Tips for Procurement

1: Start with yourself!
- What do I have to give or who do I know that may have something to donate?

2: Talk to your spouse or other family members:
- Do they have a particular skill, item or service to donate? Perhaps they have special contacts with people that may be able to donate.

3: Ask Friends and Neighgbors:
- Same questions as with your family and friends

4: Contact Merchants and Professionals that you frequent:
- Talk to your hairdresser, your favorite restaurants, art galleries etc...

5: Cold Calls to Merchants that you do not frequent:
- Think of all those great items that you'd love to see at the auction and bravely venture out to find them

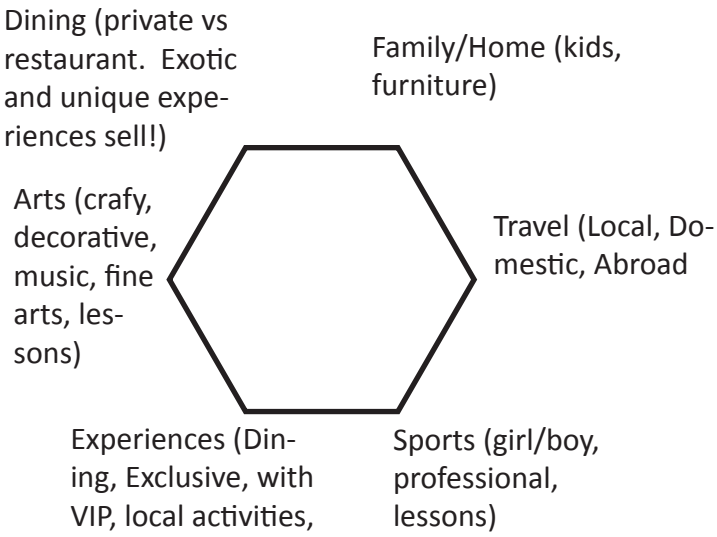
REMEMBER:

The worst someone will say is "no" and most of us are only a few steps away from great items. Don't be afraid to network with those you know; just remind yourself and THEM about the great cause you are supporting at St. Andrew's Housing Group!

Use this worksheet to get you started thinking about what items you might procure: THINK BIG!

Things *I* would buy at an auction (aka: things I'd like to see at this auction)
i.e: a week at a condo in Lake Tahoe
i.e: Lattes for a whole year

Variety is the Spice of Life!



The more personalized an item it, the more sellable it is. If there is no explicit value, it will sell for more (experiences).