

# COOKIES RISING: THE AMAZING COOKIE RACE

AN INSTANT MEETING FOR PATHFINDERS  
FROM THE BC PROGRAM COMMITTEE

You should have a “Cookies Rising” night at Pathfinders to integrate cookie selling into the program every year. This will assist girls to develop essential life skills as responsible citizens in our community while they have fun selling cookies. Girl Guide cookies is the official fundraiser of Girl Guides of Canada and it is essential that the girls (and Guiders!) understand the importance of this. Through cookies sales, Girl Guides of Canada can provide many opportunities to girl members and Guiders by offering supplementary program challenges, national and international trips, girl events and training events. Profits from cookie sales also support the unit by helping to pay for everything from craft and activity supplies to camps.



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1. **Financial** (handling money; budgeting cookie money; goal setting; customer base)
2. **Girl Guides of Canada** (being a good citizen; GGC Ambassador; public relations; importance of cookies sales; history of GGC cookies)
3. **Business** (initiative; etiquette; project planning; explore career; marketing)
4. **Social** (creativity; safety; teamwork; leadership; conflict resolution)

## Meeting Plan

<b>Preparation</b>	a week or 2 before: visit businesses; prepare location information a day or 2 before: final preparations; reminder sent to girls
10-15 min:	Pathfinder Opening & Pre-Race Discussion
90 min:	The Amazing Cookie Race
10-15 min:	Wind-Up Discussion & Pathfinder Closing

*120 minute meeting. Approximate activity times shown.*

*\*Contributed by Becca Stephen*

### Program Connections

**Finding the Path: Cookies Rising** \*Complete module.

**Finding the Path: Choosing Your Own Direction**

4. Cookie goal setting.

**Finding the Path: Bridging the Gap** 5. Game over a wide area.

**Creating Your Future: We're a Team** 4. Team wide game.

**Let's Take it Outside: Finding Your Way** 1. Use a street map. 6, 7, 8. GPS activity.

**Living Well: Active Living**  
Physical activity.

**My Music, My Movies, and More!: Camera Crazy**

5. Record unit activities.

**On My Own: Moneywise**

1. Visit a bank.

**Exploring a Theme: Secret Agent 007**

4. Game following clues.

## Meeting Supplies

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> (optional) GPS receivers | <input type="checkbox"/> cameras or smart phones                        | <input type="checkbox"/> supplies for cookie selling props    |
| <input type="checkbox"/> prepared cards           | <input type="checkbox"/> answer sheets                                  | <input type="checkbox"/> Girl Guide cookies for taste testing |
| <input type="checkbox"/> envelopes                | <input type="checkbox"/> clue cards in envelopes (no location included) | <input type="checkbox"/> taster cups                          |
| <input type="checkbox"/> race rules               | <input type="checkbox"/> copies of clues (including location)           | <input type="checkbox"/> boxes of cookies for thank you       |
| <input type="checkbox"/> maps of local area       | <input type="checkbox"/> change (money)                                 |   |
| <input type="checkbox"/> cases of cookies         |   |   |
| <input type="checkbox"/> clipboards & pencils     |   |   |

## Preparation

### A Week or Two Before

1. Go to the businesses that you will be sending the girls to. Explain what you are going to be doing, what their participation would be and how many girls to expect at one time. If the business is okay with assisting, ask who you should direct the girls to. Leave them with a copy of the questions. These questions will be the ones listed as challenges and/or bonuses in the cards.
2. Set up the GPS location points or, if you don't have GPS units, create clues to get the girls to the locations.
3. Ask your DC or a District Guider if one of them is available to help you. Explain what you would like her to do and how many groups they will need to talk to. Give her a list of questions that will be asked so she can be prepared. These questions may require her to do a little bit of research ahead of time.

### Supplies

- (optional) GPS receivers
- prepared cards
- envelopes

### Possible Locations

Your group's locations will depend on your community. Here are some ideas.

<b>Location</b>	<b>Notes</b>
1. Bank	Check hours. Verify ahead of time that it is okay for the girls to go in and ask questions. Ask if there is a specific person they should be speaking to.
2. Grocery Store	Check hours. Verify ahead of time that it is okay for the girls to go in and ask questions and take photos as described.
3. Drive-thru	If you are using a commercial location, check the hours. Good locations might be parking lots, garden shops, schools, fast food restaurants, etc.
4. City Hall	Check hours & see whether the Mayor is available. If she/he is, add presenting cookies as a challenge.
5. TBD	Pick a location convenient to the DC/Guider helping you. This might be their home or a location that they will feel comfortable waiting at. Make sure that she knows ahead exactly what questions will be asked.
6. Activity Location	Check hours. Suggestions: bowling, pottery studio, movie theatre etc.
7. Seniors' Centre	Check ahead to see if one or more of the residents are current or past members of Girl Guides and whether they'd be interested in helping the girls with their challenge.
8. Final Location	Coffee shop / fast food restaurant, etc. would be suitable.

