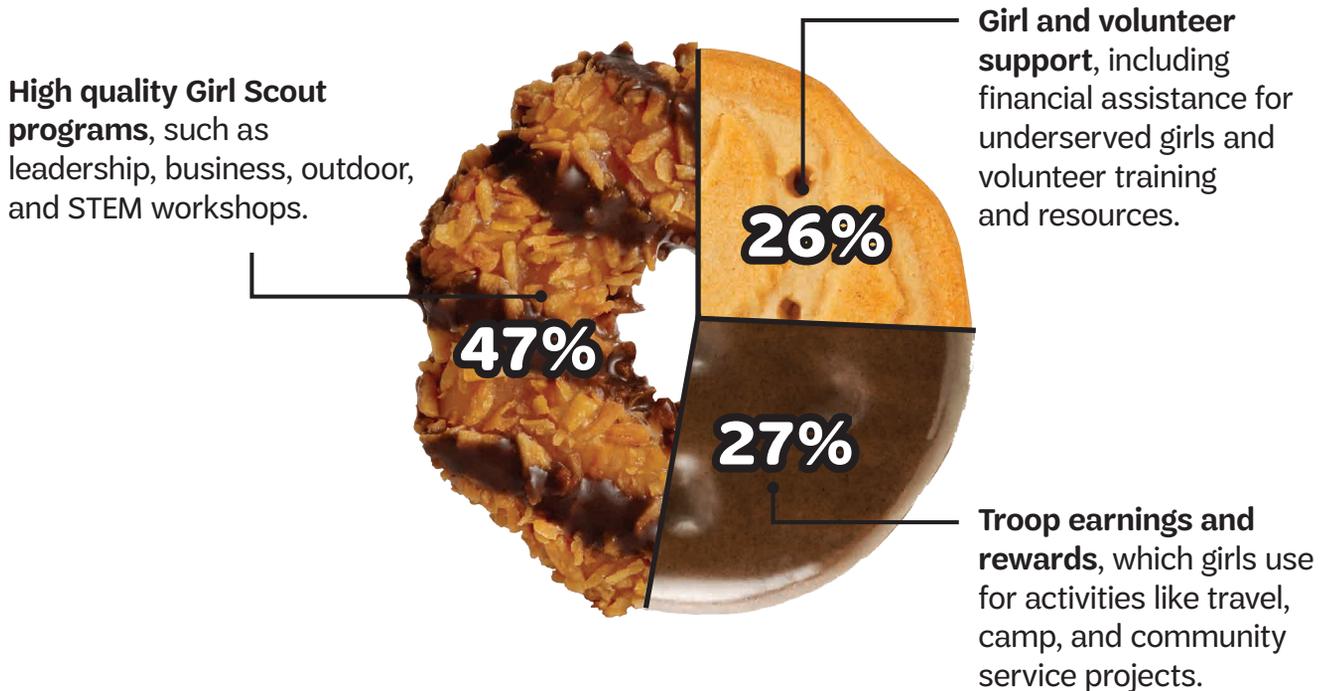
# THE LINE UP

Customers love our amazing, name-brand Girl Scout Cookies baked especially for us by Little Brownie Bakers, one of the two bakers that produce Girl Scout Cookies in the USA!



- 12 boxes per case
- Cookies are \$5/box and \$60/case, except for the two specialty cookies: gluten-free Toffee-Tastic and clean/non-GMO Girl Scout S'mores varieties which are \$6/box and \$72/case, because they cost more to produce
- Girl Scout Cookies are date-stamped for freshness
- No high-fructose corn syrup; zero grams trans fat
- See order card for nutritional information, or visit [littlebrowniebakers.com](http://littlebrowniebakers.com)

# HOW A BOX OF COOKIES SUPPORTS GIRL SCOUTS



# HOW TO HANDLE COOKIE MONEY—TIPS FOR PARENTS

- ▶ Always count money and only take checks from people you trust. Checks received are to be made payable to “Girl Scout Troop [insert troop number].”
  - Accept only preprinted checks with issuer’s address. Write the issuer’s phone number and driver’s license number on the face of check.
  - Note the girl’s first name and last initial in the memo line of the check.
  - Caution against accepting out-of-state checks.
- ▶ Do not accept \$50 or \$100 bills. These are the most commonly counterfeited.
- ▶ Turn in money to your troop cookie chair (TCC) promptly and frequently, as communicated by your TCC. Don’t hold onto the money, as it can get misplaced or mixed with your own funds. Always get a receipt from your TCC for money you turn in for your daughter’s individual orders.
- ▶ Money turned-in should be what was directly received from the customer. Families are responsible for any lost, stolen, or counterfeit money.

# WAYS TO SELL COOKIES

	In Person Sales	Digital Cookie	Walkabout or Door-to-Door	Lemonade Stand	Cookie Booth	Special Booth Request
<b>WHO CAN SELL?</b>						
Girls Individually	✓	✓	✓	✓		
Sell with Your Troop			✓	✓	✓	✓
<b>WHERE TO SELL</b>						
Residential Area	✓		✓	✓		
Business/Commercial Area					✓	✓
Online and Gift of Caring (for Shipment)		✓				
Cookie House Party (Invite only)	✓					



## WALKABOUTS AND DOOR-TO-DOOR SALES:

*The practice of going from door-to-door in a neighborhood (not commercial or retail areas, like parking lots, etc.) to sell cookies (no stationary booths).*

- ▶ Door-to-door selling is permitted in residential areas only, including parks (city ordinance permitting).
- ▶ Girls should be familiar with the neighborhoods.
- ▶ Girls must always have an adult with them and should never be out after dark.
- ▶ Girls should not go into a yard if there is a dog or a closed gate/fence.
- ▶ Girls should never enter a customer's home or accept food or beverages.
- ▶ Other than service animals, no pets are allowed while selling cookies.
- ▶ If a customer stops a girl while walking around her neighborhood, she can sell her/him cookies; however, the girl is not permitted to stay in that spot and continue to sell. She must continue to the next door.



## LEMONADE STANDS:

*A booth set up on the property where the girl or a close family member (parent, grandparent, aunt/uncle) resides, as their city, homeowner's association, and/or property management permits.*

- ▶ Girls must have an adult present at the lemonade stand at all times—cookies and money should never be left unattended.
- ▶ Lemonade stands are not to be set up on the street, sidewalk, street corner, medians or outside of fencing or walls.
- ▶ Girls who reside in an apartment, gated community, or similar housing must obtain management approval prior to setting up—set-up must be in a common area inside the complex (not on the street or sidewalk).
- ▶ Any signage must follow city, property management, and/or homeowner association signage rules.
- ▶ Keep cookies shaded from the elements (i.e., heat, rain, etc.). Consider using a rolling cooler on hot days to keep cookies from melting (for walkabouts, too).



## WORKPLACE SELLING:

*The practice of taking orders or selling cookies at a workplace (including a parent's workplace).*

- ▶ Girls must contact business owners or managers to request permission to sell at the business.
- ▶ Girls can make a sales pitch to staff or leave an order card in a location visible to employees.
- ▶ Girls can only sell to the employees of the business.
- ▶ Parents may have cookies to sell at their place of work to employees only, but any displays must include a message from the girl. Displays cannot be visible by workplace's customers/patrons.
- ▶ Girls are not to set up booths at businesses without special booth approval; ask your troop cookie chair.
- ▶ There are several high-rise buildings in Downtown LA, Burbank, Woodland Hills, Long Beach, and on the Westside that belong exclusively to GSGLA's corporate booth program. Older girl troops can apply for these sites separately; ask your troop cookie chair.



## COOKIE BOOTHS:

*Stations, usually a table and chairs, where a group/troop of Girl Scouts sell cookies, most often set up at a storefront. Boothing encourages teamwork and learning. (Boothing is a privilege! As guests in front of a business, we need to be on our best behavior.)*

- ▶ Boothing can be done only during Feb. 9–March 11.
- ▶ Locations are pre-authorized by GSGLA; consult your troop cookie chair for availabilities or to seek required approval for any special booth locations outside of what is offered (see p. 13).
- ▶ Girls and adults must be present at each cookie booth. A troop cannot booth without parent help. At least two girls per door are required to be present at all times. Two adults are required, one must be a registered Girl Scout member and at least one must be female.\*†
- ▶ No tagalongs: Only registered Girl Scouts can booth; therefore, siblings and friends are not allowed.
- ▶ Do not block entrances; approach customers only as they are leaving the business.
- ▶ Unless authorized by the business, do not affix anything to the property of where the booth is held.
- ▶ Make sure the cookie inventory is always in sight; do not leave cash visible, and keep change on hand.
- ▶ Clean up all trash and take with you; however, do not fill trash cans at the booth location.

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\*Senior/Ambassador troops only require a minimum of two girls and only one female adult OR one girl and two adults (one of which is female).

†Cadettes and up can host one girl-one parent booths; however, all girls in the troop must be given the opportunity to participate in the booth. Priority is given to troop boothing over individual girl boothing. Booths must be scheduled by the troop cookie chair on behalf of the girl, and you should check with the troop cookie chair before and after the booth to verify sales to be credited to the girl, true up inventory, and to remit proceeds to the troop. There are date restrictions, so please consult your troop cookie chair.

# WAYS TO MARKET COOKIES

Marketing your cookie business is extremely important in order for it to be a success! Here are some effective marketing techniques:



## DIGITAL COOKIE/DIGITAL ORDER CARD

Digital Cookie is a fun and interactive website that assists girls in learning the essential 5 Skills and tracking cookie sales. It is a password-protected private area for Girl Scouts only.

When using Digital Cookie, girls can:

- ▶ Learn about goals and selling tips
- ▶ Set troop and individual goals
- ▶ Record their customer lists so they can be saved and reused each cookie season
- ▶ Send secure emails to customers to take online orders for shipment only and to accept Gift of Caring donations.

In mid-January, parents will receive an email from [email@email.girlscouts.org](mailto:email@email.girlscouts.org) to log in and set up their girls' sites. Make sure your MyGS contact information is correct in order to receive the email.



## INTERNET

Although the girls or their families/friends may not sell cookies on the internet, girls can use age-appropriate internet tools to promote their cookie business. However, cookie delivery and payment must be done in person except through Digital Order Card. Online social networking sites (such as Facebook and Twitter) are a great place for teens 13 and older to promote and ask for cookie orders—with parent permission. Be sure to follow computer/online use guidelines in *Safety Activity Checkpoints*. For additional resources, visit [girlscouts.org](http://girlscouts.org).

