



Words to Know

Digital Cookie/Smart Cookies: A way for your 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.

Entrepreneur: Someone who solves problems with an idea or a business.

Order card: Your customers can write their orders here and find the names of the cookies and what they cost.

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.

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

► **For more fun: Earn your Daisy Cookie Entrepreneur Family pin!**
With help from an adult, go to girlscouts.org/daisycookiepin to find the requirements.