



# Soliciting Guide

## HOW TO GET GREAT DONATIONS

Soliciting is fun and easier than you might think!

### **IN PERSON**

Ask for donations when you are running errands, out to dinner, or at your kids' activities

### **BY EMAIL OR PHONE**

Call or submit the "contact us" forms for your favorite hotels, restaurants & salons

### **FRIENDS & FAMILY**

Reach out to people you know who work in entertainment, hospitality, fine dining, etc.

### **EMAIL TEMPLATE & TALKING POINTS**

Hi! I am a huge fan of your company, and I would love to include a donation from your business in my kids' school fundraiser in April. The families in our community would love it and it would be great exposure for your business, as well. The proceeds from our auction will support our kids' education & development while maintaining a safe and diverse learning environment. Since our school is a 501(C)(3) nonprofit organization, your donation would be tax deductible as permitted by law.

We would be truly grateful for your support. Thank you so much!

### **KEEP IN MIND**

Every donation benefits our school, our kids, and our community. Many businesses have donation quotas, so they need & want to give. Donors get invaluable marketing exposure & donations are tax deductible. Auction winners often become repeat customers & a source of numerous referrals. Everybody wins!

### **WE ARE HERE FOR YOU**

We are happy to brainstorm with you or share a list of great businesses to contact.

## REACH OUT ANYTIME

[Donations@LosEncinosSchool.org](mailto:Donations@LosEncinosSchool.org)

[LESgala.org](http://LESgala.org)



# AUCTION WISHLIST

Local Adventures

Travel & Recreation

Health & Beauty

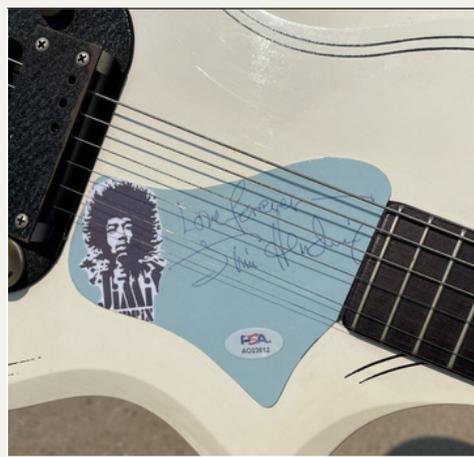
Entertainment

Food & Beverage

Sporting Events

Collectibles

Kid Activities



# AUCTION WISHLIST

## TRAVEL & RECREATION

Hotels, Resorts, Timeshares  
Vacation Homes & Property Rentals  
Spa/Golf/Ski/Food & Wine Packages

## ENTERTAINMENT

Award Shows, Premieres, Live Tapings  
Theatre, Concerts, Comedy Shows  
Front Row Seats & Backstage Passes

## COLLECTIBLES

A-List Celebrity Signed Collectibles  
Balls, Jerseys, Cards, Scripts, Playbills  
Authenticated/Graded/Rare/Priceless

## FOOD & BEVERAGE

Artisanal Food, Wine & Spirit Tastings  
Vineyard, Distillery & Brewery Tours  
Luxe Catering & Dining Experiences

## LOCAL ADVENTURES

Amusement Parks (Disney & Universal)  
Golf, Tennis, Pickleball, Sailing  
Parking/Park Hopper/Fast-Pass

## SPORTING EVENTS

Lakers, Dodgers, Kings, PGA Events  
Games, Season Tickets, Meet & Greet  
Playoff Games, Courtside, Box Seats

## KID ACTIVITIES

Camps, Classes, Private Lessons Sports,  
Martial Arts, Gymnastics, Dance Visual  
Arts, Film, Music, Cooking, STEM

## HEALTH & BEAUTY

Artisanal Food, Wine & Spirit Tastings  
Vineyard, Distillery & Brewery Tours  
Luxe Catering & Dining Experiences