*Remember, selling Girl Scout Cookies on eBay, Craigslist, Amazon, or any other online internet website is NOT allowed.*



## COOKIE MOBILE

Bling your booth! Girls can decorate wagons for walkabouts, lemonade stands, and their cookie booths to attract customers to purchase cookies. Watch for council communications that advertise contest rules and other ideas. Plus, visit your local Girl Scout store to check out our new cookie carts and other cookie-themed signs, T-shirts, and more items!

## OTHER MARKETING IDEAS

- ▶ Cookie chairs, pick up your troop's special cookie marketing kit during training! It's chock-full of items you can use during the sale, especially at boothing.
- ▶ Try a troop text-a-thon to let friends and family know "It's cookie time" or "I have cookies NOW, no waiting!"
- ▶ Have a Cookie House Party and sell cookies by the case! Visit [littlebrowniebakers.com](http://littlebrowniebakers.com) for details and resources.
- ▶ Remind customers that Girl Scout Cookies are only available once a year, and they freeze well.
- ▶ Visit [girlscoutsla.org](http://girlscoutsla.org) for marketing downloads like business cards, marketing kits, and more!



# INVENTORY & GETTING STARTED

## HOW A DIRECT SALE WORKS

- ▶ Sell actual inventory instead of promises!
- ▶ The direct sale format allows you to have the inventory in hand so customers don't have to wait!
- ▶ Cookies are distributed to families at the start of the sale using a specific formula for your troop. This is referred to as the starting inventory order (SIO) which is placed by your troop cookie chair.
- ▶ Girls can use order cards to track sales or customer contact information.
- ▶ Families are not limited to the one-time inventory allotment; they should pick up additional inventory as needed throughout the sale—check with your troop cookie chair.
- ▶ Families turn in funds to the troop for cookies as they sell them. Cookies are not pre-paid.
- ▶ Balance for all cookies is due shortly after the sale (March 11, 2018).

## COMING UP WITH A TROOP INVENTORY

Kick off the cookie program with your troop by discussing what to do with cookie proceeds as well as what funds are needed for program supplies, registration dues, uniforms, etc.

- ▶ As a troop, calculate the budget needed for the activities chosen to determine your troop's sales goal.
- ▶ Relying on the troop's goal, the troop cookie chair (TCC) will submit the starting inventory order (SIO).
- ▶ All members of the troop should support the collective goals that girls debated and agreed on.
- ▶ The troop is financially responsible for all cookies ordered and received.
- ▶ The troop will get the majority (75–80%) of its cookie inventory through the SIO. Cookies are ordered in full case quantities (12 boxes per case)—additional cookies may be ordered through the TCC.

## STARTING INVENTORY DELIVERY DAY (JAN. 26-27)

When picking up your cookies:

- ▶ Count each box before leaving your troop cookie chair.
- ▶ Sign a receipt and take a copy. You are financially responsible for each box of cookies you sign for.
- ▶ Always keep your cookies in a cool place—do not store in the garage. (If cookies are damaged, you are still responsible for paying for them.)
- ▶ Store cookies away from strong odors, such as cigarette smoke and pungent foods.

## WHEN CAN I SELL GIRL SCOUT COOKIES? (JAN. 28-MARCH 11)

No cookie orders or sales can take place prior to Jan. 28. However, you may announce the sale start date in advance.

- ▶ It is considered "early selling" any time a girl/adult accepts someone's request for a certain cookie quantity or variety, takes money for cookies, asks potential customers questions like, "Will you buy cookies from me?" or solicits for Gift of Caring donations before Jan. 28.
- ▶ If a potential customer responds prior to Jan. 28 with comments like "Put me down for..." the appropriate response must be "Thank you for your pledge, we will contact you at the start of the sale to take your order."

# MORE ON BOOTHING

## BEFORE, DURING, AND AFTER A BOOTH

- ▶ Arrive and end on time. Respect the next scheduled troop and prepare to turn over the site.
- ▶ Make sure you have the important phone numbers: troop leader, troop cookie chair.
- ▶ Arrive with a great attitude, smile, and say thank you even if a customer does not buy.
- ▶ All conflicts must be resolved quietly, peacefully, and out of earshot from the girls.
- ▶ Cell phones, iPads, or other electronic devices should not be used during your booting shift for personal use.

## SPECIAL BOOTH REQUESTS

- ▶ Examples of a special booth include: churches, schools, sporting events, drive-thru booths, and small-owned businesses.
- ▶ Consult with your troop cookie chair for details. Special booth requests require written pre-approval and can take a week or longer to obtain.

## EXCHANGING AND RETURNING COOKIES

- ▶ It's the family's responsibility to exchange or return undamaged, factory-sealed cookies to your troop within the timeframes and guidelines provided by your troop cookie chair (TCC).
- ▶ Any cookies not returned to the TCC by the designated date will be the financial responsibility of the family. It's about teamwork: All troop members can pitch in to help with any unsold cookies.

## SELLING OUTSIDE THE COUNCIL AREA

Being a sister to every Girl Scout means respecting our sister Girl Scouts in neighboring councils. As such, selling outside the GSGLA council region (AKA "cross-border selling") is only allowed on an exception basis, starting Jan. 28. (Visit [girlscoutsla.org](http://girlscoutsla.org) to view a council map.)

- ▶ **Family:** Girls can sell to family and to the family's immediate neighbors across GSGLA's borders.
- ▶ **Friends:** Immediate friends are okay.
- ▶ **Workplace:** In the parent or guardian's workplace only (to friends and work colleagues only, not to their customers). Friends' and extended family's workplaces are not allowed.
- ▶ **Lemonade stands, walkabouts, and booting of any kind:** Never allowed outside of GSGLA borders.



- ▶ Wear the membership pin and Girl Scout clothing to identify yourself as a Girl Scout.
- ▶ Always use the buddy system.
- ▶ Be familiar with the neighborhoods where you will be selling cookies.
- ▶ Partner with adults.
- ▶ Never enter a customer's home.
- ▶ Never approach customers in cars.
- ▶ Follow safe pedestrian practices when crossing streets. Be aware of traffic when unloading vehicles.
- ▶ Have a plan for safeguarding money (avoid carrying large amounts; have supervising adult deposit proceeds immediately).
- ▶ Sell only during daylight hours.
- ▶ Never provide a girl's name, address, or email address.
- ▶ Be web-wise. Take the GSUSA Internet Safety Pledge at [girlscouts.org](http://girlscouts.org) before going online.

# COOKIE PROGRAM

## REQUIREMENTS, ROLES, AND RESPONSIBILITIES

### **FOR GIRLS:**

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- ▶ Be a currently registered Girl Scout.
- ▶ Ensure no cookie orders are taken or sales made prior to the start date, Sunday, Jan. 28, 2018.
- ▶ Set individual goals and help the troop set and achieve overall troop goals.
- ▶ Participate in troop meetings and cookie program discussions.
- ▶ Know your product; learn about the cookies.
- ▶ Be easily identifiable as a Girl Scout. Wear your uniform or other Girl Scout attire, and your membership pin.
- ▶ Tell customers how your troop will use cookie proceeds.
- ▶ Encourage customers to support the Gift of Caring (GOC) cookie donation program.
- ▶ Participate in the troop booth sales.

### **FOR PARENTS & CAREGIVERS:**

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- ▶ Sign the 2017 Fall Product-2018 Cookie Program Parent/Guardian Permission Responsibility Agreement.
- ▶ Encourage your daughter to participate in cookie program activities. Work with her to build her 5 Skills.
- ▶ Ensure no cookie orders are taken or sales made prior to the start date, Sunday, Jan. 28, 2018.
- ▶ Guide your daughter when making individual learning and sales goals. Work with your daughter and her troop in setting goals to help determine the number of cookies to order.
- ▶ Respect and support the troop goals.
- ▶ Participate in booth sales and assist the troop cookie chair and troop leader.
- ▶ Keep your troop cookie chair updated on your daughter's inventory—request more cookies when you sell out.
- ▶ Be responsible for payment of all cookies received and safeguarding all monies collected from customers.
- ▶ Participate in the receipting for all cookies received and for all money submitted to troop. Retain all receipts.
- ▶ Follow all troop guidelines and timeframes for turning in money and cookie box exchanges and returns.
- ▶ Follow all rules and guidelines for selling as defined by GSGLA and understand consequences for noncompliance.

### **FOR TROOP COOKIE CHAIRS/TROOP LEADERS:**

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- ▶ Train the girls and parents and distribute all needed materials, providing ongoing support throughout the sale.
- ▶ Do not set quotas for individual girls.
- ▶ Allow time for cookies to be sold before requiring payment from parents and set up periodic collection dates.
- ▶ Collect and deposit all funds due from the girls/parents into the troop account frequently.
- ▶ Enter all troop and girl orders and money collected into the cookie system (eBudde).
- ▶ Meet deadlines as set by the service unit cookie program chair and as indicated in the troop guide.
- ▶ Keep track of individual girl sales and boothing sales.
- ▶ If your troop is doing additional money-earning events, ensure the troop adheres to the participation definition as outlined in *Volunteer Essentials*.

# COOKIE CODE OF CONDUCT

Girls and adults must adhere to information contained in this family guide and all GSUSA and GSGLA rules and regulations when selling Girl Scout Cookies. These rules are in place so that girls can run a successful, fair, fun, and safe cookie business. Consult your troop cookie chair with any questions.

## FOR GIRLS:

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- ▶ **I will** adhere to the principles of the Girl Scout Promise and Law and follow all GSGLA guidelines.
- ▶ **I will** follow the rules to help make sure program activities are safe, fun, and successful.
- ▶ **I will not** sell cookies prior to the sale start date of Jan. 28, 2018.
- ▶ **I will** wear appropriate Girl Scout attire and dress neatly and appropriately for the weather.
- ▶ **I will** treat other people, myself, property, and equipment with respect.
- ▶ **I will** remove all trash from boothing sites.
- ▶ **I will** listen carefully to all instructions and appropriately respond to all directions given by Girl Scout leaders, troop cookie chairs, or the adult in charge.
- ▶ **I will not** run or demonstrate any physical activity that could place me in harm. I will not participate in any roughhousing, running, loud voices, or inappropriate language.
- ▶ **I will never** give out my last name, address, or phone number to customers. Instead, I will refer the customer to the adult volunteer.

