

Getting to Yes

Strategies for Volunteer Recruitment

By Susan J. Ellis, President of Energize

The best way to recruit volunteers is simply to ask people to help. If you never have the conversation, how can someone say yes? And if you are turned down, keep in mind that you have still helped the Girl Scouts by reaching out to new people and lending visibility to worthwhile prospects. Here are tips to motivate people to say yes:

- 1** Be clear on what you want people to do before you recruit them. Writing volunteer job descriptions forces you to be specific. Avoid the vague approach of "Do you want to volunteer?" It is more appealing to be asked to become a "service unit manager," "troop leader," or some other definable role, than an indistinguishable "volunteer."
- 2** Be honest. Tell prospective volunteers about the time and effort the role entails, even if you think it may sound like a lot. Don't minimize the work with comments such as "This will only take a few hours" or try to sway people into acceptance with "Why not try it and see what you think?" If you need someone several hours every week, or for a full year's commitment, or willing to drive 25 miles each time, say so. It may take longer to find someone willing to fill the position, but once you do, you'll have the right person.
- 3** Define the training, supervision and support the volunteer will have. Many people are understandably cautious about being thrown in to sink or swim. If they know they are going to get help while they learn the ropes, they'll be more likely to give volunteering a try.
- 4** Identify and express the positives of volunteering. Explain how much girls will benefit from their help but talk unapologetically about personal payoffs, too. People have different reasons for volunteering. Some enjoy interacting with girls, others want to learn a skill for career development—the list of possible motivations is extensive. You can share how you've grown personally from your own volunteer work for Girl Scouts—and don't forget to point out that they'll have fun!
- 5** Explain why you decided to ask this particular person to help—what skills or personality traits make her or him a good candidate for the position. After all, you are implying this person has the talent to do the job, and that's quite flattering. In the long run, it is better to live with a vacancy for a while than to appoint someone who is unqualified or reluctant to make a full commitment to the work. Never recruit anyone by asking her or him to do it as a "favor" to you. Instead, try to communicate that you don't want them to miss a marvelous opportunity to participate in an important project!

Adapted from LEADER, Fall 2003. © Girl Scouts of the United States of America.

ACTIVITY TIMELINE TAPE

Here is an activity you can use at a recruitment meeting with adults.

You'll need:

- A roll of adding machine tape
- A marker
- Volunteer Helpers

Prep:

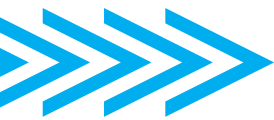
Take the adding machine tape and mark segments from 0 to 100 with the marker.

Activity:

Have your group hold the tape in a long line, everyone holding a piece. Then you say...

“With current advances in medical technology it's very likely your daughter will live about 100 years. Here is a timeline of her life. If you're 30 - 35 now, statistically, you'll live until you're 75 or so; when your daughter will be about 50.

...continued on
the next page...



REMINDER: Online registration will not be available through March 2010. Please refer to www.gscm.org/register.html for updates and more information.

Girl Scouts Celebrates Black History Month

Black History Month is an annual observance of the profound achievements of African Americans towards making the promise of equality a fact in the lives of every citizen. Throughout February, Girl Scouts joins the rest of the nation in celebrating the perseverance of the men and women who fought for the justice and equal treatment owed them as U.S. citizens.

In 1912, when our founder, Juliette Gordon Low, declared Girl Scouts “something for the girls of America and all the world,” she meant it. And though extreme adversity and oppression would be the rule of law for many years to come, “something for everyone” has been at the heart of Girl Scouting from day one.

Looking back, our first troop for African American girls was formed in 1917, 47 years before the Civil Rights Act of 1964 was passed, and by the 1950s, GSUSA began a national effort to desegregate all Girl Scout troops. Not long after, in 1956, Martin Luther King Jr. described Girl Scouts as “a force for desegregation.”

In more recent times, GSUSA has partnered with historically black colleges and universities, companies, and organizations including Wilberforce University, Clark Atlanta University, Essence magazine, the National Urban League, the United Negro College Fund, Alpha Phi Alpha Fraternity, and 100 Black Men of America, Inc., to make Girl Scouts a part of the African American community. These partnerships have made our Movement richer with the addition of a multitude of new volunteers and scores of new Girl Scouts.

Today, close to 300,000 African American girls embrace the values and promise of Girl Scouting, enhancing the beauty and strength of our organization along the way.

