

Name	Relationship	Contact information

Think of people you know who might enjoy Girl Scout Cookies or who might want to support you as a Girl Scout and write them on this list. (Parent's co-workers, Grandparents/aunts/uncles (and their friends), neighbors, sports friends, club friends, people at school, people from your place of worship...

Remember to keep this list for next year!

Elevator Pitch

An elevator pitch is a brief, prepared statement that defines a product, service or outlines the value of an organization or individual in as little as 15 seconds, the length of time of a typical elevator ride.

Important points to include:

- Greet the customer.
- Share your goals.
- Ask for the sale (ask them to buy cookies).
- Tell the customer a little about the cookies.
- Suggest donating cookies if you have a "gift of caring" project.
- Close the sale (sell them the cookies).

Write a sample elevator pitch			

Remember your elevator pitch isn't just for elevators. It can be used anywhere you sell cookies. (Such as door-to-door, cookie booth, parent's office, calling family, etc.)

Every customer is different. Think about how to respond to a variety of responses.