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**TWO HAWAI'I GIRL SCOUTS RECOGNIZED FOR THEIR PERFECT PITCHES**  
*Cookie Program challenge demonstrated entrepreneurship and creativity*

HONOLULU (April 22, 2021) – Girl Scouts across Hawai'i were challenged to show off their marketing and customer services skills with their most compelling sales pitch as part of this year's annual Cookie Program. Two girls earned top honors and prizes in the Perfect Pitch Challenge.

"We know that our Girl Scout entrepreneurs work hard during cookie season to master their sales and marketing skills, and we wanted them to share their convincing pitches," said Molly Schmidt, Director of Product Sales for the Girl Scouts of Hawai'i. "We are extremely proud of the creativity of the pitches the girls submitted in this inaugural challenge. They are definitely future marketing executives in the making."

All 3,000+ Girl Scout troop members across the islands were invited to participate in the Perfect Pitch Challenge. Submissions included songs, skits, and moving messages the importance of community service and supporting community organizations.

Top awards were presented to:

- [Kiva L, Daisy Scout from Troop 1, who sang an original Hawaiian-inspired song](#)
- [Mae O, Senior Scout from Troop 66, with her message of entrepreneurship](#)

Each Girl Scout received a gift card to the Girl Scout online store and other Girl Scout items.

With the COVID-19 pandemic, Girl Scouts reimaged cookie sales methods to keep themselves and customers safe. Troops adapted their sales methods to share the joy of Girl Scout Cookies across the islands, including a new, nationwide collaboration with Grubhub for contact-free pick-up and delivery, online sales, and even drive-thru cookie booths.

For more information, contact the Girls Scouts of Hawai'i at (808) 595-8400 or email [customercare@gshawaii.org](mailto:customercare@gshawaii.org)

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**About Girl Scouts of Hawai'i**

Supporting over 5,000 girl and adult members statewide, Girl Scouts of Hawai'i (GSH) builds girls of courage, confidence, and character to make the world a better place. GSH's headquarters is located on the island of O'ahu, with three neighbor island service centers on the islands of Hawai'i, Kaua'i and Maui. GSH is chartered by the national office, Girl Scouts of the USA (GSUSA) and is responsible for the leadership, administration and supervision of Girl Scout programs in the state of Hawai'i. For more information about GSH, visit [www.gshawaii.org](http://www.gshawaii.org) or call (808) 595-8400.

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