



Words to Know

Brand: The name, symbol, mark, or logo a company uses to identify their product. It's also the way other people, especially your customers, think about and experience your product.

Brand identity: The image your business projects, including everything from your logo to how people perceive your business.

Cookie entrepreneur: When you sell Girl Scout Cookies, you set goals, talk to customers, make decisions, make mistakes, and try again. This is all part of being an entrepreneur!

Digital Cookie/Smart Cookies: A way for customers to buy cookies online. Depending on where you live, you will either use Digital Cookie (for Little Brownie Bakers councils) or Smart Cookies (for ABC Bakers councils) to manage digital sales.

Digital marketing: Using technology, such as computers, smartphones, and social media, to reach your customers.

Entrepreneur: Someone who creates something or finds a way to help people and solve problems. Entrepreneurs often use their ideas to create a business.

Feedback: What someone thinks about your ideas or how you run your business.

Iterate: Repeatedly changing something to end up with a result you want. Entrepreneurs go through the entrepreneurial process, a cycle that creates changes and makes improvements. You iterate your cookie business each year as you grow new skills!

Marketing campaign: What you do to promote your product based on your customer research.

Market research: Gathering information about customer needs, preferences, and habits.

Order card: Where you'll find the names of the cookies, what they cost, your customer's information, and the number of packages you sell.

Package goal: How many packages of cookies you and your troop plan to sell.

Pitch: What you tell your customers to get them excited about buying cookies from you.

Philanthropic: the act of giving money, time, or resources for a purpose or a cause to help others.

Social responsibility: Acting in the best interests of society and the environment.

Troop goal: What you plan to do with the money your troop earns selling cookies.

Troop proceeds: How much your troop will get for each package sold, based on your council and budget.