## FOR PARENTS & CAREGIVERS:

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- ▶ **I will** adhere to the principles of the Girl Scout Promise and Law and follow the GSGLA guidelines.
- ▶ **I will** follow the rules to help make sure program activities are safe, fun, and successful.
- ▶ **I will** make sure my daughter does not sell cookies prior to the sale start date of Jan. 28, 2018.
- ▶ **I will** be respectful of the Girl Scout leaders, troop cookie chair, or the adult in charge.
- ▶ **I understand** I am responsible for all money collected on behalf of the troop and misuse of council and/or troop funds will not be tolerated.
- ▶ **I understand** I am financially responsible for all product received and all cookies must be paid by the March 2018 deadline set by my troop cookie chair.
- ▶ **I will** treat other people, myself, property, and equipment with respect. I will not leave trash behind.
- ▶ **I will** remove all cardboard boxes and trash from boothing sites and dispose of them at my home.
- ▶ **I understand** that siblings (tagalongs) are not allowed at a cookie booth.
- ▶ **I will not** violate Girl Scout policies, create discord, or damage or misuse property.
- ▶ **I will not** demonstrate violence of any kind, including inappropriate conduct, profanity, or verbal abuse.
- ▶ **I will not** be under the influence or hold possession of illegal substances during any Girl Scout activities. Firearms or weaponry are not allowed.
- ▶ **I understand** smoking is not allowed in the presences of girls during Girl Scout activities.
- ▶ **I will** support the goals established by my daughter and her troop.
- ▶ **I understand** that adults may assist, but cannot sell cookies. This is the girl's business to operate.



# CONSEQUENCES

If girls and/or troops are not selling in accordance with established rules and regulations, girls and/or troops can be penalized by having one or more of the following consequences enforced\*:

- ▶ Removal of the highest reward level earned
- ▶ No future boothing
- ▶ Reduction in troop proceeds or opt-out proceeds
- ▶ Reduction in boxes sold for girl and/or troop
- ▶ Forfeiture of girl and/or troop proceeds/rewards

Examples of rule violations include:

- ▶ Taking orders or selling before Sunday, Jan. 28, 2018
- ▶ Selling cookies for the incorrect price
- ▶ Selling cookies outside of authorized areas
- ▶ Conducting a booth without submitting and receiving a special request approval
- ▶ Girls selling or delivering cookies alone
- ▶ Boothing with the incorrect girl/adult ratio or inappropriate behavior at a booth location
- ▶ Failure to pay for cookies and submit money as stated by GSGLA and/or your troop cookie chair

*\*Decisions on consequences to impose are decided by the service unit cookie program chair, GSGLA's product sales manager, and/or product sales director. The severity of the consequence imposed will be based on the rules and regulations broken, impact to others, safety, and if one or multiple rules were broken.*

<b>IMPORTANT DATES</b>	<b>JANUARY 26-27</b>	Cookie delivery day. (Check with your troop cookie chair.)
	<b>JANUARY 28</b>	GSGLA Cookie Program begins. No cookie orders are allowed to be taken or sales made prior to this start date.
	<b>FEBRUARY 9</b>	Cookie boothing begins.
	<b>FEBRUARY 23-25</b>	National Girl Scout Cookie Weekend
	<b>MARCH 11</b>	GSGLA Cookie Program ends. (No sales allowed after this date.)

## MORE INFORMATION & RESOURCES

- ▶ GIRLSCOUTSLA.ORG
- ▶ LITTLEBROWNIEBAKERS.COM
- ▶ GIRLSCOUTS.ORG
- ▶ GSGLA COOKIE & NUT FRIENDS ON FACEBOOK



# Gift of Caring

Considered the ninth cookie variety in the lineup, the Gift of Caring (GOC) program is a council-wide community service project that encourages customers to donate cookies. This cookie variety is sugar-free, fat-free, trans-fat free, dairy-free, gluten-free, and calorie-free for the customer.

Potential customers on diets, or those who have food restrictions/allergies or any other reason not to buy cookies for themselves can buy a box virtually that will be donated to families in need and/or servicemen and women in the military.

## HOW IT WORKS:

- Girl Scouts can encourage customers to support our GOC partners by donating money for cookies.
- Customers provide monetary donations that the troop or Girl Scout collects.\*
- The troop or Girl Scout does not hold or store actual cookie boxes for GOC.
- The donations are tabulated and reported as GOC donations.
- The GSGLA product sales team delivers the cookie inventory to GOC partners.

## TIPS:

- Family and friends outside of the GSGLA area are great groups to target for GOC. That way, they can support a girl's cookie goals without incurring the cost of shipping cookies.
- Use the pull-out poster in this issue of *Greater* to promote GOC at your sale!

*\*All monies received as donations are considered a GOC donation. For example, if someone says, "Keep the change," this money (the change) goes toward GOC. GOC donations are tax-deductible; receipts can be provided to customers upon request.*



# Earn a Chance to See *Gift of Caring* in Action!

Last year, our council exceeded our goal of donating 100,000 Gift of Caring (GOC) boxes by donating more than 110,000 boxes to our nonprofit charity partners: Los Angeles Regional Food Bank, Bob Hope USO, Blue Star Mothers, Operation Gratitude, and Goodwill of Southern California.

In 2018, let's beat our goal of 125,000 boxes! GOC Top Sellers will be invited to an event where they will see GOC in action. Last year, top sellers participated in the GOC Cookie Drop at Bob Hope USO at LAX where we surprised servicemembers and their families with a special cookie delivery. 2018 event details are TBD.

Plus, stay tuned for a special NEW patch troops can earn for reaching 20 boxes of Gift of Caring cookies sold, per GOC-selling girl.





# Cookie Contests & Fun!

## 5 SKILLS FACE-OFF INSTAGRAM CHALLENGE!

Put your troop's skills to the test in GSGLA's 5 Skills Face-Off Instagram challenge! Who will beat last year's champs, the Marvelous Money Managers?! Runners up: Dynamite Decision-Makers.



### Teams:

- Golden Goal Setters (#5SkillsGGS)
- Dynamite Decision-Makers (#5SkillsDDM)
- Marvelous Money Managers (#5SkillsMMM)
- Business Ethic Extraordinaires (#5SkillsBEE)
- People Skill Pros (#5SkillsPSP)

### How to play:

1. Troops will be assigned one of The 5 Skills (like the Hogwart's Sorting Hat from "Harry Potter").
2. Instagram challenges will arrive in your troop marketing kit (troop cookie chairs will receive during training).
3. During booting, complete the photo challenges and post your pictures to Instagram using the special hashtag for your assigned team (see above). Don't forget to tag @GirlScoutsLA!
4. The team with the most posts by March 11 will be named as the 2018 champions.
5. Three lucky troops from the winning team will win a cookie cart and a \$100 gift card to GSGLA stores!

# National Girl Scout **COOKIE** Weekend

## **GOLDEN TICKET 100-BOX GIVEAWAY**

On Saturday, Feb. 24, tell customers that if they buy one more box of Samoas, they might win 100 boxes of Girl Scout Cookies!

In celebration of National Girl Scout Cookie Weekend, “golden tickets” will be placed randomly on boxes of Samoas. If a customer gets one, she or he will win a variety pack of Girl Scout Cookies. One lucky winner will get the grand prize: 100 boxes of Girl Scout Cookies!

Schedule to booth on Saturday, Feb. 24—your troop might be selected from the drawing and be a #GSGoldenTicket booth. #GSGoldenTicket clues will be posted on our Twitter and Instagram pages (@GirlScoutsLA) to drive customers to you. Check our newsletters, website, and social media for more details!



## **COOKIE MOBILE CONTEST**

Decorate your cookie mobile (AKA your wagon hauling all those cookies during walkabouts), and submit a photo to [cookies@girlscoutsla.org](mailto:cookies@girlscoutsla.org) by Sunday, Feb. 4. We'll place finalists in one of the below categories and then let our Facebook followers vote on the winners. Winners will earn a pizza party for their whole troop! Make sure to follow [Facebook.com/GSGLACookieNutFriend](https://www.facebook.com/GSGLACookieNutFriend) to find out more!

### **Categories:**

- Most Artistic
- Best Use of Cookies
- Most Original
- Best Use of “Altogether Awesome” Theme



# SHOW THE WORLD HER COOKIE-SELLING SAVVY!

Encourage her to step up today to show everyone how the world's largest girl-led entrepreneurial program helped her be a barrier breakin', challenge crushin', lead takin' cookie pro!



This cookie season, six girls nationwide, one per Girl Scout grade level, will be named GSUSA's Top Cookie Pro 2018 and get the **EPIC chance to be featured on the Girl Scout Cookie box!**

## BY ENTERING THE CONTEST, GIRLS GET A CHANCE TO:

Unlock this awesome, limited-edition Cookie Pro 2018 patch



Travel to NYC for an all-expenses-paid Girl Scout Cookie Entrepreneur Experience, where girls will talk business with GSUSA leaders and be recognized as a Top Cookie Pro 2018

Be featured on our iconic Girl Scout Cookie box



### FUN FACT:

200 million Girl Scout Cookie boxes are distributed each year to more than 50 million cookie buyers!

## HERE'S HOW IT WORKS:

### Who can participate?

Registered Girl Scout Cookie sellers from participating councils

### How do girls enter?

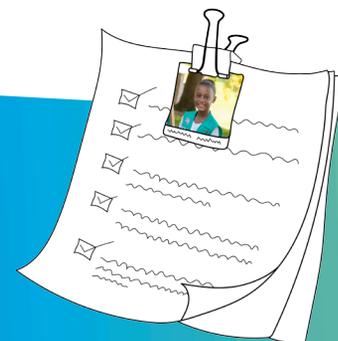
By completing their very own Cookie Pro Resume Survey online and submitting it along with a photo

Her cookie pro submission should include things like:

- ✓ Cookie badges she's earned and skills she's learned
- ✓ What she's done or plans to do with her cookie earnings
- ✓ Best selling tips for crushing cookie sale goals like a PRO!

[girlscouts.org/cookiepro](https://girlscouts.org/cookiepro)

Entries accepted January 2, 2018, through April 30, 2018.  
One entry per girl from participating councils.



to  
get  
her  
there  
LUNCHEON

10.30.2017

JW MARRIOTT LOS ANGELES L.A. LIVE  
900 W. OLYMPIC BLVD., LOS ANGELES

Join us in recognizing LA's most accomplished leaders. Participate in a day of individual and corporate mentorship and help change the leadership landscape for girls.

