

Do you want to ensure the successful planning and execution of your upcoming auction event? Then **THE AUCTION ADVANTAGE** is your answer!

We have the know-how to help you have the most successful auction you've had to date. Whether you've had increased success each year on your established auction, or are just getting started with an auction, **THE AUCTION ADVANTAGE** can provide the support and training required. It's time to take your auction to the next level of fundraising.

As owner of **THE AUCTION ADVANTAGE**, Kristine has hands-on experience of having coordinated or worked with 7 Puget Sound area organizations on 20 auctions from 2000 through 2009. Some of these auctions have increased by more than \$27,000.00 in a year. So whatever area(s) your organization needs consulting services on, the team at **THE AUCTION ADVANTAGE** has valuable knowledge that they'd like to share with you.

Our services are unique. Auctioneer companies are instrumental in assisting non-profit organizations in obtaining top dollar for items on auction day. However, many organizations need assistance along the planning journey up until auction day. That's where **THE AUCTION ADVANTAGE** can help. Check out our services... we're sure you will find just what you're looking for!

We are currently proficient in the Auction Tracker software system for fundraising events...or we're able to help you organize a smooth manual auction or utilize other software.

Give us a call and take advantage of a FREE initial two-hour meeting to discuss your organization's auction needs!

Successful Fundraising

Thank you for considering **THE AUCTION ADVANTAGE** as you embark on the journey to your most successful fundraising auction yet. We look forward to being a part of your event in whatever area you need assistance. We have set our rates at a very affordable price, as these services are not all available through auctioneer companies. It is our goal to ensure you have value for your dollar spent, considering your purpose is to raise money for the mission or your organization.

THE AUCTION ADVANTAGE

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Auction Experience

Through 2009

- Rainier Christian Schools 2004 - 2009
- Snohomish County Legal Services 2007 - 2009
- Rotary Club of Emerald City 2009
- River of Life Fellowship 2000 founder - 2002 , 2004 - 2007, 2009
- Beautiful One Magazine 2006
- Sunrise Elementary PTA 2006
- Sumner Junior High PTA 2004

References

available upon request

THE AUCTION ADVANTAGE



**Helping non-profits
take their auction
to the next level!**

THE AUCTION ADVANTAGE SERVICES

Auction Advisor

Provides necessary support for the auction committee in pre-auction planning via meetings, phone calls, and e-mail. Consultation and guidance to clients will include discussion on past successes, best auction practices, software options, audio/visual needs, hiring of auctioneer, advertising, creating a timeline until event, procurement strategies, ticket sales, volunteer recruitment, as well as brainstorming other new ideas.

Procurement Assistance

One of the keys to a successful auction is the quantity and quality of items secured as donations for the event. If your auction committee or procurement chair doesn't know where to start to generate new donations, THE AUCTION ADVANTAGE has created a list of top auction items, as well as a database over the years that will be valuable to your organization. We can help you generate new donations for your event this year.

Request for these services will include meetings, database creation and verification of potential donors (specific to your organization), letter creation, follow-up via fax, email or phone, as well as phone and e-mail consultations, and brainstorming sessions. We can also supply our database list for a percentage of the sales of the items donated to the organization.

Auction Administration

Focuses on the preparation of auction materials; including bid cards, catalogs, addendums, bid sheets, as well as display signs for certificates from auction software.

This is available to organizations who utilize Auction Tracker software.

Set-Up Organizer

Proper display is key to increasing bidding activity. We will work with the auction committee and volunteers to discuss display needs at the event, plus facilitate a smooth process of organizing, transporting, and setting up the auction items on the day of the event.

Volunteer Consultant

No event can operate without volunteers. We'll assist you to recruit the 20 or more necessary volunteers for auction day, write specific job descriptions for each volunteer, as well as train them prior to the event on their duties and responsibilities.

Request for these services will include meetings, assistance in writing job descriptions, and volunteer training. Does not include registration and/or banking duties.

Registration & Banking Supervisor

With the goal of making your guests' first and last impression a good one, let us oversee this vital area of your auction. Written volunteer job descriptions and training materials will be provided for distribution. A training session will be held with volunteers assisting with registration, data entry, filing, and check-out prior to the event. In order to facilitate a smooth event for you, THE AUCTION ADVANTAGE will be onsite one hour prior to doors opening to handle refresher training and oversee this area throughout the event and guest check-out. Note: we are proficient with Auction Tracker software., but have some knowledge of other auction software.

Assistants also available.

This service is NOT available for organizations who have utilized Onsite Consultants through Stokes Auction Group.

Contact Kristine of THE AUCTION ADVANTAGE today at 206.595.1397 to proceed with creating a specialized contract for your auction committee. Whatever you choose to do, may you have great success at your fundraising event!

Rates

Most clients find it beneficial to contract with THE AUCTION ADVANTAGE with a flat-rate contract for all their services listed. Need lots of help in most of the areas? Then a flat-rate contract is the most beneficial way to go.

Here is a sample of recent contracts:

- 250 hours for \$7,500.00; requiring a \$500 deposit, \$500 monthly payments, & balance due 15 days after the auction
- 200 hours for \$6,750.00; requiring a deposit, monthly payments, & balance due after the auction

Our desire is to meet the needs of non-profit organizations working to raise vital funds for their mission. Contracts written are as unique as the organizations. What if you only need 100 hours, we can do it. Do you just want consultations for the Auction Committee members via meetings and phone calls, which might only be 30 hours? We are more than happy to do that as well. If you aren't sure if you want to make such commitment for services, hourly rates are available. You can always start out hourly and transfer to a contract along the way. We want to support your fundraising effort.

HOURLY RATES:

Auction Advisor, Auction Administration, Set-Up Organizer, Volunteer Consultant, and/or Registration & Banking Supervisor \$40.00/hour, 10 hour minimum

Procurement Assistance Choose from: \$40.00 /hour, with a 10 hour minimum -or- 15 percent of auction sales from procured items

Other Services Available *Event Consultant, Gift Basket Preparation, Post-Auction Follow-up, and/or Black & White Printing*

Billable monthly in 15-minute increments. 5% off hourly rate for 51+ hours.

For any work not completed at the offices of THE AUCTION ADVANTAGE, travel time and mileage will be billed to the organization.