

# Welcome

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

 **givergy**  
Raising more

**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:

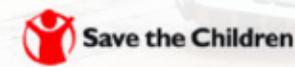
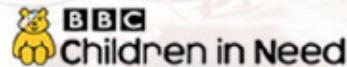
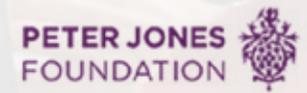
**Have you ever used a 3rd party supplier to acquire Lot items?**

- 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 lower half of the image is a tropical resort scene, including wooden buildings with thatched roofs, palm trees, and a view of the ocean. The entire scene is overlaid with a semi-transparent green filter.

**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...**

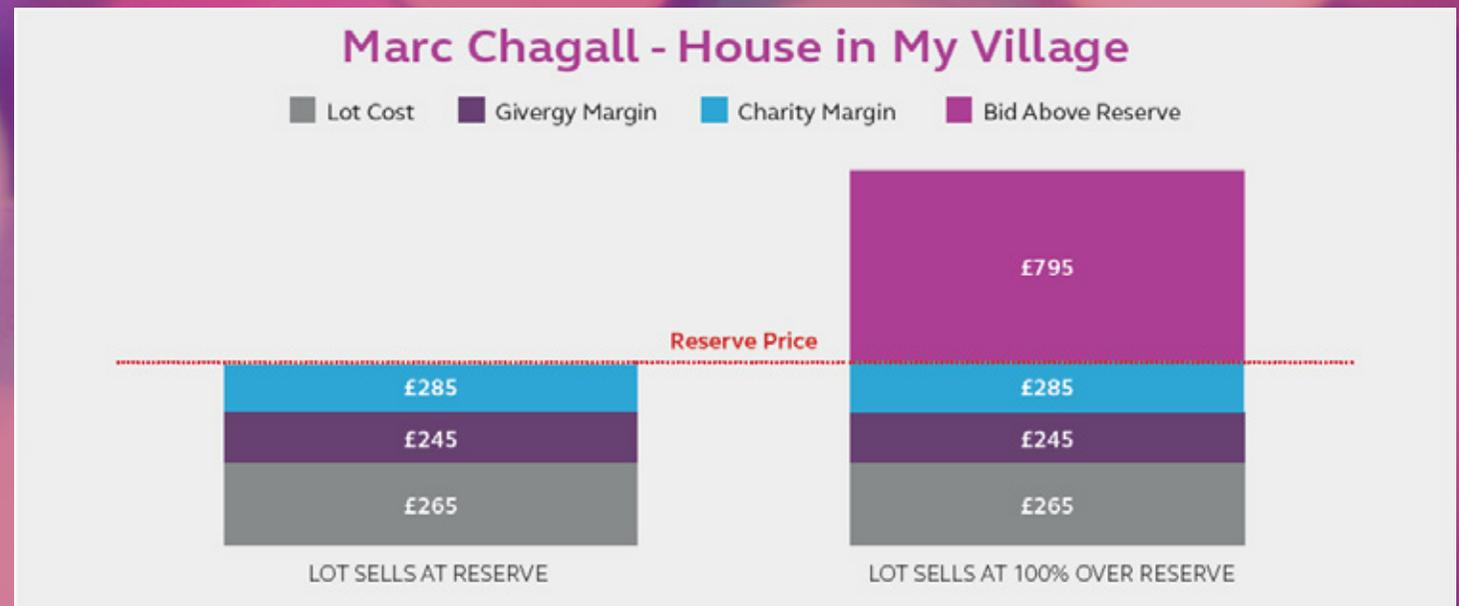


# Licensed images



# 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!