**CONTACT:** [giving@girlscoutsla.org](mailto:giving@girlscoutsla.org) | (626) 677-2338 | [GIRLSCOUTSLA.ORG](http://GIRLSCOUTSLA.ORG)



  
girl scouts  
greater los angeles

100% of family partnership funds  
stay within our council to support girls

-  Financial assistance
-  Off-set program costs
-  Maintain camps and service centers
-  Where it's needed most

# FAMILY PARTNERSHIP

invest in girls | change the world | donate today

[girlscoutsla.thankyou4caring.org](http://girlscoutsla.thankyou4caring.org)

Receive a Family Partnership patch when you give \$25 or more

# PROGRAM GUIDE



## General Information

Girl Scouts of Greater Los Angeles programs October 2017 through April 2018 are listed in this section, as well as ongoing leadership trainings. Registration open and close dates all vary per program. You must register at least two weeks prior to each event. Registration is available through the online events list and calendar unless otherwise noted.

Find details at [girlscoutsla.org](http://girlscoutsla.org) under the "Events" tab. Check the events list or calendar frequently, as pop-up programs are often added throughout the year. Stay up to date on the latest program information by signing up for GSGLA's various monthly e-newsletters.

For questions or assistance, please call the Customer Care Line, 213-213-0123.

### GS LEVEL KEY

-  DAISY
-  BROWNIE
-  JUNIOR
-  CADETTE
-  SENIOR
-  AMBASSADOR
-  FAMILY FRIENDLY



# October

## ROCKET WHIZ

Oct. 14, 10 a.m.–12 p.m.  
Grades 2–5 (\$25 registered girl, \$30 non-registered girl)  
Montclair Service Center

The sky is the limit as Girl Scouts experience rocketry firsthand. Blast off into STEM, as you build and decorate your own model rocket. Participation in this workshop qualifies each girl to launch her own rocket at the Santa Fe Dam in Irwindale on Nov. 4, 2017.

## ROCK IT!

Oct. 14, 1 p.m.–3 p.m.  
Grades 6–12 (\$30 registered girl, \$35 non-registered girl)  
Montclair Service Center

Push your STEM skills to the limit and rock your rocket! Build your own advanced-level model rocket and be a STEM superstar! Participation in this workshop qualifies each girl to launch her own rocket at the Santa Fe Dam in Irwindale on Nov. 4, 2017.

## USC FOOTBALL GIRL SCOUT FAMILY DAY

Oct. 14, Time TBA  
Grades K–12 (\$35 per ticket)  
Los Angeles Memorial Coliseum

The college football season is upon us. Bring your troop, family, and friends to the Coliseum for a great day of football. Before the game, girls will have a special on-field experience high fiving the players as they enter the stadium. Then, after a short break, watch the USC Trojans battle PAC12 rival the Utah Utes. Girls will also receive a commemorative USC patch. Tickets are limited. Game time to be announced 1-2 weeks prior.



## LA LAKERS GIRL SCOUT FAMILY DAY

Oct. 22, 1 p.m.–9 p.m.  
Grades K–12 (\$33 per person)  
STAPLES Center

The Lakers are ready to go for another action-packed season. Kick it off with this great opportunity for your troop, family, and friends to see them in action at the STAPLES Center. See the Lakers take on the New Orleans Pelicans in a great matchup of two young squads. As a special treat, the first 200 girls to purchase tickets will get a special dance/fitness clinic with the Laker Girls. After the clinic, you'll have free time to check out LA Live and the surrounding area before doors open for the game at 5 p.m., and then the game starts at 6:30. All tickets include a commemorative Lakers patch. Tickets are limited.

## THE ENGINEER FACTORY- LED POSTCARDS

Oct. 28, 9 a.m.–12 p.m.  
Grades 2-5 (\$20 registered girl, \$25 non-registered girl)  
Santa Clarita Service Center

Join The Engineer Factory in building hands-on projects with your fellow Girl Scouts! Build, test, experiment, and solve problems like an engineer. Explore electricity, circuits, batteries, and how it all can be used to create art. Learn about light-emitting diodes (LEDs) and use them to design your own holiday-themed postcard that lights up! This is the perfect introductory activity for our new Think Like an Engineer Journey.

## DREAM IT, BE IT!

Oct. 28, 8:30 a.m.–3:30 p.m.  
Grades 9–12 (\$5 per girl)  
California Hospital, Downtown LA

Dream It, Be It! is a program conducted by Soroptimist International of the Americas. Designed specifically for girls in high school, the program provides participants with guidance and support as they consider their future. Participants will learn about career opportunities, setting and achieving goals, overcoming obstacles to success, and moving forward after setbacks. Girls will have the opportunity to work closely with Soroptimist members and other respected professionals in our community who will act as role models and advisors.



# November

## FITNESS TO THE MAX C S

Nov. 11, 10 a.m.–2 p.m.

Grades 6–12 (\$25 per girl)

Montrose Program Center

Fitness to the Max will empower girls with the information and tools they need to be healthy, fit, and confident leaders. They will also learn how the media and society influence their perceptions of reality. This is a day to celebrate girls and everything they can and will accomplish. The day will consist of fitness activities, fun, and games. Snacks included. Cadettes will earn Eating for Beauty Badge and Seniors will earn the Women’s Health Badge.

## WONDER: ADVANCED SCREENING J C S A

Nov. 15, 5:30–9:30 p.m.

Grades 4–12 (\$22 per person)

Regal Cinemas at LA Live

Come out to the beautiful Regal Cinemas at LA Live in Downtown LA for a special advanced screening of the new movie *Wonder*. This movie is based on the New York Times bestseller. Go with Auggie on his journey as he becomes the most unlikely of heroes as he proves to everyone: You can’t blend in when you were born to stand out. We will have a special pre-movie activity/speaker as well (to be announced later). Join us as we embrace all that makes us unique.

## ANAHEIM DUCKS GIRL SCOUT FAMILY DAY #1 D B J C S A

Nov. 12, 1:30–8 p.m.

Grades K–12 (\$36 for terrace center, \$29 for terrace goal)

Honda Center, Anaheim

Calling all hockey fans! New this year is our Girl Scout Family Day with the Anaheim Ducks. Come out and join our Girl Scout sisters from Orange County as the Ducks take on the Tampa Bay Lightning. Before the game, the first 100 girls (and one adult per group/troop) will take the ice for some fun broomball (all equipment, including helmets are provided)! Stick around between that and the game for fun activities and games put on by the Ducks. All girls will receive a commemorative Ducks patch. Family and friends are welcome to join.

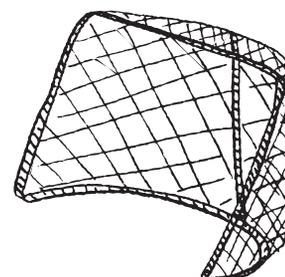
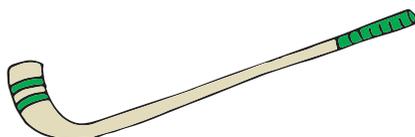
## LA KINGS GIRL SCOUT FAMILY DAY #1 D B J C S A

Nov. 18, 11 a.m.–4 p.m.

Grades K–12 (\$45 for 300 Level, \$85 for 200 Level)

STAPLES Center

It’s the most wonderful time of the year: LA Kings hockey season! Join us for the first of two Girl Scout games this season, as the Kings take on the Florida Panthers. To kick off the afternoon, there will be a special chalk talk featuring a member of the Kings organization—then try your hand at some street hockey with the Kings Street Team. All groups, troops, and families who purchase 15 or more tickets will be eligible for one of three great experiences this day as well. All girls will receive a commemorative Kings patch. Tickets are limited. Family and friends are welcome to join.





**SOUTH BAY LAKERS GIRL SCOUTS FAMILY DAY #1** D B J C S A  
 Dec. 2, 4:30 p.m.–10 p.m.  
 Grades K-12 (\$27 per person)  
 UCLA Health Training Center, El Segundo

The South Bay Lakers (formerly the LA Dfenders) have a new name, a new logo, a new home, and they're ready for you to come watch them play! Come out to the beautiful new UCLA Health Training Center for a great evening of fun. The first 75 girls to register for this event will participate in a dance clinic put on by the world famous Laker Girls, and learn a dance routine they will perform at halftime. After the clinic, one of the South Bay Lakers trainers will do a brief talk on fitness and eating healthy. Then, watch the South Bay Lakers take on the Agua Caliente Clippers! All girls will receive a commemorative South Bay Lakers patch. Don't forget to stick around for the game and post-game autograph session with South Bay Lakers players, and a photo opportunity with a Lakers Championship trophy. Tickets are limited.

**LONG BEACH STATE MEN'S BASKETBALL & COOKIE BOSS BOOT CAMP** D B J C S A  
 Dec. 3, 11 a.m.–4:30 p.m.  
 Grades K-12 (\$20 per person)  
 Walter Pyramid, Long Beach

Are you a cookie boss, or want to become one? Do you enjoy college basketball? Then this two-part event is for you! First, students and staff at the Long Beach State business school will teach girls tips and tricks for selling cookies. Afterward, the Long Beach State men's basketball team will take on PAC12 opponent Stanford. (Plus, a few lucky troops will take their picture on the court before the game.) Girls will receive a commemorative Long Beach State patch and a fun cookie patch. Family and friends are welcome to join. See all of you cookie bosses at the game!

**STAR WARS: THE LAST JEDI: SPECIAL GIRL SCOUT SCREENING** C S A  
 Dec. 16, 12:30–4:30 p.m.  
 Grades 6–12 (\$18 per person)  
 Regal Cinemas at LA Live

Grab your lightsabers for a special screening of the latest installment of the Star Wars franchise! Continue on the journey with Rey as she finds her way in this new, larger world. Be there as she rejoins Finn, Poe, and Luke Skywalker in an epic adventure against the forces of the dark side. Come early for a special pre-movie program (to be announced). The force is strong with this movie screening, so don't miss it.

**FUNTASTIC FLOATS** B J C S A  
 Dec. 28, 6-8 p.m.  
 Grades 2-12 (\$16 registered girl, \$20 non-registered girl, \$5 adult)  
 Rosemont Pavilion, Pasadena

Learn how Rose Parade floats are planned, designed, and built, and meet many of the requirements for the Tournament of Roses Patch Program. Hear the stories of designers, builders, and volunteers who help make the parade come to life! Design your own float, choose materials to decorate it, and much more.





# January

## ONTARIO REIGN GIRL SCOUT FAMILY DAY



Jan. 13, 12-9 p.m.

Grades K-12 (\$30 lower bowl, \$20 upper bowl)

Citizens Business Bank Arena, Ontario

Hockey and the month of January are a perfect combination! Come out to the Citizens Business Bank Arena and watch the Reign (minor league team for the LA Kings) take on the Chicago Wolves. Before the game, enjoy some fun STEM-themed hockey activities on and off the ice. There will also be opportunities to participate in other fun in-game experiences (more details to come). Family and friends are welcome to join. All girls will receive a commemorative patch. Troops (GSGLA only) who purchase 15 or more tickets will be eligible to sell cookies at one of the Reign games in February and March.

