

Earning Money

Course Topic & Resource Outline

Course Completion Time: 5 minutes

Overall Course Objectives

- Learn about the four sources of income available to troops
- Discover types of money earning activities available
- Learn policies regarding money-earning and what you can and cannot do

Four Sources of Income

- There are four sources of income troops can use to generate funds for their troop
 - Council-sponsored Product Programs
 - Fall Product Program
 - Cookie Program
 - Best way to generate funds for your troop
 - Fall product is optional but Cookie Program has 24-box minimum sale requirement
 - All program levels can participate
 - Troop dues or start-up fees
 - Can assess with your troop if you would like to charge dues and if so, how much and how often
 - One-time start-up fees, monthly installments, or each meeting are all options
 - Are additional to the \$25 registration fee collected by GSUSA
 - Reasons to collect include a troop needs funds to open an account; no funds to purchase badges, supplies, or field trips until completing a product program sale; special activities may cost more than Product Program sales profited
 - Auxiliary income
 - Additional funds through grants, donations, and financial assistance
 - Will be covered in *Auxiliary Income* course
 - Troop money-earning activities
 - Referenced in Volunteer Essentials
 - Need to obtain written permission from your CEM using the Money Earning Application

Types of Money Earning Activities

- Collections and drives; examples include:
 - Refurbished cell phones
 - Used ink cartridges

- Christmas tree recycling
- Food or meal events; examples include:
 - Lunch box auction
 - Themed meals (build your own taco bar, meal tied to travel destination)
 - Afternoon/high tea
- Services; examples include:
 - Host a service-a-thon
 - Babysitting for holiday or council events
 - Raking leaves
 - Weeding or cutting grass
 - Shoveling snow
 - Walking pets
 - Host a cooking or other specialty class

Money-Earning Activities: Let's Break It Down

There are some guidelines with completing a money-earning activity:

- Girls must decide how proceeds from the activity are used
- No girl should be forced to participate in a money-earning activity
- Girls should be able to explain to outsiders who ask why the money is needed
- Money earning should not exceed what the troop needs for its intended activity
- Observe local ordinances related to the involvement of children in money-earning activities as well as health and safety laws
- Be vigilant in protecting the personal safety of each girl
- Money-earning activities need to be suited to the ages and abilities of the girls and consistent with the GSLE
- Money earned is for Girl Scout activities and not to be retained by any individual; girls may earn incentives or credits from their Girl Scout Product Programs
- Make arrangements to safeguard the money at any money-earning event

Money Earning "Don'ts"

- Avoid selling or endorsing any commercial product (includes pairing with restaurants or coupon cards)
- Product demonstration parties are forbidden
- Games of chance are discouraged; they must be approved by GSofSI and be conducted in compliance with all local and state laws
- Girls are forbidden from the direct solicitation of cash
- Money-earning activities cannot be hosted while Cookie sales are active or during your region's United Way blackout period
- Sales/marketing on the internet for any Girl Scout troop money-earning activities may not be conducted by individual girls, parents, or other adults except as provided for in

the Girl Scouts of the USA Product Sale guidelines and with appropriate parental permission

- Includes online auction or public sale sites
 - Marketing includes advertising the sale and receipt/solicitation of order commitments
- Sales of Girl Scout merchandise may only be conducted by licensed Girl Scout Councils
- Soliciting funds using external fundraising sites not related to the Girl Scout Cookie Program or Fall Product Program are forbidden. These include (but are not limited to) gofundme.com, kickstarter.com, giveforward.com, and crowdrise.com
- More information on money-earning can be found in *Volunteer Policies* and *Girl Scouts Blue Book of Basic Documents*