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# Allston Girl Scout sells 3,100 boxes of cookies

By Matt Rocheleau | GLOBE CORRESPONDENT MAY 10, 2013

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GIRL SCOUTS OF EASTERN MASSACHUSETTS

**Samantha Dorgan, 14, sold 3,100 boxes, highest sales this year among 41,000 Girl Scouts in Eastern Massachusetts.**

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Samantha Dorgan's secret to selling 3,100 boxes of Girl Scout cookies in three months is deceptively simple: an upbeat demeanor, a cheery grin, and a persistent "five for \$20" pitch.

The eye-popping results made Dorgan, 14, of Allston, the top seller this year among the 41,000 Girl Scouts in Eastern Massachusetts.

"It's kind of like a job, but a very fun job," she said of hawking Thin Mints, Samoas, Peanut Butter Patties, and other treats.

During the sales season from early December to early March, Samantha, with help from her parents, went on a selling spree at grocery stores, college campuses, and MBTA stations.

At \$4 per box, she sold \$12,400 worth of cookies.

“We found there are some very generous people in the city,” said Samantha’s mom, Kin Dorgan.

Samantha has been quite charitable herself.

She actually sold 3,267 boxes, but her official tally was lower because she donated 167 boxes worth of sales to other girls in her troop so that they could reach their own sales goals.

Her mother described one way Samantha was able to boost sales: “People would come up wanting three or four boxes, and she started saying, ‘Well, if you buy five, it’s \$20, and then I don’t have to make change.’ ”

Samantha said it does not hurt that she loves the products she sells. When asked what her favorite is, she replied, “Pretty much all of them.”

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*‘We found there are some very generous people in the city,’*

*Matt Rocheleau can be reached at [mjrochele@gmail.com](mailto:mjrochele@gmail.com). Follow him on Twitter [@mrochele](https://twitter.com/mrochele).*

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