

TIPS FOR SEEKING ROYAL EVENING AUCTION DONATIONS

Thank you for volunteering for this year's Royal Evening. Your help in securing donations for our silent auction is invaluable. To help you on your quest, here are a few *Tips from a Veteran CVCA Volunteer.*

“Asking for donations can definitely make some people anxious. That’s how I felt at first, but doing it with a friend made it much less intimidating. We decided to make it fun, and away we went! We started by treating ourselves to a coffee to plan our day, and then compared the day to a fishing trip—throw out lots of lines, and surely some will catch a fish! After years of seeking Royal Evening donations. Here are some tips we have collected...”

Helpful Tips for Success

- **Start with Prayer:** Pray with your friend before you begin. Ask God to bless your efforts, give you confidence, and provide energy for the day, knowing the gifts support His school.
- **Target Specific Areas:** Choose a concentrated part of town. Strip plazas are great because you can hit multiple establishments in one stop. Don't forget lone stores, spas, or restaurants along the way.
- **Be Prepared:** Always carry a CVCA letter explaining what The Royal Evening is and how the funds will be used.
- **Perfect Your Pitch:** Practice a short “speech” or “sales pitch” until it feels natural. Always enter a store cheerfully and with a smile!
- **Stay Positive:** Celebrate every win with your friend! If you don't get a donation, don't get discouraged. Remember: it's a fishing trip, and the next cast might be a big one.
- **Show Gratitude:** Express sincere thanks. Tell the business owner how excited you are that a guest will get to experience their services or products.
- **Keep Records:** Use a notebook to keep track of every stop. Note whether they donated (and what it was) or if you need to follow up with management later.

Thinking Outside the Box

Don't just stick to retail stores! Consider personal contacts and relationships with individuals who might donate goods, services, or experiences:

- **Vacation Rentals:** Friends or family who own vacation homes.
- **Service Businesses:** Think of dog groomers, carpet cleaners, HVAC specialists, house cleaners, lawn services, handymen, beauty shops, salons, or gyms.
- **Non-Tangible Gifts:** Even if a business doesn't sell a “physical” product, they may be happy to donate a gift card, a cash gift, or another contribution of their choice.

Pro-Tip

Remind every establishment that their donation serves as **excellent PR and advertising** for their business within the community!