

## **How to Get Auction Items**

- 1. Ask for something SPECIFIC.**
- 2. Ask for bigger items first; take whatever is offered as an alternative.**
- 3. Enlist help from your friends, family and business associates. The more help you get, the easier it is to be successful.**
- 4. Try not to “cold call”. Ask people you know for maximum results.**
- 5. Remember you are helping the donor to get publicity for their product or service. You are also providing them a possible tax deduction!**
- 6. Set the example by donating something FIRST. Share your donation ideas with other donors to help spark their own thought process.**
- 7. Be creative. Think UNIQUE!**
- 8. Make a list of the things YOU would like to buy at a Benefit Auction, then go and get them donated.**