February is Black History Month. Celebrate this special month with the girls.

Check out these sites for background information and program ideas:

- Infoplease - <http://www.infoplease.com/spot/bhm1.html>
- History Channel - <http://www.history.com/minisites/blackhistory>
- Biography - http://www.biography.com/black_history/index.jsp
- Kaboose - http://www.kidsdomain.com/kids/links/Black_History.html?trnstl=1
- Family Education - <http://fun.familyeducation.com/black-history-month/holidays-and-celebrations/32871.html> (has free printable activity booklets for different ages)

“...in diversity there is beauty and there is strength.”

– Maya Angelou

TIMELINE TAPE CONTINUED...

Now you rip tape at the 50 mark. Have the people holding the tape from 51-100 let it drop to the floor.

Then you say...

“This represents the years you and your daughter will have together in her lifetime. And she’s at least 6 by now.

Now you rip tape at the 7 mark. Have the people holding the tape from 0-6 let it drop to the floor.

Then you say...

“SO here’s the time you have left together. How old do you suppose she’ll be when she goes away to college or moves out on her own? 18 - 20?”

Now you rip tape at the 20 mark. Have the people holding the tape from 21-50 let it drop to the floor.

Then you say...

“This is the amount of time you have left with

...continued on the next page...



Adult Learning

Here is a listing of courses available March thru April. The entire schedule of spring courses can be found on our website: <http://www.gscm.org/volunteers/training/trainingschedule.html>. This page also lists a description of each of the courses and has a link to the registration form (08-1466) you will need to fax or mail in while we transfer to our new online registration system. We do not have course numbers for the trainings, so just include the dates and locations on the registration form. Please be sure your information is legible. If you have to cancel out of a course, please notify us as soon as possible so that anyone on the waiting list can be offered the spot. To receive the quickest confirmation and save on postage, please provide your e-mail address. Confirmations will be sent a week before the course. If a course has a waiting list or has been cancelled you will be notified upon receipt of your training registration.

GS BROWNIE TRAINING

March 1 6 p.m. – 9 p.m.

Ascension Lutheran Church

*New date due to Feb. 11 cancellation

March 6 1 p.m. – 4 p.m.

Woods Memorial Church

*New date due to Feb. 6 cancellation

April 21 6:30 p.m. – 9:30 p.m.

Severn United Methodist Church

April 28 6:30 p.m. – 9:30 p.m.

Slavie Bank, Bel Air

GS JUNIOR TRAINING

March 6 1 p.m. – 4 p.m.

Woods Memorial Church

*New date due to Feb. 6 cancellation

April 14 6:30 p.m. – 9:30 p.m.

Slavie Bank, Bel Air

April 21 6:30 p.m. – 9:30 p.m.

Severn United Methodist Church

TEEN TRAINING

March 6 1 p.m. – 4 p.m.

Woods Memorial Church

*New date due to Feb. 6 cancellation

April 21 6:30 p.m. – 9:30 p.m.

Severn United Methodist Church

April 21 6:30 p.m. – 9:30 p.m.

Slavie Bank, Bel Air

GS DAISY TRAINING

Feb. 20 1:30 p.m. – 4:30 p.m.

GSCM Service Center

March 6 1 p.m. – 4 p.m.

Woods Memorial Church

*New date due to Feb. 6 cancellation

LET'S GO CAMPING

March 2 6 - 10

Point of View Lodge,

Camp Woodlands

Mandatory Overnight

March 20 - 21 @ Point

of View Lodge, Camp

Woodlands

March 10 6 - 10

Clementine Peterson

Activity Center

Mandatory Overnight

March 20 – 21 @ Camp

Ilchester

March 25 6 - 10

Clementine Peterson

Activity Center

Mandatory Overnight

April 10 – 11 @ Camp

Whippoowill, Pasadena

April 28 6 - 10

GSCM Seton Center

Mandatory Overnight

May 15 – 16 @ Bald Eagle,

Camp Conowingo

LEADERSHIP TRAINING

March 6 9 a.m. – 12:30 p.m.

Woods Memorial Church

*New date due to Feb. 6 cancellation

April 7 6 p.m. – 9:30 p.m.

Slavie Bank, Bel Air

April 20 6:30 p.m. – 10 p.m.