### Additional Notes

1. If you are doing this at a time when a location is closed, you can modify the race by adding information cards to the envelopes.
2. Note regarding one of the grocery store challenges – old vanilla cookies are similar to the Mr. Christie Golden Oreos (the original vanilla recipe).

### A Day or Two Before

1. Print one set of cards per group. Each group will receive a complete set of cards. They will all have the same challenges, but will complete them at different times.
2. Number an envelope for each card in the group. Put the cards into the order that the group will move in, then put them in the envelopes with the numbers indicating the order. For example (note: you may want more than 5 locations, this is just an example.):

Group 1:	Group 2:
Bank – envelope 1	Store – envelope 1
Store – envelope 2	Drive-thru – envelope 2
Drive-thru – envelope 3	City hall – envelope 3
City hall – envelope 4	Bank – envelope 4
Final location – envelope 5	Final location – envelope 5
3. A couple of days before the meeting, remind the girls by text, email or phone that they are required to wear uniform, walking shoes and weather-appropriate clothing for this meeting.

## Pre-Race Discussion

*Program Outcome: Financial – handling money, goal setting, customer base; Girl Guides of Canada – being a good citizen, GGC Ambassador, public relations; Business – etiquette, marketing; Social – creativity, safety, teamwork*

*Note: program outcomes apply to the full meeting.*

### Directions

1. Go over the Amazing Cookie Race rules. Discuss the importance of representing GGC when out in the community.
2. Divide the group into teams and assign a Guider to each.
3. Give the Guiders a package of materials that they will need along the way. If you have parents or additional Guiders from the district who can help out, you can assign them to stations that need supplies, otherwise, the clues and the materials will have to travel with the Guiders.

#### Supplies for each group

- race rules
- map of local area
- case of cookies
- clipboard & pencil
- GPS receiver (optional)
- camera or smart phone
- answer sheet

#### Supplies for each Guider

- clue cards in envelopes (no location included)
- copy of clues (including location)
- pocket full of change (money)
- supplies for cookie selling prop (pens, paper, etc.)
- Girl Guide cookies for taste testing
- taster cups
- 1 box of cookies for thank you

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## Wind-Up Discussion

Discuss what the girls learned during the Amazing Cookie Race.

- Were there places where cookies can be sold that they hadn't thought about?
- How was it talking to the businesses? Were they helpful in answering your questions?
- Did you have fun accomplishing your cookies rising program work in this way? How many cookies were you able to sell? – remind them how easy it is to sell when you're enjoying yourself. Your attitude translates into sales!

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## Pathfinder Closing

Finish the meeting with your usual closing and distribute Cookie Rising badges. Note that 1<sup>st</sup> year Pathfinders will get the Cookie Rising 1 badge, 2<sup>nd</sup> year Pathfinders will get the Cookie Rising 2 badge, and 3<sup>rd</sup> year Pathfinders will get the Cookie Rising 3 badge.

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T H E A M A Z I N G

# COOKIE RACE

R U L E S

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1. Remember, you are a Cookie Ambassador. It is important that you always respect other people's property and do what's safe. Remember the importance of "please" and "thank you"!
2. You will get clues that will help you find your location. When you get there, complete the challenges on the card. Once done, you will receive another card.
3. Every group will have a different starting point, but will end up at the same final location.
4. Only one group in a location at a time. Wait outside until it's your turn. You can work on other challenges until then.
5. You are not required to do all the challenges.
6. You are required to head to the final location at \_\_\_\_\_ AM / PM
7. Bonus Challenges may be completed anywhere along your route but you will not get the bonus points if you haven't completed the challenge they were attached to.
8. You are being given a case of cookies to sell along the way, if you have the opportunity. You will be awarded 2 points for each box you sell.
9. Everyone in the group must have an opportunity to actively participate.
10. Always ask before taking pictures.
11. Points will be added up at the final location. The team with most points WINS!
12. Your goal is to HAVE FUN!!! So Smile!

## Clue Cards

Print two copies per group; one copy for the Guider (include the location on it), and a second copy for the girls, cut apart on the dotted line with the location removed. The girls will only have the GPS coordinates (or direction instructions) to help them find the location, not the location name. Challenges are worth a total of 5 points / location. Bonus challenges are additional.