## SHE AND ME NUTRITION PROGRAM



Jan. 20, 10 a.m.-2:30 p.m.

Grades 2-8 (\$30 per girl, free for adults)

El Ranchito Program Center, Long Beach

Do you like to be active? Are you always in the kitchen making new creations? Are you interested in how food impacts your health? If so, then join us for a fun-filled day focused on food and fitness! Girls will learn how to easily create small dishes and snacks with minimal help from adults, and how to identify healthy foods. One adult per girl is welcome to attend at no additional cost. Brownies will earn the Snacks badge, Juniors will earn the Simple Meals badge, and Cadettes will earn the New Cuisines badge. Fun patch included.

## JUNIOR PROGRAM DESIGNER CHALLENGE



Jan. 20, 9:30 a.m.-1 p.m.

Grades 4-5 (\$10 registered girl)

TOTO Showroom, West Hollywood

Are you someone with a curious mind and a creative spirit? Do you like to find new, inventive solutions to everyday problems? Junior Product Designer Challenge is where you will meet women engineers, graphic artists, and product designers, and work with a group of other Girl Scouts to take on the challenge of reimagining/reinventing a common household product. The catch is, you won't know which product you are working on until you get there! Girls will have fun learning how to make their product great, how they can make it better, and how to address its impact on the environment.

## THE ENGINEER FACTORY—GLIDER



Jan. 27, 10 a.m.-3 p.m.

Grades 4-8 (\$25 registered girl, \$30 non-registered girl)

Mariposa Program Center, Altadena

Join The Engineer Factory in building hands-on projects with your fellow Girl Scouts! Build, test, experiment, and solve problems like an engineer. Construct a glider and learn about the four forces that affect flight. Already on our new Think Like an Engineer Journey or considering it? Don't miss this build!



**JUMP INTO JOURNEYS:  
DAISY OUTDOOR JOURNEY**



*Feb. 3, 10 a.m.–3:30 p.m.*  
**Grades K-1 (\$5 registered girl, \$10 non-registered girl), \$5 adult)**  
*El Ranchito Program Center, Long Beach*

Calling all Daisies! The day will prepare you for a camping trip, activities to do while camping, and ideas for how to be kind to the environment. Girls will earn two awards for their Outdoor Journey, and receive a packet on how to complete the final award. Please note, we will not be providing the awards earned that day, but you may buy them once the whole Journey is complete. Price includes lunch and two snacks.

**HEALTHY RELATIONSHIPS WORKSHOP**



*Feb. 4, 10 a.m.–12 p.m.*  
**Grades 6-12 (\$15 registered girl, \$25 non-registered girl)**  
*El Ranchito Program Center, Long Beach*

Teens succeed when they are empowered. Girls will learn about respectful, safe, and loving relationships, including how to: fight fair when issues arise with their friends; recognize and build healthy and fulfilling interpersonal relationships; and spot the warning signs of an unhealthy or abusive relationship. The Parent Permission for Sensitive Issues Form must be submitted by the time of the workshop for registered girls to attend.

**JUMP INTO JOURNEYS:  
JUNIOR THINK LIKE AN ENGINEER!**



*Feb. 10, 10 a.m.–3:30 p.m.*  
**Grades 4-5 (\$5 registered girl, \$10 non-registered girl, \$5 adult)**  
*Mariposa Program Center, Altadena*

Jump into the Think Like An Engineer Journey! An informational packet on how to finish the Journey will be given to each troop leader at the end of the day. Please note, we will not be providing the awards earned that day, but you may buy them once the whole Journey is complete. Price includes lunch and two snacks.

**WOW! THAT'S ENGINEERING**



*Feb. 24, 10 a.m.–3:30 p.m.*  
**Grades 4-12 (\$15 registered girl, \$20 non-registered girl, \$10 adult)**  
*University of California, Los Angeles*

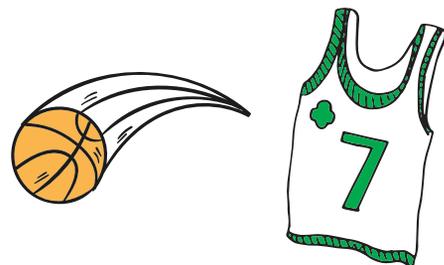
UCLA and SWE (The Society of Women Engineers) are sponsoring an event you won't want to miss! Attend a day of workshops on the beautiful UCLA campus. You won't believe the activities have to do with engineering! Ambassadors and parents are also welcome to attend a separate session just for them on the following: scholarship information, helpful hints on filling out college applications, internships, and what companies look for when hiring are just a few of the topics discussed. Lunch will be provided for all. Parking is not included.

**HARLEM GLOBETROTTERS  
GIRL SCOUT FAMILY DAY**



*Feb. 25, 2-4:30 p.m.*  
**Grades K-12 (\$22 for 200 level, \$38 lower corners)**  
*STAPLES Center*

The Globetrotters are back in town and ready to entertain! This year, they are just doing one show at the STAPLES Center, so you won't want to miss this. Come early for a special chalk talk with one of the Globetrotters players. There will also be fun opportunities for groups, troops, and families who purchase 15 or more tickets. Don't miss your chance to see the high-flying antics of the legendary Harlem Globetrotters. Girls will receive a commemorative patch. Family and friends are welcome to attend.





# March

## JPL SCIENCE NIGHT

March 1, 5-9 p.m.

Grades 4-5 (\$8 registered girl, \$15 non-registered girl, \$10 adults)

NASA Jet Propulsion Laboratory, Pasadena

Explore the wonders of our planet through the study of earth science! Visit and tour the Jet Propulsion Laboratory (JPL) campus, learn from expert scientists and engineers, and participate in fun and exciting hands-on activities from Eyes on Earth, El Niño, and The Wonders of Seasons! Cost includes a special JPL Earth Science Night patch.

## BROWNIE ROBOTICS BADGE DAY

March 10, 9:30 a.m.-4 p.m.

Grades 2-3 (\$55 registered girl, \$65 non-registered girl, \$55 adult)

El Ranchito Program Center, Long Beach

Robots are entering the outdoor realm! Join us for an outdoor adventure day incorporating the new Brownie Robotics badge. Focusing on badge components, we will participate in robot obstacles using our archery range, 35-foot rock wall, and gaga court. Price includes lunch, two snacks, and the Brownie Robotics badge.

## LA CLIPPERS GIRL SCOUT FAMILY DAY

March 4, 1-9 p.m.

Grades K-12 (\$22 for 300 level, \$44 for 200 level)

STAPLES Center

Calling all basketball fans! Kick off the day with a fun basketball skills clinic for the whole family. Do some dribbling, shooting, and passing drills on the STAPLES Center court. After the skills clinic, check out LA Live and the surrounding area. Girls in troops/groups who purchase 15 or more tickets will be eligible to participate in the high-five tunnel when the players come onto the court. For larger groups who purchase 30 or more tickets, those girls will be eligible to be an Anthem Buddy and stand in front of one of the Clippers or Nets players during the National Anthem. After all of that fun, watch the Clippers take on the Brooklyn Nets! Girls will receive a commemorative Clippers patch.

## AVIATION WORKSHOP WITH THE SFV-99S

March 10, 9 a.m.-3 p.m.

Grades 6-12 (\$15 registered girl, \$20 non-registered girl)

Whiteman Airport, Pacoima

Want to learn how a plane flies or how the pilot communicates while flying? Hop in the pilot seat, explore different aircraft, and meet the amazing female pilots of the San Fernando Valley (SFV) 99s! Price includes a snack, patch, and unique experience at the airport.



## G.I.R.L.s RULE DAY FEATURING A SPECIAL SCREENING OF A WRINKLE IN TIME



March 11, 10:30 a.m.-2:30 p.m.

Grades 4-12 (\$18 per ticket)

Regal Cinemas at LA Live

\*NOTE: Registration opens Jan. 8\*

Are you a G.I.R.L.? This is your chance to hear from some amazing women who are the ultimate go-getters, innovators, risk takers, and leaders in their careers. We will have a panel of empowering women to tell their stories of triumph and success, followed by a brief Q&A session and a special screening of the new Disney movie, *A Wrinkle in Time*. The film tells the story of Meg, her brother, and a classmate who go on an epic, dangerous adventure in search of their missing scientist father. This is a G.I.R.L.-powered day you won't want to miss!

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## BROWNIE HIKING ADVENTURE!



March 17, 9:30 a.m.-2 p.m.

Grades 2-3 (\$30 per girl)

La Casita Program Center, Claremont

Join us on an early spring hike and enjoy this special time in the outdoors. Girls will complete the five steps to earning the Brownie Hiker badge including basic first aid, snack preparation, trail signs, hiking songs, as well as going on a hike! Come prepared: Dress for the weather, wear walking shoes and a hat, and bring a reusable water bottle and sack lunch. Registration fee includes all program supplies and the Brownie Hiker badge.

## JUMP INTO JOURNEYS: THINK LIKE A CITIZEN SCIENTIST



March 24, 10 a.m.-4 p.m.

Grades 4-5 (\$5 registered girl, \$10 non-registered girl), \$5 adult)

Marine Landing Program Center, Long Beach

Girls will earn their Think Like a Citizen Scientist Award which they can purchase with the rest of their Journey awards and will be given an informational packet on how to finish their Think Like a Citizen Scientist Journey with their troop. Price includes lunch and two snacks. More details to come.

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## FITNESS TO THE MAX



March 24, 10 a.m.-2 p.m.

Grades 6-12 (\$25 per girl)

El Ranchito Program Center, Long Beach

Fitness to the Max will empower girls with the information and tools they need to be healthy, fit, and confident leaders. They will also learn how the media and society influence their perceptions of reality. This is a day to celebrate girls and everything they can and will accomplish. The day will consist of fitness activities, fun, and games. Snacks included. Cadettes will earn Eating for Beauty Badge and Seniors will earn the Women's Health Badge.





# April

## MALL MADNESS: FANTASYLAND



April 7-8, 10 p.m.-5 a.m.  
Grades 4-12 (\$35 registered girl, \$20 adults)  
Montclair Place Mall  
*\*NOTE: Registration opens Nov. 15\**

Have you ever wished that you could live in a land where unicorns and fairies really exist? Or maybe where Wonder Woman and Captain America kept us all safe? This is your chance to get just a small sample of what that could be like. Come join us at this year's Mall Madness where we present to you: Fantasyland! It will be a night full of music, crafts, games, food, and more. Come dressed as your favorite superhero, mythical creature, Disney princess (or villain), anime character, or whatever your heart desires. This is your chance to let your imagination soar and for a few hours step outside of reality and into a wonderful Fantasyland!

