

1. Make polite small talk and consider purchasing something from their establishment. Tell them how nice their place/product/etc. is.
2. **Ask** whom you can talk to about requesting a donation for our organization that donates money to the arts in the area.
3. **Introduce yourself.**
Say: I am a member of the Donations Committee for the Scottsdale League for the Arts, a volunteer organization that raises money to support local arts programs. We have donated more than \$4.5 million since 2000.
4. **Present:** Donations Business Card.
5. **Say:** We attract a unique demographic that loves to support our organization through raffles and silent auctions.
6. **Say:** You can reach this desired target audience and maximize their giving by donating an item for us to raffle or use in a silent auction. We can then raise 10X the value at one of our fundraising events!

Script

7. **Say:** Here's what we can do for you in exchange for your support--we will support your marketing!
 - Your logo & link on our website
 - Logo in an email blast before event
 - Logo & description of the item at the event
8. If they are interested...
Say: Thanks! Here's more info.
Present: the letter & Donation/Tax Receipt.
9. If they are not interested...
Ask: Do you have something small you can donate, such as a gift card, branded item or coupon?
 - If no, **say:** Thanks for your time!
10. **Ask** how and when you can obtain the item.
11. **Say:** Our upcoming events are in key development stages now and donations can be activated within weeks or a month or two.
12. Take the donation with you or schedule a pick up.
13. Fill in the bottom portion of the **Donation/Tax receipt**, tear or cut off and keep/submit to SLA office.
14. **Say:** Thank you for your time & **"Thanks for supporting the arts!"**



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