<b>Bank</b>	<p><b>GPS Coordinates:</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b> Ask your Guider for the name of the person you should be talking to. Ask him/her:</p> <ul style="list-style-type: none"> <li>Is there a limit to the amount of money / coins that can be deposited at one time for a non-profit account? Do the coins need to be wrapped?</li> </ul> <p><b>Challenge:</b></p> <ul style="list-style-type: none"> <li>You need a money float for selling cookies. What would be a good amount? What money breakdown would you ask for? Think about what people will be paying you with and how much change they'll need.</li> </ul> <p><b>BONUS CHALLENGE: 5 points</b></p> <ul style="list-style-type: none"> <li>Using the money in your Guider's pocket, see how many ways you can to make \$5. This will give you an understanding of how many ways people can pay you.</li> </ul>
<b>Grocery Store</b>	<p><b>GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b> Ask your Guider for the name of the person you should be talking to. Ask him/her:</p> <ul style="list-style-type: none"> <li>How would we go about booking this store as a selling location?</li> <li>If they have a form, ask if you are able to have a copy. If not, ask if you can take a photo of it.</li> </ul> <p><b>Challenge:</b></p> <ul style="list-style-type: none"> <li>Take a photo of a box of cookies made by the company that started making our cookies in 2003.</li> <li>Take a photo of a box of cookies made by our previous supplier. Double points if it's of the old vanilla cookie recipe.</li> </ul> <p><b>BONUS CHALLENGE: 5 points</b></p> <ul style="list-style-type: none"> <li>Group photo in front of this location holding a box of Girl Guide Cookies with everyone doing thumbs up or some other way to demonstrate that you support Girl Guide cookies.</li> </ul>
<b>Drive-thru</b>	<p><b>GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b> do the following:</p> <ul style="list-style-type: none"> <li>Using the map that you've been given, mark this location and one other possible drive-thru location in your District. Who do you think you'd have to talk to about holding a cookie drive-thru and why?</li> </ul> <p><b>Challenge:</b> Marketing</p> <ul style="list-style-type: none"> <li>Using the materials supplied, design a cookie-selling prop that could be used at a drive-thru.</li> </ul> <p><b>BONUS CHALLENGE: 5 points</b></p> <ul style="list-style-type: none"> <li>Come up with a catchy cookie slogan.</li> </ul>

<b>City Hall / Community Centre</b>	<p><b>GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b></p> <ul style="list-style-type: none"> <li>• Ask your Guider for the name of the person that you should be talking to.</li> <li>• Ask if there are rules around selling Girl Guide cookies at the local parks during tournaments and/or farmer's markets. If there are, ask what you have to do to be able to sell there?</li> </ul> <p><b>Challenge:</b></p> <ul style="list-style-type: none"> <li>• Ask to see a map of the city and locate any parks that may have tournaments / farmer's markets. Mark them on your map.</li> </ul> <p><b>BONUS CHALLENGE: 5 possible points</b></p> <ul style="list-style-type: none"> <li>• <b>2 bonus points</b> for a picture of someone in a uniform (not in Guiding) or the mayor with a box of cookies. <b>1 bonus points</b> if you take a selfie with him/her &amp; <b>2 bonus points</b> if you sell him/her the cookies.</li> </ul>
<b>TBD - DC or District Guider</b>	<p><b>GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b> Ask the person at this location:</p> <ul style="list-style-type: none"> <li>• Where are your District boundaries and where are you allowed to sell cookies in the district? Mark them on your map.</li> <li>• How many cookies does your whole district sell?</li> <li>• Are there any District and/or Area cookie incentives and what are they?</li> <li>• Does your district have any PR cookies for thank-you's? If they do, then ask if you can have a box to thank people for helping you on this challenge.</li> </ul> <p><b>BONUS CHALLENGE: 5 possible points</b></p> <ul style="list-style-type: none"> <li>• How do you read the expiry date on a box of cookies?</li> </ul>
<b>Activity Location</b>	<p><b>GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b> do the following:</p> <ul style="list-style-type: none"> <li>• Determine the cost of doing the activity.</li> <li>• Based on how much your unit receives per case from cookies, how many cases &amp; boxes do you have to sell to attend this activity without paying for the activity yourself?</li> </ul> <p><b>BONUS CHALLENGE – 5 points</b></p> <ul style="list-style-type: none"> <li>• As a group, come up with a camp or activity you'd like to do. Figure out approximately how much it will cost and how many cases/boxes of cookies you need to sell per person to make it happen.</li> </ul>

<b>Seniors' Centre</b>	<p><b>GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b></p> <ul style="list-style-type: none"><li>• Surprise a current or past member of Guiding with a box of cookies to share with others.</li></ul> <p><b>Challenge:</b></p> <ul style="list-style-type: none"><li>• Ask her what type of cookies she used to sell.</li></ul> <p><b>BONUS CHALLENGE: 5 possible points</b></p> <ul style="list-style-type: none"><li>• What types of service projects can you do with/for seniors?</li></ul>
<b>Coffee Shop</b>	<p><b>Final GPS Coordinates</b> _____ <b>Clue #:</b> _____</p> <p><b>Challenge:</b> taste test</p> <ul style="list-style-type: none"><li>• Purchase a variety of beverages with the money your Guider gives you, i.e. milk, hot chocolate, juice, tea etc. Divide the drinks into taster cups.</li><li>• Give the girls a cookie each, then, in their groups, have them try a taste test to see which beverage pairs best with the cookie they have.</li></ul> <p><b>BONUS CHALLENGE: 10 points</b></p> <ul style="list-style-type: none"><li>• If someone asks to join your taste test.</li></ul>

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**T H E A M A Z I N G**

# **COOKIE RACE**

**A N S W E R S**

<b>Clue #</b>	<b>Location</b>	<b>Answers to challenges / bonuses</b>
<b>1</b>		
<b>2</b>		
<b>3</b>		
<b>4</b>		
<b>5</b>		
<b>6</b>		
<b>7</b>		
<b>8</b>		