

WHAT'S EXPECTED

Every Cascade K-8 family is expected to participate in making the auction a success. In order to do that, we would like you to contribute in one or more of the following ways:

- Procure an item or sponsorship worth \$100 (or more) in value, OR 2 smaller donations of any value
- Organize and implement a classroom project that will be sold at the auction (not all classrooms will be expected to do this - we would like these to be fun projects rather than an obligation)
- Volunteer on the night of the auction
- Join the auction planning committee

And, of course, attending the auction and bringing your family and friends is a huge contribution and a really fun night!

HAVE QUESTIONS?

Visit our auction website for more information:

Web: www.cascadek8ptsa.org/auction

FAQs

What's the minimum value I should accept a donation for?

We will gladly accept items of any value \$10 and above. We will use donations in the most efficient way possible (sometimes this means you won't see your item for sale, or it may be grouped with other items).

Can I donate used items?

No, unless they are antiques or collectibles with obvious appeal and value.

Can I donate without a procurement form?

When we receive a donation without any info, it creates a headache for the procurement team. When donating an item using the online form, please print your confirmation and submit it with the physical donation. The paper form has a carbon copy available for this purpose.

Can kids offer services as an item?

Yes, with their parents' or guardians' permission. If your child wants to offer a service and you need the special form, please contact the auction committee at auction@cascadek8ptsa.org.

How do I know if a business already made a donation?

There is no perfect solution for this. Don't worry about asking a business twice - they're used to it. If it happens to you, simply thank them for their support, and move on.

Do I have to ask in person?

No. Many businesses donate after being approached by email, and larger companies often have online donation request forms of their own! Ask in the way you're most comfortable.

What if they say no?

Not every business is in a position to donate their product or service. If a business tells you no, thank them for considering, and move along.

PARENT'S GUIDE

TO AUCTION FUNDRAISING



CASCADE
K-8 PTSA

HOW DO YOU FIND DONATIONS? IT'S AS EASY AS 1... 2... 3...

1. START WITH YOURSELF

The best auction donors are people who support the cause - and who supports these kids more than you?

What can you donate? Think about what you like to do. Do you have skills you could teach in a private lesson? Do you enjoy an activity that would be of service to others? Do you make something by hand that people would like to buy? These kinds of questions can help inspire some fabulous donations.

Here are some fun ideas:

- Plant 100 flower bulbs in someone's garden
- Put someone up at your family cabin for a weekend
- Offer a cooking class in the purchaser's kitchen
- Teach a series of music lessons
- Host a special party and offer admission to a limited number of guests
- Deliver freshly baked cookies once a month for a year



2. ASK FRIENDS & FAMILY

Consider the people in your personal contact list. Friends and family want to help you!

How do you ask without imposing? First, choose your goal. Are you putting together a special package? Figure out how your friend's potential donation will help you with your goal, and tell them about it! Many times this is enough to get a "yes" right away!

If they can't give you exactly what you've asked for, many people will offer an alternative, which is still great! If they're not in a position to donate, that's fine. Say thank you. Now that they know you're looking for donations, they might think about people in their network who would give.

Need some ideas? Consider these:

- Do you know a local celebrity of sorts? Maybe they would offer coffee and conversation with a purchaser from our auction!
- Do you know a small business owner that would benefit from exposure in our community? Ask them to sponsor the auction!
- Do you know someone with a talent they would be willing to share? Ask them to donate a hand-made item, or perhaps offer to share their expertise in a class or private lesson.

3. ASK A LOCAL BUSINESS

Businesses want to support their customers, so it makes sense to stop where you shop!



Feeling nervous? Here are some tips to help make the process easier:

- Come up with a short script to use with every business you approach.
- Stop where you shop. Businesses that you support are more likely to support you back. Tell them that you shop there, and that there are more people like you in our school community!
- Consider companies you deal with during work.
- Look for businesses that want clients like you. Places that offer children's programs, family dining, sports programs, and "date night" type outings are more likely to say yes than companies whose target markets include young singles, or retired seniors.
- Let the business know that Cascade K-8 PTSA is a 501(c)3 organization, and the cost of their donation is tax deductible.