## STARTUP WEEKEND



April 6-8, (Fri., 6-8 p.m.; Sat.-Sun. 9:30 a.m.-6 p.m.)  
Grades 9-12 (\$60 registered girl)  
Location TBA

Do you like to come up with big ideas, invent things, work with others, and learn skills that will help you with high school, college, and a future career? Startup Weekend is for you! Over two and a half days, teams will pitch business ideas, form teams around the top ideas, research customers, and work intensely to build a prototype that demonstrates the potential of their product. The event culminates in a *Shark Tank*-style competition where teams present their business and demonstrate their prototype to a panel of local, high-profile entrepreneurs, venture capitalists, and designers. As you create your company, you'll network with amazing mentors, investors, founders, and sponsors.

## THE ENGINEER FACTORY—STEM CAR



April 28, 10 a.m.-12 p.m.  
Grades 3-6 (\$25 registered girl, \$30 non-registered girl)  
Inglewood Service Center

Join The Engineer Factory in building hands-on projects with your fellow Girl Scouts! Build, test, experiment, and solve problems like an engineer and learn about physics. Build your own "air car" and make it move simply using a balloon and propeller. This workshop is a great complement to the Think Like an Engineer Journey.

## DREAM IT, BE IT!



April 28, 8:00 a.m.-3:30 p.m.  
Grades 9-12 (\$10 per girl)  
Glendale YWCA

Dream It, Be It! is a program conducted by Soroptimist International of the Americas. Designed specifically for girls in secondary school, the program provides participants with guidance and support as they consider their future. The objective is to offer strategies and ideas to empower young women to reach their full potential. Participants will learn about career opportunities, setting and achieving goals, overcoming obstacles to success, and moving forward after setbacks. Girls will have the opportunity to work closely with Soroptimist members and other respected professionals in our community who will act as role models and advisors.

# Coming soon!

- Cadette Field Day, December
- Disney on Ice, Dec. 15 & 16
- USC Women's Basketball and Clinic Day, January
- UCLA Women's Basketball, January
- Long Beach State Game #2, January/February
- UCLA Gymnastics – February/March
- LA Kings Game #2, March 10
- South Bay Lakers Game #2, March 17
- Anaheim Ducks Game #2, March 18
- JPL Women in STEM, March
- GRAMMY Museum Events, Spring 2018



## Ongoing Programs

### SILVER AWARD WORKSHOPS

*Various dates, locations, & times*

*Grades 6–8 (\$10 registered girl, \$25 non-registered girl, \$5 adult)*

*Please consult the online events calendar for the most updated list of workshops.*

Join us for a fun and interactive workshop where you will discover what is necessary to create an amazing Silver Award Take Action project. Learn how to identify a community need and how to address that by sharing your skills and passions to make the world a better place. This workshop is not required to achieve your Silver Award; however, it is very useful in learning the steps and how to submit your final report, and in addressing any questions. This workshop is for Cadette Girl Scouts and their leaders. (The Silver Award is a troop leader-approved award program.)

### GOLD AWARD WORKSHOPS

*Various dates, locations, & times*

*Grades 9–12 (\$12 registered girl, \$25 non-registered girl, \$7 adult)*

*Please consult the website program calendar for the most updated list of workshops.*

This workshop is a prerequisite for the Gold Award. Trainers will guide you through an interactive workshop that covers the requirements for a Gold-worthy project, selecting a project, and ensuring measurability and sustainability of your project. The workshop further covers the online Go Gold submittal process, the interview process, and tips for successful project execution. Girls attending the workshop should be within three months of completing their prerequisites and should be planning to submit their Gold Award proposal within the program year (Oct. 1, 2017–Sept. 30, 2018). Leaders, advisors, and parents are encouraged to attend. Note: Girls may not begin work on their Gold Award prerequisites prior to Oct. 1 of their ninth-grade year. Girls may not submit their Gold Award proposal until April 1 of their ninth-grade year.

### PROGRAM AIDE TRAINING

*Various dates, locations, & times*

*Grades 6–12 (\$25 registered girl, \$35 non-registered girl)*

*Please consult the online events calendar for the most updated list of workshops.*

Be a role model and deepen your understanding of leadership development. Program aides guide younger girls to become leaders in their own lives and in the world. The training helps girls gain skills needed to work with younger girls, peers, and adult volunteers. Program aides may put their skills into practice working at council programs, summer programs, and at troop- and service unit-led events. It is strongly recommended that girls complete the Leader in Action award prior to this training.

### PA-TO-GO

#### (A RENTAL PROGRAM-IN-A-BOX WITH ADULT FACILITATOR GUIDE)

*Grades 6–12 (\$10 per registered girl, \$20 non-registered girl, with a 10-girl minimum)*

Our PA-to-Go or Program Aide-To-Go is a “program-in-a-box” that adult volunteers may rent from GSGLA service centers. Complete with an easy-to-follow adult facilitator guide, the box gives a volunteer all the tools she/he needs to deliver program aide training to as few as 10 girls at a time. Program aides are role models for younger Girl Scouts. This training gives them the opportunity to deepen their understanding of what leadership means to them and simultaneously to get excited about guiding younger girls to be leaders in their own lives and in the world. Program aide training teaches Cadettes, Seniors, and Ambassadors the skills they need to work with younger girls, peers, and adult volunteers. Program aides may put their skills into practice working with younger Girl Scouts at council programs, camps, and troop and service unit events. This training is a prerequisite for all Cadette Girl Scouts wishing to complete the Program Aide award.

### TECHBRIDGE

#### (A RENTAL PROGRAM-IN-A-BOX WITH ADULT FACILITATOR GUIDE)

*Grades K–12 (\$10 per registered girl, with a 5-girl minimum)*

Techbridge is a set of five different “programs-in-a-box” that troops can check out. Bring home STEM activities for your troop! Explore green energy, electronics, engineering, design, or simple machines. With Techbridge, you can explore STEM using teamwork and hands-on activities. Complete a fun puzzle patch when you explore all five boxes.



# *gabbing* with *girl scouts*



Stories from GSGLA's Girl Advisory Bureau (GAB)

## TALKIN' COOKIES WITH GIRL SCOUTS

### ***What We Love***

By Corryn T., Cadette



The cookie program is important to me, because I get to learn entrepreneurial and social skills and interact with my community.

When it's cookie season, I love being a cookie boss! I keep a list of all of our family and friends. I go through my mom's and dad's phones to make sure I don't miss anybody. And when it's cookie Go Time, I email, text, and Facebook everyone we know reminding them that their favorite Girl Scout has cookies for them.

I always sign up to booth with different Girl Scout sisters. My favorite part of boothing is meeting and seeing Girl Scout alumnae who never pass by without giving me encouragement or buying cookies.

# Tips from Cookie Pros

By Avery C., Junior



Do you have trouble selling Girl Scout Cookies? Or, is this your first time selling cookies? Last year, I sold 1,007 boxes of cookies, and here's what I've learned:

- 1 Smile!**  
Your customers might not want to buy cookies from you if you act like you don't want to be there. Be energetic and say "thank you" even when your customer says "no." Because they said I was nice, people have come back to buy cookies or donate. Be enthusiastic! And, don't forget to suggest donations to Gift of Caring.
- 2 Set a goal.**  
Each year, make your goal higher than what you sold the year before. If you reach your goal before cookie season is over, set another higher goal. Also, look at the rewards sheet. Last year, Club 500 at Hurricane Harbor and Elite 1000 at Disneyland Resort were awesome!
- 3 Never stop selling during cookie season**  
Try to get an early start. There might be another Girl Scout in your neighborhood, and she might beat you to some houses. Or, another Girl Scout will stop selling early. Keep going! When you're on walkabouts and people aren't home, go back to those houses later.
- 4 Make cookie season fun when you sell with your Girl Scout sisters!**  
You learn to work as a team and can even create songs and dances!

# HEY, FUTURE COOKIE BOSSES!

Here are some tips that will help you this cookie season:

By Vanessa S., Cadette



- 1 Posters are an excellent way to get your customers' attention.**  
Cute and catchy phrases are eye-opening to customers. For example, "Don't Leia finger on my Girl Scout Cookies!" with a hand-drawn picture of the *Star Wars* Princess Leia.
- 2 Always, always make eye contact and communicate well.**  
This gets the customer's full attention. Explain what you are selling and what choices are available. Try this: "Hi, would you be interested in buying some delicious Girl Scout Cookies to support Troop (your troop number)? We have (name all the cookies you have available and what makes them special)." Ask them what flavors they like. For example, if they like peanut butter, offer them Do-Si-Dos and Tagalongs!
- 3 Don't be embarrassed to ask.**  
Put yourself out there and ask! The worst thing they could say is "no," and that's not that bad!
- 4 Don't get discouraged.**  
Even if someone doesn't want to buy cookies or donate to Gift of Caring, the polite thing to say is "Thank you—have a nice day." Remember though, for every couple of "no's," there will be a "yes."



# Bronze, Silver &

## **Bronze Award**

By Angelia P., Junior



For our Bronze Award project, my troop chose to support the Room 8 Memorial Cat Foundation because we all share a love for animals and wanted to “make the world a better place” for homeless cats through shelter, care, and adoption.

We used cookie money to buy supplies such as food, household products, and toys for the shelter, and when we delivered the items, we went on a tour of the foundation. We learned about the importance of adoption, vaccination, spaying, neutering, microchipping and we even got to hold some of the kittens!

Our project is not complete just yet: Soon, we will hold a cat food drive at our school and plan to earn money this cookie season to raise funds for more supplies. Cookie sales taught us to work as a team, figure out a budget, and decide what to do with the money. We could use our cookie money for other fun stuff, but we are using it to help this foundation!

# Silver Award

By Skylar H., Senior



Inspired by a love of reading, my Troop 50322 has worked tirelessly over the past year to make our Silver Award project perfect!

With a goal of providing easy access to books for kids and families who are less fortunate than us, we split up into small groups, and built, painted, and decorated five bookshelves. Then, we held donation drives at local schools and reached out for book donations from family and friends to fill our shelves, which we donated to five local organizations. We even made custom bookmarks, created reading comprehension guides, and wrote some of our own stories to put in the shelves!

