

# Dare to Share!

## A Guide for Adults in Girl Scouting for Coaching Girls in Grades 1-5

To earn the National Girl Scout Cookie Activity Pin for 2007-'08, girls must take this year's challenge: "Dare to Share" your best examples—through photos and posters—of how you Discover, Connect and Take Action in the nation's largest entrepreneurial activity for girls.

### What's in It for the Girls?

- All girls who participate are eligible for the National Cookie Activity Pin for 2007-'08.
- All submissions selected by your council for review by GSUSA will receive a special patch.
- All finalists chosen by GSUSA will receive a special team award and the opportunity to have their work appear on the GSUSA Web site.



### Focus on 'How,' Not Just 'What'

As you partner with girls on activities related to the Girl Scout Cookie Activity that fit within the framework of **Discover**, **Connect**, and **Take Action** (to make the world a better place), remember that it's important to focus not just on what girls do, but how they do it. Use the processes of *Girl-Led*, *Learning by Doing*, and *Cooperative Learning* to set and reach your goals. Here are some strategies to keep you on track as the facilitator:

#### Girl-Led

Having girls play a critical role in the planning and implementation of what they do within Girl Scouts is a pillar of the leadership development program at all ages. As the adult working with girls in grades 1-5, offer the girls opportunities for making their own choices. As an adult, coach, encourage, and help girls choose what is age-appropriate. Avoid a "do-this" style that implies you are doing the deciding. Try strategies like:

1. Using the council and cookie company materials to generate excitement and reinforce learning of safety and sales strategies

2. Asking girls what they would like to do or how they think they should do it
3. Encouraging girls to brainstorm ideas and steps, then choosing or organizing the information
4. Creating a "to-do" list related to the activity with the girls, and have the girls express what they would be interested in working on
5. Asking girls to take turns leading the group—whether choosing people to speak in turn or getting up front to do a small group presentation for the others
6. Using the girls' frame of reference in the community to choose a service project or philanthropy project. You may want to wait until taking orders to have girls ask people in the neighborhood to help recommend or decide on a project.

### **Learning by Doing**

Girls learn best when they are actively engaged and have the opportunity to apply their thinking to new challenges. In the context of the cookie activity, help parents understand their role as a support person to their Girl Scout and the team, not as cookie sellers. Help them to understand the many things a girl can learn while engaging in the Girl Scout cookie activity, such as goal setting, team building, communications, problem solving, resource management and responsibility. Use strategies such as:

- Setting up opportunities to role play with each other before selling in public;
- Having the girls present the cookie activity to parents at a meeting or special cookie night, and having the girls craft an adult job description;
- Strategizing how girls who want to sell at parent's workplace can create posters or a letter, and follow up with in-person delivery;
- Making time for girls to practice taking orders and handling money;
- Encouraging girls to make posters for booth or sidewalk sales.

### **Cooperative Learning**

Encourage a team spirit and set the tone: the group is in this together. It's important to remember that girls are learning more than how to sell cookies in this national cookie activity, so:

- Allow girls to be creative.
- Give them the opportunity to learn and build from each others' efforts and skills.
- Help girls recognize that each person is a part of the whole and that the group depends upon each team member.

- Encourage girls to learn about how the product sale affects not only their goals, but all girls in their council.
- Celebrate successes, no matter how great or small.
- Encourage girls to stretch personal learning goals and group sales goals.

### **More on the Service or Philanthropic Project**

Help girls understand the difference between service and philanthropy—start by giving them clear definitions. You might want to have them brainstorm ideas under each category. As noted previously, although this money can be applied to a group Girl Scout Bronze Award project or an action project, it can stand on its own as an act of philanthropy or service in your community. It does not have to be a major action project. Girls could choose to sponsor an animal at their local zoo, or they could answer a call for help from a child welfare agency to provide school clothes for a family. The important thing is that girls realize that they can use some of their money to make a difference in the community and that they have a plan for doing it.

### **Specifics for 'Dare to Share'**

- If girls decide to submit photos, they should brainstorm what they would like to show others, and be in the photos. They may either take the photos themselves or have an adult take the photos. Plan to take multiple photos and let girls choose which ones they want to submit.
- Review the "Taking Great Pictures" download. Encourage girls to look at a variety of pictures and decide why they like specific ones.
- Guide girls to come up with descriptions of how their photos or posters tell the story of **Discovering, Connecting, and/or Taking Action**.
- Posters (collages or posters for booths) can be a group project, with everyone involve—or they can be done by smaller teams within the group.

If girls choose to use artwork they create, ensure that everyone has an opportunity to participate in creating it. If individuals do artwork, set up a mechanism for girls to choose the picture the group wants to represent them. Avoid submitting the same artist three times. (Sticky notes are a great way to vote! Lay pictures on a table or post them on the wall and give each girl one to three sticky notes. Each can make a first through third choice on the note, and stick it next to a picture. The picture with the most top votes is the one the group uses.) A sample team evaluation is downloadable that can help guide girls in the selection.

**List of downloads available on Girl Scout Web site:**

([http://www.girlscouts.org/program/gs\\_cookies/cookie\\_activity.asp](http://www.girlscouts.org/program/gs_cookies/cookie_activity.asp))

- 2007-'08 Girl Scout Cookie Entrepreneurial Challenge for Grades 1-5
- For Adults: Coaching Girls Grades 1-5 to "Dare to Share"
- Entry form for Girl Scouts Grades 1-5
- National Scorecard for Grades 1-5
- The Girl Scout Leadership Model
- Taking Pictures and Writing Captions
- Photo Release for Minors
- Photo Release for Adults
- "Dare to Share" cookie graphic (.gif and .tif formats)