Severn United Methodist Church

FIRST AID / CPR

March 16 6 - 9:30

Clementine Peterson

Activity Center

April 29 6 - 9:30

Camp Woodlands

TECHBRIDGE GREEN DESIGN

March 24 7 p.m. – 9 p.m.

GSCM Seton Center

TECHBRIDGE POWER IT UP

March 8 7 p.m. – 9 p.m.

GSCM Seton Center

TIMELINE TAPE CONTINUED...

her at home.

When she's about 13 (middle school age) her friends will start to become a much bigger, maybe major, influence in her life.

Now you rip tape at the 13 mark. Have the people holding the tape from 14-20 let it drop to the floor.

Take the now very short piece of tape that remains from helpers and hold it up for all to see.

Then you say...

“This is the time you have left to be the major shaping force in your daughter's life. You can show her how important she is to you by becoming involved in Girl Scouting with her. Girl Scouts is a remarkable opportunity for you and your daughter to share a great variety of fun, exciting and positive experiences. So when asked to be a volunteer, say “yes” and think of all the ways you and your daughter can grow together!

TECHBRIDGE PROGRAM HUGE SUCCESS

100 girls participated in the first Techbridge event, Design Time, January 30, 2010 at Camp Ilchester. Girls learned about building technology while participating in hands-on activities. They designed and built catapults, studied small toy operation and designed and made a purse.

The next Techbridge event is Power It Up!, scheduled for **February 27, 2010** at the Seton Office. Girls will learn about circuitry and soldering. Each girl will build a circuit that will power a blinking toy.

All the activities and more that are offered during Techbridge events can be done during a troop meeting. An adult affiliated with a troop can take training and for a small fee, check out boxes that include the instructions and materials to complete the activities. Additional trainings will be held at the Girl Scout Service Center at 4806 Seton Drive, Baltimore from 7- 9 p.m.:

Power It Up

March 8

Make It Green and Design Time

March 24

Power It Up

May 12

Make It Green and Design Time

May 17

Please use the training registration form (08 – 1466) to register for these trainings.

GIRL SCOUTS OF CENTRAL MARYLAND'S 4TH ANNUAL

women's LEADERSHIP FORUM

FEATURING: PROFESSIONAL WOMEN IN THE FIELDS OF SCIENCE, TECHNOLOGY, ENGINEERING AND MATH

JOIN US

MARCH 10, 2010, 5 P.M. – 8:15 P.M.

MERCY HIGH SCHOOL

HARRY & JEANETTE WEINBERG AUDITORIUM

1300 E. NORTHERN PARKWAY 21239

Reservations Required

RSVP to **Clarke Fitzmaurice**,
cfitzmaurice@gscm.org or
410.358.9711 ext. 287

Please bring \$5 or two non-perishable foods item to support Girl Scouts' Harvest for the Hungry campaign.

SPRING LEARNING CONFERENCE

Join us on **April 17** at the College of Notre Dame for the 2010 Spring Learning Conference. The day will be filled with learning and leadership development opportunities for current and prospective Service Team and Adult Learning Team members and any other interested volunteers. Workshop topics include: Service Team position training, enhancing your presentation skills, event planning, songs and games for Service Unit meetings, digging into the Journeys, Girl Scouts and Technology, and much more. A full description of each workshop and registration information can be found on our website. Registration forms are also available through the membership specialists and the Volunteer Resource Center. The conference is free and includes lunch.

Reserve your spot today!

INSPIRE and SUPPORT NEW VOLUNTEERS —— JOIN THE ADULT LEARNING TEAM

We want to expand our Adult Learning Team. Our current facilitators and trainers continue to do a wonderful job, but in order to meet the needs of our volunteers, we need more help. Whether you are interested in facilitating outdoor programs, Leadership and Grade Level trainings, or specific workshops, we need you! If you are interested in learning more about the Adult Learning Team, we invite you to attend the workshop being offered on April 17 during the Spring Learning Conference. If you know of anyone with training and presentation skills who may be interested, please share this message. You may also contact Valerie Brooks at vbrooks@gscm.org or 410.358.9711, ext. 220.



CONGRATULATIONS TO ALL

THE 2009-2010 500+ COOKIE CLUB GIRLS!

This year 163 girls successfully reached sales of 500 boxes or more during the 2009-2010 Cookie Program. These girls sold a total of 94,339 boxes. Way to go! We are very proud of you and your support of your troop, the council and every girl in Girl Scouts. Your efforts are truly INSPIRING.

