

# Flower Power Recycled CD Coaster

Selling strategies to help you reach your goals!



**Girls will learn how to develop a sales strategy** to help reach their goals faster by considering the different customer categories and planning how to reach them.

**Girls reach their goals faster** when they seek out cookie orders from a variety of places. Encourage girls to brainstorm different ways to reach customers, and then suggest that they select 5 they would like to commit to using to write on their Flower Coaster. Whether they choose to sell door-to-door, person-to-person, through Cookie Club, at the workplace, via telephone/text, or at a Cookie Booth, this Flower Coaster, made from a recycled CD, is the perfect reminder for girls to take home.

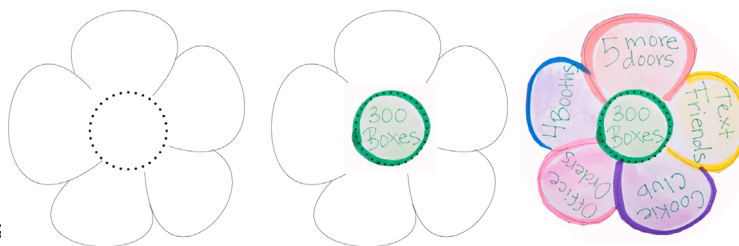


## Supplies:

- ◆ One CD or DVD per girl (use an old CD or DVD that is no longer needed to recycle it)
- ◆ Flower Coaster template (included below)
- ◆ Colorful markers
- ◆ Scissors
- ◆ Paper OR adhesive backed paper (to copy flower template onto (one flower per girl))
- ◆ Glue (if paper used above is not adhesive backed)
- ◆ Clear Contact paper (in craft stores or find online)
- ◆ White board markers or large sheet of paper on easel

## Instructions:

- ◆ Discuss with girls how successful sales people will seek potential customers in many different places
- ◆ Invite girls to brainstorm ways to reach customers using the white board or large paper to capture ideas.
- ◆ Provide each girl with one flower template.
- ◆ Suggest girls write their personal cookie box goal in the center of the flower.
- ◆ Ask girls to select 5 ideas and write one idea on each flower petal (can be their own ideas, or from the brainstorming board)
- ◆ Color in and decorate flower (markers work best - avoid using 3D embellishments, to maintain flat surface)
- ◆ Cut out flower shape and stick or glue to shiny side of CD or DVD.
- ◆ Trace the CD onto a piece of clear Contact paper, cut out, peel off backing and place on top of CD (on the flower side). Enjoy!



## Brainstorming Starters

Ask girls to think of some suggestions for places or methods to reach potential customers. If needed, provide them with some ideas from the list below to get the ideas flowing:

- \* Cookie Booths
- \* Door-to-Door
- \* School
- \* Sports practice or game
- \* Cookie Club
- \* Workplace of parents/guardians
- \* Telephone/text

# CD Flower Coaster Template