Girl Scout cookie proceeds funded the supplies we needed to build the bookshelves, which went to a low-income elementary school (featuring children’s books and reading comprehension aspects), a low-income senior housing facility (featuring books on health, wellness, history, and novels), teen areas at social services facilities, and a women’s domestic violence shelter (featuring books on parenting, personal empowerment, and novels).

It felt great to take action around reading and literacy, subjects that we believe are so important!

# Gold Inspiration

## Gold Award

By Alyssa Y., Ambassador



Before I embarked on my Gold Award journey, I felt like I did not fit into the “leader” stereotype. Thinking of the word “leader” conjured up images of tall, imposing people with commanding voices—images that both discouraged and intimidated me. However, through my project, “Stories with Seniors,” I discovered that I could be a leader in my own unique way: leading by example.

By combining my passions of writing, photography, and connecting with others, I created a project that was true to myself. In order to preserve history and give a voice to people who may be marginalized, I interviewed 15 senior citizens in my community and shared their stories through social media (Instagram: @storieswithseniors; blog: storieswithseniors.wordpress.com). I was so surprised by the positive feedback I received. Many people even shared that they were now inspired to interview their own aging family members!

Being a leader could be as simple as taking initiative on a cause you are passionate about and, as a result, you may inspire others to do the same. I am so thankful for the opportunity I had to pursue my Gold Award, because it developed leadership traits in me that I never knew I had.



# Girl Scouts are Go-Getters!

## A GO-GETTER AT MOJAVE

By Sydney E., Cadette



Last spring I went to the Mojave Primitive Encampment (MPE) and it was the best Girl Scouting experience I've ever had. Just like the name says, you camp in the Mojave Desert for five days and they're not kidding about the primitive part. Outdoor cooking, rock climbing, rappelling, hiking, campfires, skills contests, songs, and skits are some of the amazing things I got to do. But the key is you have to make the cut.



Before my time at MPE, my troop had only done overnights at our school playground. We also went camping at the Montrose Program Center once, but everyone decided it would be better to sleep inside. When my troop was told about MPE and that it had no shower facilities, they all said "no way." I was bummed, because I really wanted to go, but I also didn't want to go if I'd be with strangers. So, what's a go-getter to do? In the end, I decided I wasn't going to let this opportunity go by. I was going to go to tryouts even if I was by myself.

MPE requires you to go workshops and an overnight tryout. You learn how to set up a tent, employ first-aid, use a compass, build a fire, and use knots and lashing to build a frame and table. Basically, all the things I didn't know how to do. Was I a) nervous b) scared c) excited? All of the above. But, I practiced the skills and kept telling myself I could do this. My goal was to get to Mojave. It wasn't easy, but it paid off: I was chosen.

I'm proud that I did something new and didn't let my fear of going it alone stop me. At MPE, they tell you that your attitude is just as important as knowing skills. Being a go-getter doesn't mean that you always have it under control and know everything. It means you have a goal, put the work toward it, and have a good outlook. In the end, I had so much fun and made a ton of new friends. Isn't that what Girl Scouting is all about?





# BEING A GO-GETTER IN BIG AND SMALL WAYS

By Elly A., Junior

## *I realized I was a **go-getter** when I...*



- Joined our fourth-grade basketball team without even knowing how to play.
- Tried cilantro on my tacos, and I liked it.
- Tried doing a front flip and hand-stand in the pool.
- Ran for presidency twice in 4th grade and was elected once for vice president. (I will try to run for president now that I am in 5th grade.)
- Sold more than 500 boxes of Girl Scout cookies on my first year of being a Girl Scout.
- Was the top cookie seller in our troop.
- Donated more than 100 boxes of cookies that I sold and gave credit to other girls in our troop.
- Donated 12 inches of hair to Locks of Love.



# ADULT TRAININGS

## LIVE TRAINING WEBINARS SCHEDULE

Visit the event list at [girlscoutsla.org](http://girlscoutsla.org) for details and to register for the following **live webinars**. (Click "Advanced Search" and select the "Adult Training" category.) *Dates listed are subject to change.*

### OCTOBER

10/2 Monday | **Domestic Troop Travel**  
10/11 Wednesday | **Basic Leader Training (BLT)**  
10/12 Thursday | **Indoor Overnight**  
10/16 Monday | **Brownie Grade Level**  
10/17 Tuesday | **International Troop Travel**  
10/25 Wednesday | **Junior Grade Level**  
10/30 Monday | **Daisy Grade Level**

### NOVEMBER

11/6 Monday | **Domestic Troop Travel**  
11/7 Tuesday | **Indoor Overnight**  
11/14 Tuesday | **Senior/Ambassador Level**  
11/15 Wednesday | **Cadette Grade Level**

### JANUARY

1/16 Tuesday | **Domestic Troop Travel**  
1/24 Wednesday | **Indoor Overnight**  
1/30 Tuesday | **Basic Leader Training (BLT)**

### FEBRUARY

2/5 Monday | **International Troop Travel**  
2/7 Wednesday | **Daisy Grade Level**  
2/15 Thursday | **Indoor Overnight**  
2/20 Tuesday | **Domestic Troop Travel**  
2/21 Wednesday | **Basic Leader Training (BLT)**  
2/27 Tuesday | **Special Events & Money Earning**

### MARCH

3/5 Monday | **Domestic Troop Travel**  
3/14 Wednesday | **Brownie Grade Level**  
3/19 Monday | **Indoor Overnight**  
3/22 Thursday | **Cadette Grade Level**  
3/28 Wednesday | **Junior Grade Level**

### APRIL

4/2 Monday | **International Troop Travel**  
4/12 Thursday | **Indoor Overnight**  
4/17 Tuesday | **Domestic Troop Travel**  
4/19 Thursday | **Basic Leader Training (BLT)**  
4/25 Wednesday | **Senior/Ambassador Level**

### MAY

5/3 Thursday | **Special Events & Money Earning**  
5/7 Monday | **Junior Grade Level**  
5/9 Wednesday | **Indoor Overnight**  
5/15 Tuesday | **International Troop Travel**  
5/17 Thursday | **Brownie Grade Level**  
5/21 Monday | **Basic Leader Training (BLT)**  
5/30 Wednesday | **Cadette Grade Level**

### JUNE

6/4 Monday | **Domestic Troop Travel**  
6/12 Tuesday | **Indoor Overnight**

## GSGLA TRAINING WEBSITE—DO IT YOURSELF ONLINE

In addition, to live webinars or face-to-face trainings, volunteers have the option to take part in online trainings via our online training website at [www.GSGLAOnlineTraining.org](http://www.GSGLAOnlineTraining.org). Find training and resources based on your volunteer role—e.g., Daisy troop leader, troop treasurer, service unit manager, etc. You are also able to track the trainings you have completed and earn virtual badges. Learn about Girl Scouting at every level, in your home or on the go!



## LEADER SKILL BUILDERS

Visit the events list at [girlscoutsla.org](http://girlscoutsla.org) for details and to register for in-person Leader Skill Builders, which take place at each service center three times a year on the first Saturday of each month (except Santa Clarita, which takes place on the second Saturday). At these workshops, a staff support specialist leads a specific focus and answers questions about troop leadership and management.

## LET'S CHAT WEBINARS

Let's Chat Webinars are interactive topic-specific webinars offered three times a year: Nov. 7, Feb. 6, and April 26. For more information, contact [support@girlscoutsla.org](mailto:support@girlscoutsla.org).

# CAMPING SKILLS TRAINING SCHEDULE

Visit the adult education calendar at [girlscoutsla.org](http://girlscoutsla.org) for details and to register for the following in-person camping skills trainings:

## OCTOBER

10/14–10/15 Saturday–Sunday | **Indoor Overnight & Camping Skills @ El Ranchito, Long Beach**  
10/29 Sunday | **Camping Skills @ Anderson Scout House, Redondo Beach**

## NOVEMBER

11/4–11/5 Saturday–Sunday | **Indoor Overnight & Camping Skills @ Camp Mariposa, Altadena**

## DECEMBER

12/2 Saturday | **Camping Skills @ El Ranchito, Long Beach**  
12/9 Saturday | **Camping Skills @ Anderson Scout House, Redondo Beach**

## JANUARY

1/13–1/14 Saturday–Sunday | **Indoor Overnight & Camping Skills @ Camp Mariposa, Altadena**

## MARCH

3/10–3/11 Saturday–Sunday | **Indoor Overnight & Camping Skills @ La Casita, Claremont**  
3/17–3/18 Saturday–Sunday | **Camping Skills @ Camp Mariposa, Altadena**

## APRIL

4/7–4/8 Saturday–Sunday | **Indoor Overnight & Camping Skills @ La Casita, Claremont**  
4/21 Saturday | **Camping Skills @ Camp Lakota, Frazier Park**

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## First Time Out—show us your camping skills!

Bring your troop to practice your outdoor skills or work on the new outdoor camping badges all while having experienced outdoor adult educators on hand to help you when you need it. This is a troop event for Brownie, Junior, Cadette, Senior, and Ambassador Grade Levels. Indoor Overnight Training, Camping Skills Training, and providing a First Aider is required.

Save the date! Registration begins February 2018.

5/5–5/6 Saturday–Sunday | Camp Lakota, Frazier Park

## Wilderness Remote First Aid (WRFA)

This training is required per Safety Activity Checkpoints and *Volunteer Essentials* when: Holding event with more than 199 persons; troop or service unit has their own residence camp; backpacking; and/or hiking when more than 30 minutes from help.

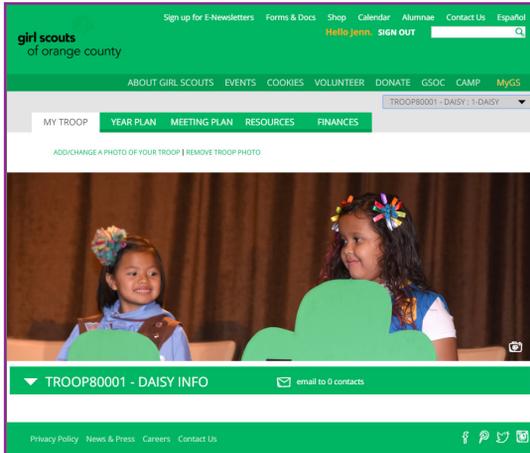
Prerequisite: CPR/AED & First Aid Level I current certification

Save the date! Registration is coming soon.

1/20–1/21 Saturday–Sunday | Camp Lakota, Frazier Park

# The Volunteer Toolkit

This online planning tool for troop leaders provides Girl Scout resources and program content at your fingertips and helps you save time in planning for your troop year!



