

## Money-Earning Basics

Girls earn money in two distinct ways:

- ◆ **The Girl Scout Product Programs** which involve the selling of Girl Scout–authorized products (such as Girl Scout cookies, calendars, magazines, or nuts and candy), organized by your council and open to all Girl Scouts. Girls can participate in two council-sponsored product program activities each year: the cookie product program, and the fall product program. All girl members who take part in any way of Girl Scouting (troop, camp, travel, etc.), including Daisies, are eligible to participate in council-sponsored product programs, with volunteer supervision. Please remember: volunteers and Girl Scout council staff don't sell cookies and other products—girls do.
- ◆ **“Group money-earning”** refers to activities organized by the group (not by the council) that are planned and carried out by girls (in partnership with adults) and that earn money for the group.

Girls' participation in both council-sponsored product program activities and group money-earning projects is based upon the following:

- ◆ Voluntary participation
- ◆ Written permission of each girl's parent or guardian
- ◆ An understanding of (and ability to explain clearly to others) why the money is needed
- ◆ An understanding that money-earning should not exceed what the group needs to support its activities
- ◆ Observance of local ordinances related to involvement of children in money-earning activities, as well as health and safety laws
- ◆ Vigilance in protecting the personal safety of each girl
- ◆ Arrangements for safeguarding the money

There are a few specific guidelines—some required by the Internal Revenue Service—that ensure that product programs are conducted with legal and financial integrity. To that end, consider the following reminders and cautions:

- ◆ All rewards earned by girls through the product program activities must support Girl Scout program experiences (such as camp, travel, and program events, but not scholarships or financial credits toward outside organizations).
- ◆ Rewards are based on goals set by councils and may not be based on a dollar-per-dollar calculation.
- ◆ Groups are encouraged to participate in both council product programs as their primary money-earning activity; any group money-earning shouldn't compete with the Girl Scout Product Programs.
- ◆ Obtain written approval from your council before a group money-earning event; most councils ask that you submit a request for approval.
- ◆ Girl Scouts forbids use of games of chance, the direct solicitation of cash, and product-demonstration parties.
- ◆ Group money-earning activities need to be suited to the age and abilities of the girls and consistent with the principles of the GSLE.
- ◆ Money earned is for Girl Scout activities and is not to be retained by individuals. Girls can, however, be rewarded in various ways throughout the Girl Scout product program. Funds acquired through group money-earning projects must be reported and accounted for by the group, while following council procedures.

The best way to earn money for your group is to start with Girl Scout cookie activities and other council-sponsored product program. From there, your group may decide to earn additional funds on its own.