



Global Visionaries
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GLOBAL VISIONARIES 16th ANNUAL AUCTION Saturday, May 13, 2017 – The Museum of Flight

PROCUREMENT PACK

The auction is one of Global Visionaries' (GV) largest fundraisers and allows our community of donors to get together in celebration of empowering youth to become global leaders. Our goal is to raise \$200,000+, which will support programs including GV's scholarship fund for low-income participants and service learning projects, such as building classrooms and planting trees, in Guatemala.

We invite you to join the team to procure items to sell in our live auction! Ideally, items should have a minimum value of \$500.

Some of the top sellers are:

- **Vacations:** hotel stays. Does your family or someone you know have a vacation house they would auction off for a weekend?
- **Unique experiences:** dinner prepared for a party, behind the scenes tours
- **Tickets:** theater, movies, concert, other entertainment
- **Sports tickets** and signed memorabilia
- **Gift certificates** to restaurants, spas, or other professional services (preferably valued at \$50 or more)
- **Wine**, beer, and alcohol (gift certificates for tastings, glasses and accessories)
- **Restaurant certificates – mostly high end but we will take all**

Tips for a successful ask

Connect. You'll be most successful in securing a donation if you ask people who have a connection to you. Think of who you or your parents know, businesses you frequent, or clubs and activities you belong to.

Ask!

- In person, call, email, or send a letter. Personal touches will be more effective, such as a personalized note and explanation of why you think it would make a great auction item.
- Clearly and concisely explain what GV is and how it is **personally impacting you**.
- Ask early. Many businesses have a limited donation allotment per year or per month. So ask now!
- Emphasize the value to the donor
 - Added marketing - their product, service, restaurant, etc. will be showcased at an event with 300+ local philanthropists (i.e., "luxury consumers" with disposable income); new items will be showcased via sharable social media promotions to 2,000+ locals! Great exposure for a good cause.
 - If they wish you to pay, see if you can double your value. For example, if you pay for a manicure, see if they can toss in a second for free. That may mean 2 new customers for them.
- **Turn in the procurement form as soon as possible!**
 - Collect the donor's information along with the item or gift certificate on the form. A thank you note for tax purposes will be sent to all donors AFTER the auction. If the donor asks for information for their taxes or the Tax ID number, you can give them a copy of the procurement form.
 - Turn in all donations by **April 1^h, 2017**.

SAMPLE ASK LETTER: please personalize!

Dear [____],

My name is [____]. This year, I am participating in Global Visionaries' global leadership program. [In two sentences, explain HOW GV HAS IMPACTED YOU SO FAR. It's been an amazing experience so far, and I'm really looking forward to the volunteer work I'll be doing in Guatemala soon.]

The 16th Annual Global Visionaries Auction is coming up on Saturday, May 13, 2017, at the Museum of Flight in Seattle. Our goal is to raise \$200,000 in order to support GV's programs. Funds also provide scholarships to low-income, Seattle-area youth to enable them to participate in Global Visionaries' leadership program which includes local social justice and diversity training, environmental sustainability service projects, and a cultural immersion/leadership training in Guatemala.

Would you be willing to donate to our auction? [A specific ask is best: would you be willing to donate a one night hotel stay? Would you be willing to donate a \$50 gift certificate?]

Global Visionaries works directly with hundreds of high school youth of diverse racial and socio-economic backgrounds. By providing youth with a global perspective and empowering them to understand social and environmental justice issues, participants become globally-minded citizens with a lifelong commitment to global and local community service.

I sincerely appreciate your consideration of support for Global Visionaries. This program is shaping me into a global citizen, and I appreciate your commitment to helping me and the organizations that I care about.

To find out more about GV's programs visit the website or Facebook page:

www.global-visionaries.org

<https://www.facebook.com/GV.global.visionaries>

Please fill out a procurement form and return it to me or Global Visionaries. If you have any questions or require additional information, please contact the Auction Coordinator by email auktion@global-visionaries.org or (206) 322-9448.

Sincerely,

[____]

2015-16 Global Visionaries Participant

Global Visionaries is incorporated in the State of Washington as a 501(c)(3) nonprofit. Donations are tax-deductible as allowed by law. EIN# 71-0872239. Global Visionaries has not provided any tangible goods or services to the donor in consideration of this contribution. Global Visionaries is a secular organization.

**HAVE QUESTIONS? NEED MORE IDEAS? CONTACT THE AUCTION COORDINATOR AT
AUCTION@GLOBAL.VISIONARIES.ORG**

