

HOW IN THE WORLD DO I PROCURE? I HAVE NO IDEA WHAT TO DO, WHO TO ASK, ETC? WHERE DO I EVEN START? HELP!!

WHILE THERE ARE MANY DIFFERENT WAYS TO CONTRIBUTE TO THIS EVENT, UNDOUBTEDLY, THE BIGGEST AREA THAT WE WILL NEED HELP IS WITH THE PROCUREMENT OF AUCTION ITEMS (IN-KIND DONATIONS) AND CASH SPONSORSHIPS. LIKE WE HAVE DONE IN PAST YEARS, WE ARE AGAIN ASKING EACH CJP FAMILY TO CONTRIBUTE AT LEAST ONE IN-KIND DONATION OR SPONSORSHIP TO OUR EVENT. THIS CAN BE AN EASY WAY TO HELP OUT CJP IN A **BIG** WAY! PAST YEAR'S ITEMS HAVE INCLUDED VACATION HOMES, WINE TASTINGS, JEWELRY, ARTWORK, TICKETS TO SPORTING EVENTS, CHILDREN'S BIRTHDAY PARTIES AND EVEN A HOT AIR BALLOON RIDE. HERE ARE SOME IDEAS TO GET YOU STARTED...

- ASK FOR DONATIONS WHILE RUNNING YOUR EVERYDAY ERRANDS. HAVE A FAVORITE SALON, BOUTIQUE OR RESTAURANT? MAKING AN "ASK" WHILE MAKING A PURCHASE INCREASES YOUR CHANCES OF SUCCESS.
- DO YOU OR YOUR SPOUSE PROVIDE A SERVICE (DENTISTRY, MEDICAL, INTERIOR DESIGN, REAL ESTATE, LEGAL, ETC) THAT YOU WOULD CONSIDER DONATING TO THE AUCTION EITHER IN THE FORM OF A SERVICE OR CASH SPONSORSHIP?
- HAVE A STUDENT GRADUATING THIS YEAR? BUY AN ADVERTISING SPOT WISHING HIM/HER A GREAT BIG "MAZEL TOV". A GREAT WAY FOR A GRANDPARENT OR OTHER RELATIVE TO CONTRIBUTE TO OUR AUCTION.

LET'S GET INSPIRED!!

THE MOST EXCITING DONATIONS DON'T JUST HAPPEN. *THEY MUST FIRST BE DESIRED THEN REQUESTED.* BE SPECIFIC ABOUT WHAT YOU ARE GOING FOR AND **ASK** FOR IT. HERE ARE SOME EXAMPLES:

EXAMPLE 1: YOU HAVE JUST COMPLETED A DELICIOUS DINNER. TAKE A MOMENT TO COMPLIMENT YOUR SERVER AND ASK TO SPEAK TO THE MANAGER OR OWNER. MAKE A SHORT PRESENTATION AND DIRECTLY ASK FOR DINNER FOR TWO TO BE DONATED TO YOUR ORGANIZATION. IF MANAGEMENT IS NOT AVAILABLE, WRITE HIS OR HER NAME AND A SHORT NOTE ON THE PROCUREMENT LETTER AND ASK THAT IT BE GIVEN TO THE MANAGER. PICK UP A BUSINESS CARD ON YOUR WAY OUT AND THEN CALL THE NEXT DAY OR GIVE THE INFORMATION TO YOUR AUCTION CHAIRPERSON AND ASK THAT THEY MAKE THE FOLLOW UP CALL.

EXAMPLE 2: YOU HAVE JUST CHECKED IN AT A HOTEL IN ANYWHERE, USA. ASK FOR THE MANAGER. TELL THEM THAT YOU ENJOY STAYING AT THE HOTEL AND THAT YOU ARE PARTICIPATING IN AN AUCTION TO RAISE MONEY FOR YOUR ORGANIZATION. WRITE YOUR NAME, ROOM NUMBER, PHONE NUMBER OF YOUR RESIDENCE OUTSIDE OF THE PROCUREMENT LETTER ENVELOPE. YOU MIGHT WRITE A SHORT NOTE REQUESTING 2 NIGHTS AND 3 DAYS STAY WITH COMPLIMENTARY BREAKFAST AND DINNER FOR TWO.

IN MOST CASES, THE ENVELOPE WILL BE WAITING IN YOUR ROOM WITH THE REQUESTED DONATION BEFORE YOUR DEPARTURE! **REALLY, TRY IT!**

AND EVEN MORE IDEAS....

THINK PRACTICAL! THINK CREATIVE! THINK BIG! THINK SMALL! ASK FOR ITEMS IN YOUR AREAS OF INTEREST. PEOPLE LOVE TO BID ON ITEMS THAT THEY WOULD BE SPENDING MONEY ON ANYWAY. LIKewise, ONE OF A KIND ITEMS ARE ALSO HUGE SELLERS. HERE ARE JUST SOME IDEAS TO GET YOU THINKING....

DOG GROOMING	THEATER TICKETS	SPA SERVICES
MASSAGE	DRY CLEANING	GIFT CERTIFICATES
ELECTRONICS	LANDSCAPE SERVICE	CARPET CLEANING
INTERIOR DESIGN	ZOOM TEETH WHITENING	HOME IMPROVEMENT
CHILDREN'S BIRTHDAY PARTIES	RESTAURANT GIFT CERTIFICATES	CLASSES OF ANY KIND
HOUSE CLEANING	PAINTING SERVICES	SPORTING EVENTS
VACATION HOMES	BABYSITTING SERVICES	BED AND BREAKFASTS
WINE TASTINGS	JEWELRY	FAMILY MEMBERSHIPS
WHITE WATER RAFTING	HOT AIR BALLOON	ARTWORK
JUDAICA ITEMS	LUGGAGE & TRAVEL ITEMS	LASEK
COSMETIC PROCEDURES	PET SUPPLIES	SURGERY
TRAVEL PACKAGES	COSMETIC PROCEDURES	CONCERT TICKETS
		CAR SERVICE

DON'T HAVE A SPECIFIC ITEM TO DONATE TO THE AUCTION? OUR CASH SPONSORSHIP LEVELS OFFER BUSINESSES GREAT VISIBILITY AND EXPOSURE TO ALMOST 200 CJP FAMILIES AND THE WIDER JEWISH COMMUNITY. **NEW THIS YEAR**- SPONSORS WILL HAVE ADDED EXPOSURE ON OUR RUNNING SLIDE SHOW AT THE EVENT AND ON CJP'S WEBSITE!! SEE SPONSORSHIP DONOR FORM FOR BENEFITS OF VARIOUS SPONSORSHIP LEVELS. ADDITIONALLY, IN-KIND DONATION ITEMS BROUGHT IN AT \$500 IN VALUE OR GREATER QUALIFY FOR AN ADVERTISING SPOT IN OUR AUCTION PROGRAM.

AS AN INCENTIVE, EVERY \$100 OF IN-KIND DONATIONS BROUGHT IN WILL COUNT TOWARDS ONE FAIR SHARE HOUR.

OTHER WAYS YOU CAN HELP THE PROCUREMENT PROCESS:

- KNOW SOMEONE WHO MIGHT BE INTERESTED IN SUPPORTING OUR AUCTION, BUT NOT COMFORTABLE MAKING THE ASK? LET US KNOW AND WE CAN HELP!
- SUPPORT OUR SPONSORS AND THANK THEM FOR SUPPORTING CJP!

PLEASE CONTACT AMY VITNER AT 704-333-5089 OR AVITNER@CAROLINA.RR.COM WITH QUESTIONS, IDEAS OR CONTACTS.