These 163 spectacular girls are building and practicing business skills they will use for a lifetime. Their success will continue to foster courage and confidence. The Cookie Program is the best way to put the Girl Scout Promise and Law in ACTION. Through continued practice of values and ethics these girls will indeed inspire and shape their character for whatever career path they choose.

Again, Congratulations to the 2009-2010 GSCM 500+

Cookie Club! We hope you enjoyed your special Cookie Finale Celebration with Disney on Ice, on February 4, 2010.

Check out our website for updates and pictures from the Finale. www.gscm.org

GSCM'S GEOGRAPHIC TOP SELLING GIRLS

Anne Arundel County
Jenna Diehl • 1,519 boxes

Baltimore City
Hailey Ludwig • 828 boxes

Baltimore County
Kryssa McHenry • 1,200

Carroll County
Rebecca Molkau • 770 boxes

Harford County
Laniya Bullie • 846 boxes

Howard County
Elizabeth Stewart • 766 boxes

GSCM'S GEOGRAPHIC TOP SELLING TROOPS

Anne Arundel County
Troop # 714 • 4,602 boxes

Baltimore City
Troop # 301 • 4,369 boxes

Baltimore County
Troop # 4836 • 5,712 boxes

Carroll County
Troop # 1454 • 2,716 boxes

Harford County
Troop # 821 • 5,270 boxes

Howard County
Troop # 4768 • 2,652 boxes

GSCM'S ENTREPRENEUR OF THE YEAR!
Jenna Diehl is crowned GSCM's Entrepreneur of the Year selling 1,519 boxes

TOP SELLING SERVICE UNITS

EACH SU RECEIVED A \$100 CHECK

Anne Arundel County
SU 637 • 59,693 boxes

Baltimore City
SU 607 • 13,253 boxes

Baltimore County
SU 651 • 57,411 boxes

Carroll County
SU 666 • 52,512 boxes

Harford County
SU 674 • 60,462 boxes

Howard County
SU 653 • 63,350 boxes

TOP PER GIRL AVERAGE SERVICE UNITS

EACH SU WILL RECEIVE A \$50 CHECK

Anne Arundel County
SU 636 with a PGA of 181.0

Baltimore City
SU 601 with a PGA of 187.0

Baltimore County
SU 649 with a PGA of 185.0

Carroll County
SU 666 with a PGA of 119

Harford County
SU 676 with a PGA of 139.0

Howard County
SU 658 with a PGA of 136.0

JOIN US PARENT INFORMATION MEETINGS

Want to learn more about camp, ask some questions and meet some of the camp staff? Come meet us at the upcoming Parent Information Meetings.

MARCH 2

7 p.m. – 8:30 p.m.
@ Camp Whippoorwill

MARCH 10

7 p.m. – 8:30 p.m.
@ Camp Ilchester

MARCH 16

7 p.m. – 8:30 p.m.
@ GSCM Council

MARCH 24

7 p.m. – 8:30 p.m.
@ Camp Woodlands

If you wish to attend, RSVP to Connie Adams, Program Registrar at 410.358.9711 ext.238 or email cadams@gscm.org.

Regarding Sweet Success

The following is a statement that was shared at the Association Meeting in October 2009...

Based on the recommendation of the Product Sales Committee who diligently monitor all product sales activities, Girl Scouts of Central Maryland has announced that due to lack of participation the second product sale, Sweet Success, has been discontinued effective this membership year. This decision was based on the data analyzed over a five year performance period and the energy expended by our staff and volunteers to plan, manage and implement the program. Elimination

of the second sale will allow staff to focus efforts on collecting our growing outstanding debts for the Cookie Program. In 2008 a total of \$100,000 was outstanding from volunteers and/or parents. We feel that our efforts would be better served in working to collect outstanding cookie debt. On average our second sale produced \$42,000 in net income for GSCM and \$14,400 for troop treasuries. We value the time and energy of our volunteers and we believe that the efforts of our volunteers outweigh the

benefits gained from this product sales activity.

Girl Scouts of Central Maryland will not remove Council Policy 4F in order to allow us the ability to reinstate a spring product sale should another opportunity be presented that is in the best interest of our membership.

Thank you for your support, energy and dedication to the Girl Scout mission. It is because of YOU, our volunteers, that we are nearly 30,000 girls strong.

