Imagine Housing
building eastside communities

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 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 (sports teams, theatres, time shares, restaurants, recreational activities etc...).

3: Ask Friends and Neighgbors:
- Think big. Remember the Seven Degrees of Separation. You never know who you know that may have a surprise connection to the perfect item or experience.

4: Contact Merchants and Professionals that you personally support:
- For example, see if your favorite restaurant will donate a gift certificate that could be paired with tickets to a nearby art gallery, musical performance, game or movie theatre.

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:

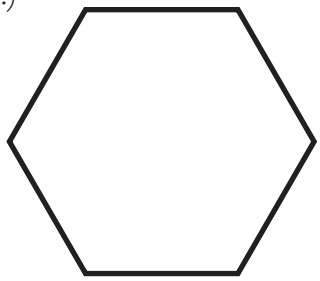
The worst someone will say is "no" and most of us are only a few steps away from great items. Don't be afraid to network with those you know; just remind yourself and THEM about the great cause you are supporting at Imagine Housing!

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!

Dining (private vs restaurant. Exotic and unique experiences sell!)

Family/Home (unique experiences for kids, ornate furnishings)



Art & Jewelry (blow glass, signed piece, special occasion jewelry)

Travel (Local, Domestic, Abroad)

Experiences (Dinner and a show, VIP event, recreational adventures, local attractions)

Sports (lessons with a pro, autographed memorabilia and tickets to a game)

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