

Welcome

**How to source effective Lot items
to maximise fundraising efforts**



Don't forget to Tweet...



@GivergyUK #Raisingmore



Raised in excess of

£25m

for our clients

Supported over

1,500

events globally

Raised money for over

1,000

incredible causes

Meet the panel



Lisa Vecchio

Head of Marketing



Lee Spink

Head of Lot Services



Rachael Kirkham

Head of Client Services

Poll:

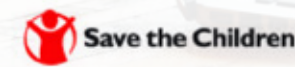
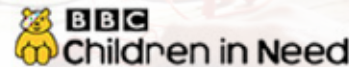
Have you ever used a 3rd party supplier to acquire Lot items?

- 1. Yes**
- 2. No**
- 3. Unsure**

Why auction Lots are important



Key challenges to obtaining the right items



We support charities of any size

The background of the slide is a photograph of a tropical resort, featuring wooden buildings with thatched roofs, palm trees, and a view of the ocean. The entire image is covered with a semi-transparent green filter. Overlaid on this background is the text "WE ARE MACMILLAN. CANCER SUPPORT" in a large, white, bold, sans-serif font.

**WE ARE
MACMILLAN.
CANCER SUPPORT**

Poll:

Which Lot item category raises the most during your auctions?

- 1. Holidays**
- 2. Experiences**
- 3. Memorabilia**
- 4. Art**

When to use a third party supplier



Cheap Lots

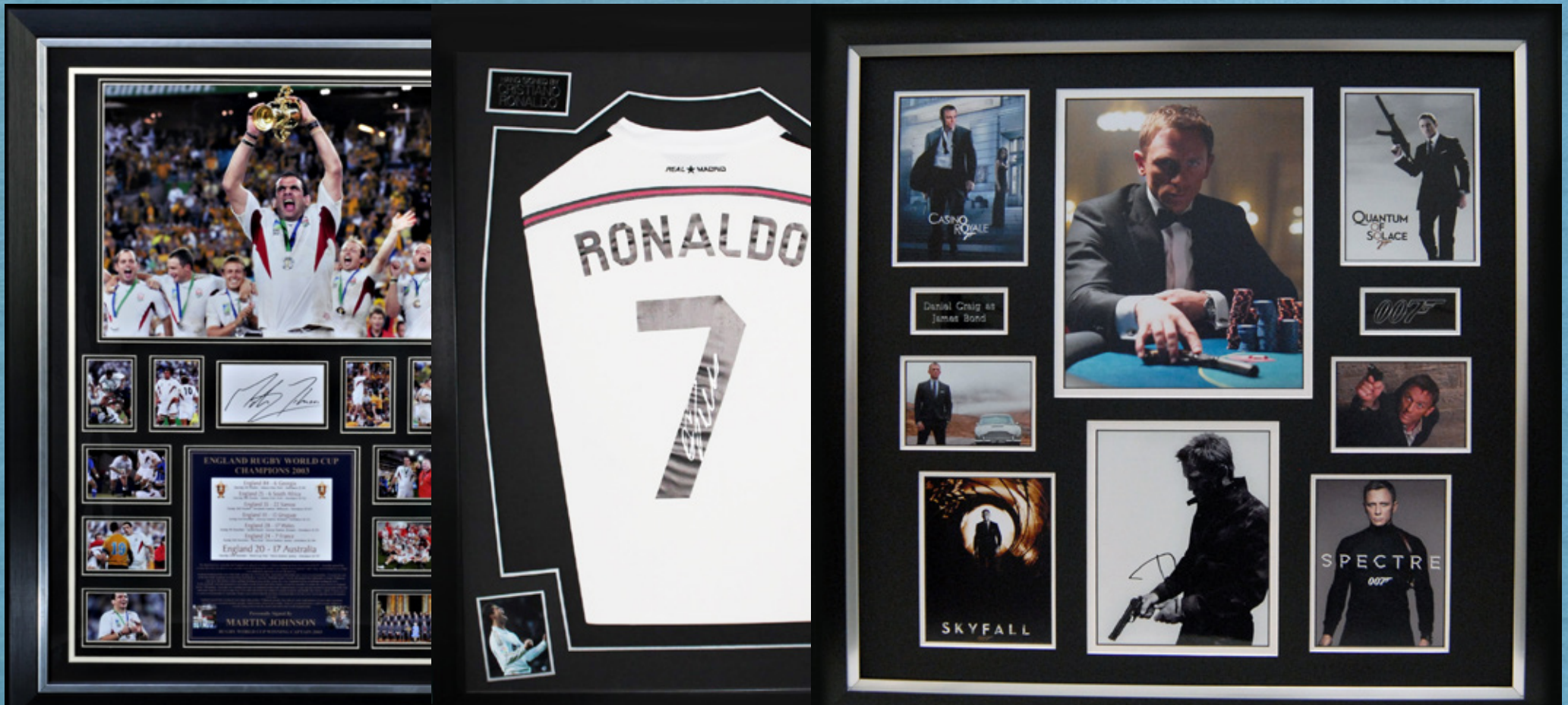


Expensive Lots






There is such a thing as too much...

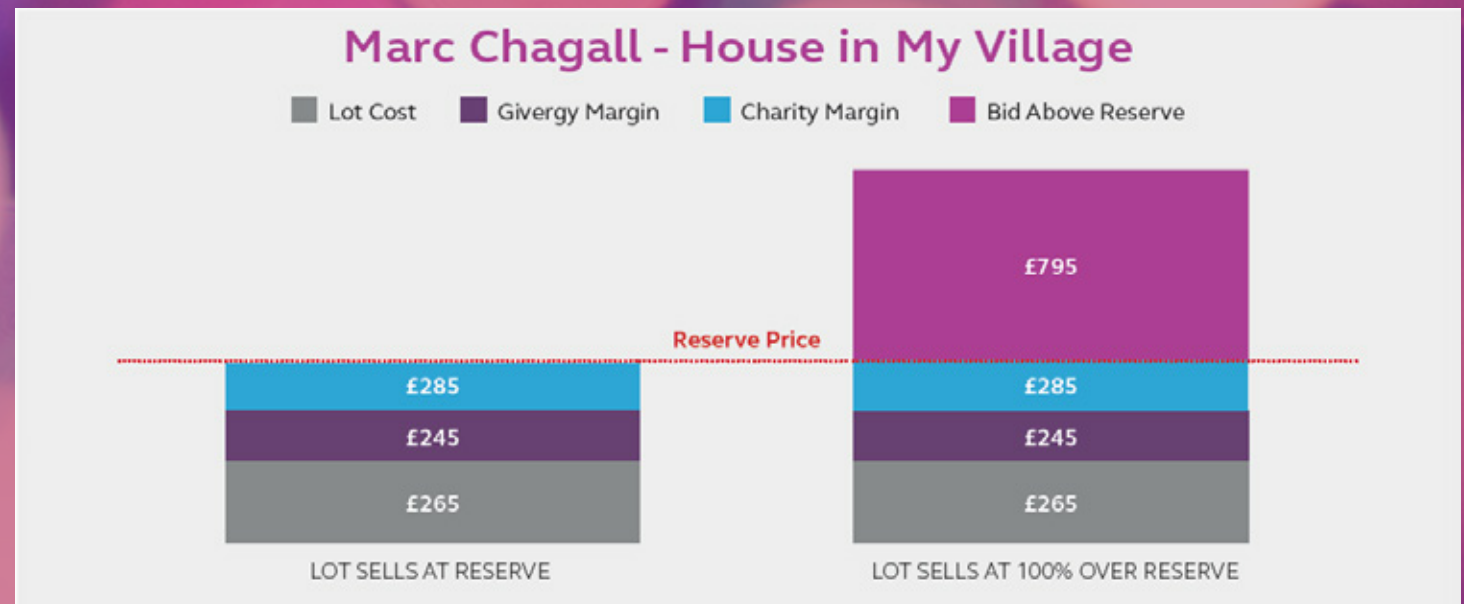


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Raise 'Lots' more with us...

Key	Name	Margin Cap
	Crystal	£65
	Diamond	£145
	Sapphire	£245
	Emerald	£325
	Ruby	£445
	Platinum	£595





Q&A

GO

Thank you!