Camp Conowingo Open House

Save the Date for the Camp Conowingo Open House! Join us as we celebrate Father's Day, June 20 with an Open House at Camp Conowingo from 1 p.m. - 4 p.m. Bring the whole family and enjoy the day together with tons of fun and free activities! Challenge each other up the rock wall, ride one of the horses, spend some time sitting next to our picturesque creek or take a tour of the camp guided by our summer staff. When you need to take a break, wander inside to the air conditioning and enjoy some lunch, create some camp crafts. If you're still looking to cool off, take a dip in the pool. See for yourself what Camp Conowingo has to offer! Please wear closed toe/closed heel, walking shoes or tennis shoes (no sandals or flip flops). Sorry, no pets allowed.

SUMMER CAMP

Great Adventures are right around the corner with GSCM's Summer Camps!

The unabridged Great

Adventures publication is online now. Registration for GSCM Summer Camps is open. Due to online registration being down, you

can download a copy of the Camp Registration form here. We have an amazing variety of camps being offered this summer. There are day and resident camp options available for girls beginning with Daisies up to

Ambassadors. You will not be able to find a more affordable and diverse range of camp options than at GSCM. Join us this summer for new friends, fun and memories that will last a lifetime.

PROGRAMS PROGRAMS PROGRAMS

CHECK IT OUT

Crouching Tiger (Hidden Girl Scout)

Who: Girls 6-11
Fee: \$15/person, girl or adult
When: February 26 – February 27, 6 p.m. -9 a.m.
Where: Catonsville United Methodist Church
Registration: February 20, 2010 (or when full)

Travel with us to Asia and experience the cultures that make up that rich continent through songs, dancing, games, and crafts. End with a celebration of Chinese New Year – the Year of the Tiger! All will earn the GSCM "Asian Heritage" patch. Traditional snack and breakfast plus "Asian Heritage" patch included. For more information, email: crouchingtigergirlscout@yahoo.com.

Bowling Bonanza

Who: Girls, ages 6 and up, bring a friend
Fee: \$20/person
When: February 12 – February 13, 11 p.m.-6 a.m.
Where: Westview AMC Lanes
(Rt. 40 west across from Westview Mall)
Registration: February 1 or when full

Do you love to bowl? Or always wanted to give it a try? Then this event is for you – bowl all night, and enjoy crafts, a slice of pizza, and a soda. Make new Scouting friends with a scavenger hunt. There will be a sleeping room, but you can stay up all night and bowl as many games as you'd like. For registration flyer or questions email: girlscoutbowling@yahoo.com.

Girl Scout Campfires

Who: Girls 6-11
Fee: \$7/person, girl or adult.
Patch included for all who register by April 10.
When: April, 24, 2010, 3-5 p.m. or 6-8 p.m.
Where: GSCM Camp Ilchester, Ellicott City, Maryland
Registration Deadline: When full

Enjoy a traditional Girl Scout campfire with fire lighting, stories, singing, and s'mores. Receive a patch for the event. For registration flyer or questions email: girlscoutcampfires@yahoo.com.

Up All Night Sports Event

Who: Juniors, Cadettes, Seniors, and Ambassadors
Fee: \$30 Girl Scouts
\$30 friends
\$15 adults + one volunteer hour
When: April 10 - April 11, 10 p.m.-5:30 a.m.
Where: Columbia Lifetime Fitness
Registration: When full

Rock climbing on a 30-foot wall, racquetball, swimming with waterslides, court sports, and much more. Explore the world of sports ALL NIGHT LONG at Columbia's friendliest sports venue. Also featuring door prizes, spa, dancing, and the opportunity to complete the activities for several badges and interest patches. Participation patch included. Female friends ages 9-17 are welcome to attend. For more information email: upallnightsports@yahoo.com.

Iron Chef Girl Scouts

Who: Girls 11-17 plus SW adults
Fee: \$35 girls, \$15 adults (first two adults free)
When: May 21, 7 p.m. – May 23, 11 a.m.
Where: Camp Conowingo
Registration: May 1, 2010, or when full

Do you want to learn about making tasty meals over a campfire or with other outdoor cooking techniques? Can you rise to the challenge of baking a cake and decorating it outdoors? Want to learn about Geocaching? Then this weekend is for you! Come and compete against other girls in our Iron Chef Girl Scouts. Earn our Troop's own "Silver Turtle" IP and Historic Georgia's "Geocaching" IP. Secret ingredients or cooking materials will be provided for each meal. For more information, e-mail: ironchefs@yahoo.com.