## Communicate

## With Your Troop

In the **MY TROOP** Tab you can:

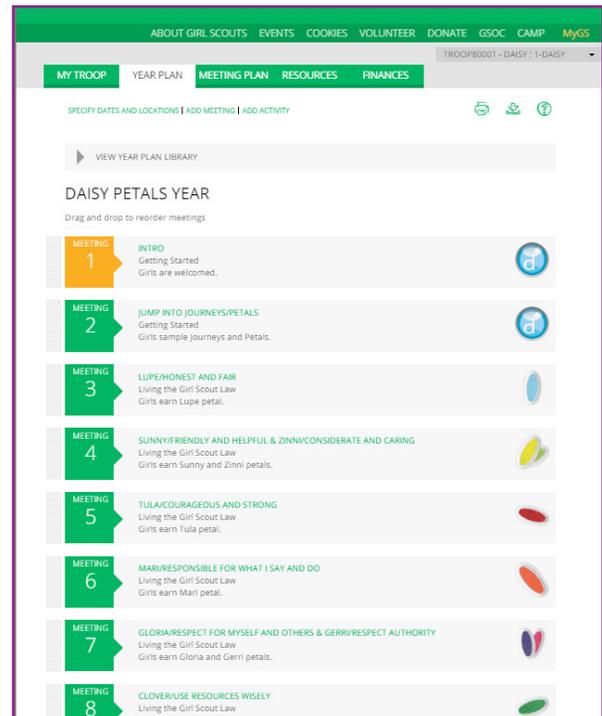
- View Your entire Troop Roster of Registered Girls
- Email all or select troop members
- Add or change a photo of your group

## Customize

## Your Year Plan

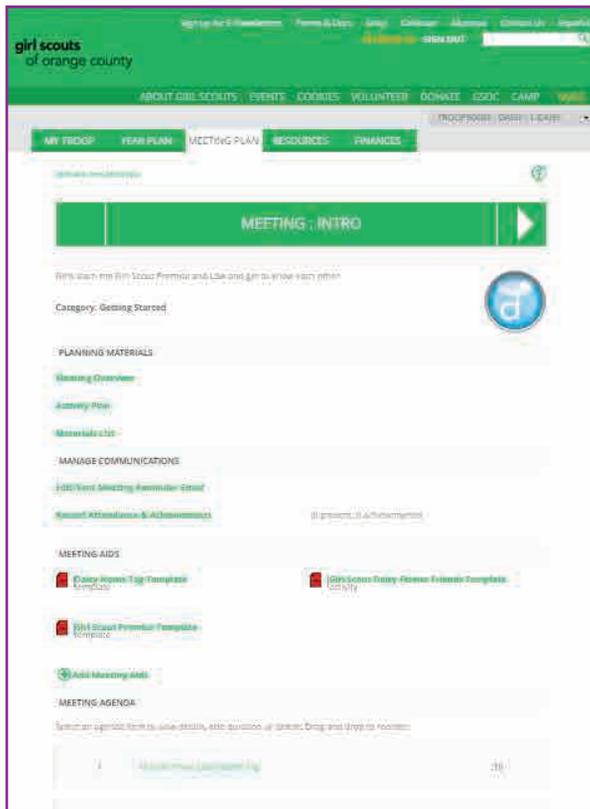
In the **YEAR PLAN** Tab you can:

- Daisy, Brownie, and Junior levels can choose the Girl Scout Journey or badges your troop wants to earn
- Cadettes, Seniors, and Ambassadors can create a year plan based on customized activities.
- Specify dates, meeting locations, and troop activities for each meeting
- Important dates like product sales and other special events automatically populate the year plan
- Import an activity from the GSOC calendar into the troop year plan
- Drag and drop pre-populated items to customize your year



Customizable and easy-to-use, the Volunteer Toolkit can be used on any computer or electronic device with web access (like tablets, mobile phones, etc.)!

# More from the Volunteer Toolkit



## Prepare

## for Your Meetings

In the **MEETING PLAN** Tab you can:

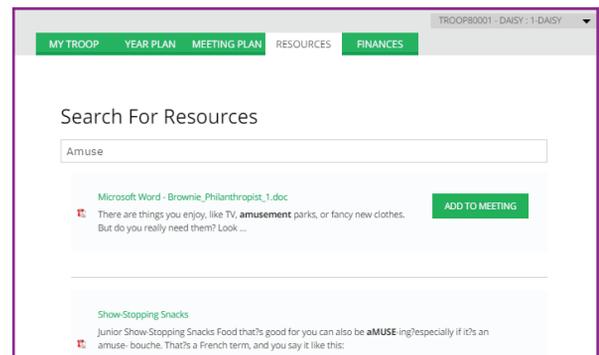
- Create meeting agendas, material lists, and even compile meeting aids from pre-populated content specific to your level
- Print and download what you've created to help you prepare for meetings
- Send reminder emails and include links to our website, or forms like permission slips
- Record attendance & achievements
- Access pre-existing meeting aids and have the opportunity to include your own

## Find

## Resources

In the **RESOURCES** Tab you can:

- Search or browse for resources by categories such as volunteer aids, troop leadership, and travel.
- View five tutorials provided to become proficient in the VTK.



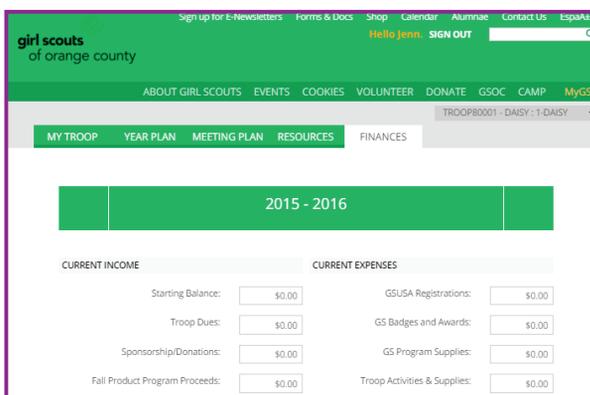
## Track

## Finances

In the **FINANCE** Tab you can:

- Enter financial information that can be saved and sent to a designated email.

*Updates to this tab will be coming soon!*





# Starter Kits



Everything a girl needs to begin her Girl Scout Year ...And every girl deserves her own kit!



while supplies last

**Buy Now, Save Later!**

BACK TO TROOP DEAL

**\$10 COUPON**

with a Purchase of \$75+ Now to Oct. 16th  
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- \$10 coupon(s) are redeemable on every \$25 or more purchase
- Coupons from GSGLA store purchases need to be attached to your qualifying purchase receipt and redeemed in stores ONLY
- Coupons from online purchases can be redeemed online ONLY

**Check out our GSGLA store locations/hours or shop online 24/7 at [girlscoutsla.org](http://girlscoutsla.org)**



# digital cookie™

Digital Cookie is a fun and interactive website that assists girls in learning the essential 5 Skills and tracking cookie sales. It is a password-protected private area for Girl Scouts only.

When using Digital Cookie, girls can:

- ▶ Learn about goals and selling tips
- ▶ Set troop and individual goals
- ▶ Record their customer lists so they can be saved and reused each cookie season
- ▶ Send secure emails to customers to take online orders for shipment only and to accept Gift of Caring donations.



***Go to [digitalcookie.girlscouts.org](https://digitalcookie.girlscouts.org) to get started***

# LET'S BE SOCIAL!



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## Creative Meetings and Badge Earning Opportunities at AS YOU WISH POTTERY



Whether you're working on a badge or looking for a fun and creative meeting space As You Wish is a great place to host your troop's artistic adventure! We have great rates for Scouts and are happy to work with you in planning your meeting or event.

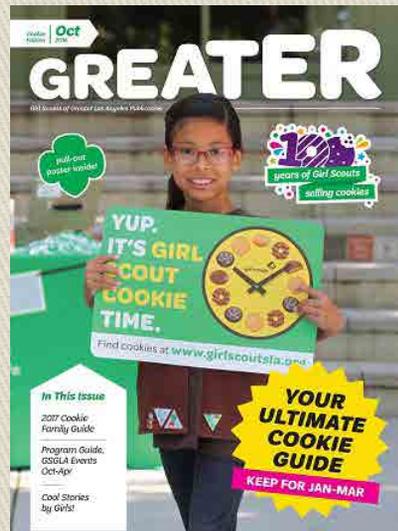
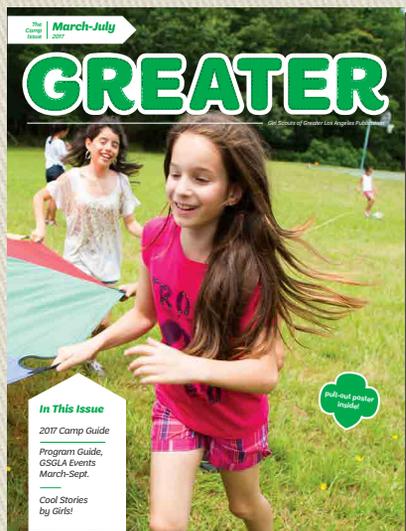
**VALENCIA**  
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Located in the Valencia Town Center  
Valencia, CA 91355  
661-255-1177

**PALMDALE**  
1233 Rancho Vista Blvd  
Palmdale, CA 93551 #249  
Located in the Antelope Valley Mall  
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## Want to advertise in this program guide?



Contact [ads@girlscoutsla.org](mailto:ads@girlscoutsla.org) to learn how!

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This season, cookie sales are in the house! During a **Cookie House Party**, girls come together under one roof to sell cookies by the case. With 12 boxes per case, cookie sales add up fast. Girls will invite friends, families, and all their favorite cookie customers to tell their stories, declare their goals, and share their dreams.

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**Long Beach**  
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Long Beach, CA 90808

**Marina Del Rey**  
4551 Glencoe Avenue, Suite 140  
Marina del Rey, CA 90292

**Montclair\***  
9525 Monte Vista Avenue  
Montclair, CA 91763

**Palmdale**  
41307 12th Street West, Suite 105  
Palmdale, CA 93551

**Santa Clarita**  
21515 Soledad Canyon Road, Suite 118  
Santa Clarita, CA 91350

**Woodland Hills**  
20931 Burbank Boulevard, Suite A  
Woodland Hills, CA 91367

**Headquarters**  
801 South Grand Avenue, Suite 300  
Los Angeles, CA 90017

**girlscoutsla.org**  
213-213-0123

**\*New address starting in fall/winter 2017:**  
313 East Foothill Blvd.  
Upland, CA 91786