

## **TIPS FOR SOLICITING FIESTA DONATIONS!**

Ideas listed below have been huge hits in the past...

- *Dinner at your favorite Restaurant*
- *Condo or Time share in Mammoth, Palm Springs or any exotic locale*
  - *Hotel or Travel Certificates*
- *A case of your favorite Wine, a Chef-prepared Dinner, a Group Cooking Class*
  - *Gift Certificates to popular Shops & Boutiques*
  - *New Jewelry, Watches, Handbags, Accessories, Clothing*
- *Services: Babysitting, Teeth Cleaning Dermatology, Massage*
  - *New Housewares, Appliances, Toys, Games*
  - *Host a Community Party in your home*

*Go forth... canvas far and wide! No need to feel embarrassed. Remember, you're not asking for yourself -- but for LCS. In most cases you're not requesting a monetary gift but goods & services in exchange for exposure to over 500 LCS families & friends -- all of them potential customers. At LCS, we support the businesses that support us -- so remind retailers that they can do well by doing good!*

### **•GO FACE TO FACE!**

Stop by your favorite boutique, restaurant or salon, introduce yourself and ask to speak to the manager. Explain that you're a regular customer, a neighborhood resident, and a parent volunteer at a great public elementary & middle school. Then, smiling brightly, ask for a donation! Appeal to their community spirit and don't forget to stress these points:

- They'll receive great publicity at the event!
- They'll be added to the LCS Yellow Pages given to every LCS family!
- They'll receive a Tax write-off!

### **•PICK UP THE PHONE!**

Peruse your i-phone Contacts, Rolodex or Yellow Pages. Target companies offering products & services you use or would like to use. Call and ask to speak to the manager, public relations rep, or donations department -- then give them your perky, heart-felt speech. If they ask for a written or e-mailed request get the full name of the person to contact and send your request to them directly.

### **•MAIL OR E-MAIL SOLICITATION LETTERS!**

Use the Solicitation Letter provided in this packet -- adapt it or compose your own. Then, follow up! And hang in there. You may have to leave several (cheerful) messages before you receive a response. Be persistent and positive and remember that even if they don't contribute this year -- they might next year!

Questions? Contact Donations guru Lisa Anderson @ [<lisaleeinla@gmail.com>](mailto:lisaleeinla@gmail.com)