

# Kids Stuff

## Girl Scout cookie sellers prevail through wind and snow

By ANGELA COOPER-McCORKLE

Two hours at a time, Girl Scouts are learning what it's like to own a business.

Every winter, girls as young as five years old start planning how many \$5 boxes of Girl Scout cookies they'd like to sell during cookie season between January and March.

Nine-year-old Keira Therres wants to sell 1,300 boxes this year. She's been selling cookies for about five years, so she knows what she's doing.

"I've learned how to manage money, keep the product safe ... and how to treat customers," she says. But the main thing to know, she says, is manners. She wishes every customer a good night, whether they buy cookies or not.

She dresses properly for the job, too. Girl Scouts sell cookies in the rain, the wind, and this year, even the snow. Therres uses hand warmers and wears "gloves, two layers of socks and a big puffy coat with a hood" to stay warm while selling cookies at local businesses.

Part of the sale money repays the bakers for the cookies, but part goes to her troop for trips, charity projects and more. This year her troop is saving for a trip to Disneyland. For her own personal reward, Therres is working to earn a Nintendo Switch.

Mackenzie Baldwin, 10, keeps two tips in mind when she sells: one is to ask absolutely everyone if they'd like to buy cookies. The other is to ask customers if they'd like to donate money to buy cookies for military service members.

October Meek, 10, gets an especially tough customer at a QFC.

"What are you selling? Gerbils, rabbits, toilet paper?" the man jokes. He tests Meek on which cookies are vegan, which ones are good for someone who likes chocolate but not nuts, and other questions. She makes the sale; a box of crispy



Angela Cooper-McCorkle photo

Girl Scout October Meek, age 10, makes a sale at the Claremont QFC in Everett on Wednesday, March 6 while mom Amber Meek looks on.

vegan Thin Mints and marshmallowy chocolate S'mores sandwich cookies.

Meek said she feels kind of nervous selling cookies, but she's set an ambitious goal to sell 800 boxes. She sold more than 500 boxes last year, her first time, and earned a pair of custom-made shoes that she got to design as a reward.

Her booth attracts customers even if she is a little shy about talking with them. The booth has a bright poster board of Sleeping Beauty Castle at Disneyland, a symbol of the trip she hopes to take with her troop.

Rian Dowell, 10, said she wants to sell a whopping 5,000 boxes of cookies. Her fallback goal is 3,000.

She made a video to advertise her cookie sale. Dowell has earned so much

in Girl Scout gift cards that she paid her own way to summer camp.

"I'm kind of shy but not really," she said. Selling cookies is great practice for shy people, she says.



One of her favorite parts is "you see tons of little girls, like 4- and 2-year-olds. It's adorable. Maybe since I said 'hi' to them, they will want to join Girl Scouts too," she hopes.