These events are sponsored by the SU51 International Trip Group.

Distinguished In Her Own Right

For the past 30 years, GSCM has honored five outstanding women at our largest fundraiser, the Distinguished Women's Award Reception. Each year Girl Scouts of Central Maryland offers all registered high



school students the opportunity to apply to "shadow" one of our Distinguished Women's Honorees. As a Distinguished Women's "shadow," the girl will spent the day with one of our Honorees for an up-close look at how she manages her time, staff and responsibilities. Over the years, this experience has proven to

be rewarding for both the Girl Scout Shadow and the Honorees. Please join us in congratulating this year's five Girl Scouts who were chosen to be 2010 Distinguished Women Shadow Girls: Kelly Schwab of Howard County; Amber Sexton of Baltimore County; Juanita Jones of Baltimore City; Elizabeth Kempske of Baltimore County and Olivia Webster of Harford County. We look forward to hearing about their shadow experiences on April 29, 2010 at the Baltimore Country Club in Roland Park.

Thank you!

Get in on the Action!

Girl Scouts of Central Maryland is excited to announce that for the first time in GSCM history we will have an Auction Committee for the 30th Annual Distinguished Women's Award Reception. The committee will be chaired by GSCM Board and Distinguished Women's Leadership Committee member, Tara Neal. We need volunteer assistance in Anne Arundel, Carroll, Harford and Howard counties, to receive auction items, and request items from these areas. If you live in one of the abovementioned counties (or just want to be a part of it) and are interested in helping, please contact Meghan Cornely at mcornely@gscm.org <<mailto:mcornely@gscm.org>> or (410) 358-9711 x243



SO MUCH FUN! JUNIOR ENCAMPMENT

The 3rd Biennial Junior Encampment: **Wild Things @ Conowingo!** is coming up this May and registration is open. Don't miss out on this incredible fun-filled weekend of activities including new friends, badge work, games, campfires, flag ceremonies, crafts, skits and of course S.W.A.P.s!

The Girl Lead Planning Committee has organized an amazing program for the weekend. The participants will have the opportunity to work on three badges: Theater, Art to Wear and Adventure Sports throughout the weekend. This is a tent-camping weekend at Camp Conowingo for Bridging Brownies to Bridging Juniors. The event will begin on Friday, April 30, 2010 at 6 p.m. and will continue to May 2, 2010 at 11 a.m. The event includes two nights of camping, program supplies, all meals and snacks and a patch. The cost is \$40 per girl and \$20 per adult.

This event happens only every other year. Plan on attending with your troop for this amazing event. Registration materials and the frequently asked questions can be found online at: <http://www.gscm.org/programs/camp/encampment.html> . If you have any questions contact Abby Neyenhouse at aneyenhouse@gscm.org or 410.358.9711 ext.239.

2010 SHARE GOAL

We're Almost There!

GSCM's second quarter will soon end and that means there are only a few months left to make our 2010 SHARE goal of \$155,000. To date we have raised \$103,028. That's right, we are only \$53,000 from goal. Together we can make this happen! Family participation is key. Don't forget to remind families that it's not too late to support the 2010 family SHARE campaign.

Listed below are some other ideas that will also help us reach our goal.

- Plan one of these troop activities to raise money for SHARE:
 - ▶ Hold a family or community event or social Juliette Gordon Low Birthday Party
 - ▶ Girl Scout Birthday Week Party
 - ▶ Troop Ice Cream Social
 - ▶ Community Fun Day or Carnival
 - ▶ Girl Scout Service Unit night at a restaurant
- Ask churches/synagogues/ places of worship for a special offering or table in the lobby during Girl Scout Sunday Service.
- Include a SHARE presentation as part of a Troop picnic, Court of Awards, Bridging

Ceremony, or other activity when families are all together.

- Use the Coin Tubes to collect spare change (obtained through your Membership Specialist).

Council SHARE resources are available to help with your SHARE fundraising efforts. You can also find information about SHARE and the Council's SHARE campaign goals on the GSCM website: www.gscm.org/supportus/share.html. As always, GSCM Membership staff and the SHARE Annual Fund Manager, Niakia Cheese, are ready and able to provide assistance. Don't hesitate to call on us to support your SHARE activities or for advice.

Thank you for all you do for SHARE and the benefits it affords the 30,000 girls we serve.

