

Selling Locations & Group Sales Planning

Common Types of Selling Locations:

Retail Locations:

- Grocery stores
- Department stores
- Malls
- Home Good stores
- Theme park
- Clothing stores
- Toy stores

Special Events

- Farmer's markets
- Community fairs
- School events

Transit Locations

- GO terminals
- Highway rest stop locations

What you need to know:

- 1) Units sell an average of 2 – 4 cases per hour at a sale. Group sales are usually 4 – 8 hours long.
 - Units can plan to sell between 8 – 24 cases per group sale depending on the length and location of the sale
 - Use these numbers and the [Cookie Order Calculator](#) to determine your unit's order and Group Sales plans
- 2) Some locations have National and Ontario partnerships. These locations **should not be** contacted by units directly. This includes:
 - Rio Canada Centers
 - TTC
- 3) Units are responsible for reaching out to a location near them to host a Group Sale. Management may request the following documents. These resources are available to units to help fulfill these requests.
 - [Cookie Selling Letter - Request Form](#) (use to request a selling location)
 - [Insurance Form](#) (use to request insurance for your sale – if required)
 - [Contract Document Submission](#) (use to have a contract form the venue signed by Ontario)

For support please contact cookie.admin@guidesontario.org.