



The Wenatchee Rotary Foundation

P.O. Box 1723 • Wenatchee, WA 98807

PROCUREMENT TIPS FROM LEN SINGHOSE

1. PREPARE----ahead of making contact. Know something about the business you are contacting.
2. INITIAL CONTACT---introduce yourself, explain purpose of visit and ask for manager, provide Rotary Auction Information Sheet
3. KNOW WHAT YOU ARE SELLING-- provide Rotary history of projects done in the past and proposed projects to be accomplished in 2019 from fundraiser.
4. ITS A PROCESS----suggest initial contact to be face to face. Expect 2 or 3 followup contacts to finalize obtaining a donation.
5. YOU WILL GET TURN DOWNS----this can be an opportunity for honing in you sales skills.
6. BE PROMPT ----- in all phases of the solicitation process including picking up an item, paperwork and communications with your team captain.

EVERYONE HAS THEIR OWN STYLE IN OBTAINING A DONATION, SO GOOD LUCK IN ACHIEVING ITEMS FOR MAKING THIS FUNDRAISER A SUCCESS.