JULIETTE'S CLOSET

FEBRUARY

We have a nice variety of patches to choose from to celebrate Black History Month. We have black history month patches with Martin Luther King, Rosa Parks, Africa, and African Mask. They are all \$1.25 a piece.
Limited time only!

MARCH

Celebrate Girl Scouts week by stopping in and having cake and refreshments with us! March 9-13 we will be having a "Pick-your-own-discount" sale. Discounts range from 10%-25% off of your entire purchase. Offer valid in-store only!
Offer not valid with phone or internet orders.
Save 50% off of select group of GSCM T-shirts's and fleece vests for girls and adults! Sale begins March 16 and ends on March 20. Don't miss out on these super-size savings!
Offer not valid with phone orders.

APRIL

Girl Scout Gold & Silver Award ceremonies are going on and Juliette's Closet has a variety of items to choose from to celebrate this monumental occasion. Check in with us next month to find out more info.

IN BALTIMORE

4806 Seton Drive
Baltimore, MD 21215
410.358.9711 ext. 202

Hours:

Tues. - Thurs.:
9 a.m.-5:30 p.m.
Fri.: 9 a.m.-3 p.m.
(closed on the 3rd
Friday of every month)
Sat.: 9 a.m.-2 p.m.

IN ELLICOTT CITY

5042 Ilchester Road
Ellicott City, MD 21043
Phone: 410.455.0542

Hours:

Tues.-Fri.:
10 a.m.-2 p.m.
(closed on the 3rd
Friday of every month)
Sat.: 10 a.m.-1 p.m.

Retail Sales Assistant Manager- **Ericca Barnett**
E-mail: ebarnett@gscm.org

BI-ANNUAL SHARE MEETING & PLANNING SESSION

Don't forget to register to attend the 2010 SHARE meeting on **FEBRUARY 24, 2010 AT 6 P.M.** for SHARE Coordinators, Service Unit Managers & volunteers. Meet and network with other volunteers who are interested in strengthening GSCM's annual fund. Learn how other communities are increasing participation and educating parents about the necessity of SHARE and philanthropy. Your

opinion matters! Come ready to SHARE ideas, parent and volunteer feedback, input on collaterals and plan for 2011. **PLEASE RSVP TO NIAKIA CHEESE, ANNUAL FUND MANAGER, AT NCHEESE@GSCM.ORG.**

THIS JUST IN FROM GSUSA...



GIRL SCOUTS and THE DOVE SELF-ESTEEM FUND PRESENT A SPECIAL WEBINAR EVENT with **JESSICA WEINER**

Since 2002, Unilever and Dove have supported uniquely ME!: The Girl Scout/Dove Self-Esteem program. The goal of uniquely me! is to build positive self esteem in girls ages 8-17 through council funded programs, national events and print and online resources. Over 500,000 girls have participated in uniquely ME! activities to date.

Dove recently launched a new campaign to continue to communicate the message of building positive self esteem in girls. The campaign, entitled “Thank You for Making a Difference” shows the positive effects of self esteem programs on girls, and to thank consumers for making a difference.

As part of the Thank You For Making A Difference Campaign, **Dove is offering a free training webinar with Jessica Weiner for Girl Scout Council Staff, Volunteers and Troop Leaders** interested in getting some hands on training with Jess, and learning ways to foster self-esteem and self-confidence in the girls they work with.

[Jess Weiner](#) is this generation’s “Go-to Girl” for self-esteem! Whether she is hosting a seminar for mothers and daughters on today’s pressure to be beautiful, writing her monthly body image column for **Seventeen magazine**, or working with celebrities such as Kelly Clarkson, Jennifer Hudson, and Jennifer Lopez to spread the message of self-esteem, Jess is motivating the women and girls of America to develop self-confidence, self-knowledge, and self-acceptance!

WHEN: February 22nd, 2010
12pm – 1pm EST

WHO: All interested Girl Scout Staff
Volunteers and Troop Leaders

HOW: Please email uniquelyme@girlscouts.org to register for the event with **2/22 WEBINAR REGISTRATION** as the subject line. Include your name, council and email address. We will then send you a confirmation email with call in/log in information. There is a maximum of 100 participants, so RSVP early to reserve your spot!

For more information on the webinar, who can attend or how to register, please contact Leanne Gluck, The Girl Scout/Dove Self-Esteem Program Project Manager at 212-852-8674 or email at lgluck@girlscouts.org