

# 3 THINGS TO KNOW WHEN YOU SOLICIT AUCTION ITEMS

## 3. RETAIL

Stuff you can buy in a store.

**Try to avoid** - These items have a defined dollar value and people can get this stuff on their own.

## 2. ACCESS

Unique experiences only found at your auction.

**Better** - People will get excited about these.

Who do you know who can offer something that cannot be found elsewhere?

## 1. RELATIONSHIPS

People your guests want to know, get to know better, or be seen publicly supporting.

It doesn't have to be fancy, just important to your community.

**HOLY GRAIL** - these are what you want to offer to BOOST your fundraising auction!