

Northwest Benefit Auctions, Inc. Presents....

The Auction Workshop

GUARANTEED* to increase net revenue a minimum of 20% or more! You'll . . .

***Learn how to make more money in a “down” economy!
Yes, you can “recession proof” your event—we show you how***

- ◆ **SET AND ACHIEVE AN AGGRESSIVE FINANCIAL GOAL** . . .
- ◆ **REDUCE STRESS AND BURN OUT OF YOUR AUCTION COMMITTEE** . . .
- ◆ **CREATE REAL BIDDING POWER** . . .
- ◆ **MAXIMIZE REVENUE THROUGH CREATIVE SITE SELECTION** . . .
- ◆ **MOTIVATE VOLUNTEERS AND SUSTAIN HIGH PRODUCTIVITY** . . .
- ◆ **GET THE BEST AUCTION ITEMS - WITHOUT COLD CALLING** . . .
- ◆ **MAKE DECORATIONS PROFITABLE** . . .
- ◆ **ELIMINATE THE CHECK OUT LINE - REALLY! ELIMINATE IT!**
- ◆ **AVOID THE “TOP TEN PITFALLS OF LIVE AND SILENT AUCTIONS”** . . .
- ◆ **PLUS LEARN ABOUT THE LATEST IN AUCTION TECHNOLOGY, EFFECTIVE WEBSITES, ON-LINE AUCTIONS AND BIDDING BY CELL PHONES!**



**Receive at least 10 “Revenue Boosters” GUARANTEED*
to add an additional 20% or more to your auction net profit**

Give Your Auction A Successful Edge When You:

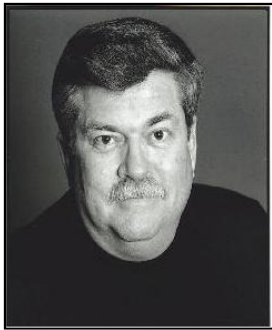
- ◆ Get proven solutions tailored to your specific event . . .
- ◆ Learn WHERE the money is in your audience, and how to get it! (Hint: It is NOT the high bidders!)
- ◆ Receive the exclusive ***Auction Workshop Resource Guide***. Packed with ideas, job descriptions, sample invitations and letters, checklists and planning tips, this guide alone is worth the admission!

A MUST for Development Directors and Volunteers!

Registration Fee: \$97 for the first person from one organization, \$77 for each additional person from the same organization (special pricing for existing clients under contract. Call us!) Seating is limited. Only one session will be held in your area. Call 800.469.6305 ext. 103 or FAX the Reservation Form to 425.688.0999, or you may mail in your reservation form to ensure your spot. Pay by credit card by calling us.

*** GUARANTEE:** If after attending The Auction Workshop, you don't agree that the tools, materials, and concepts presented will add AT LEAST 20% to your next event's net income, you may simply leave the Auction Workshop Resource Guide and other materials with us and we'll issue a refund of your Registration Fee, no questions asked. You have no risk!

Your Workshop Presenter: Jay Fiske



Jay Fiske is founder of Northwest Benefit Auctions, Inc., a consulting firm specializing in helping non-profit organizations achieve their financial goals through benefit auctions. For over twenty five years Jay has dedicated his business to motivating, training, and supporting volunteer auction committees. Thousands of benefit auction committees nationally and internationally have used his techniques to significantly increase their auction income. His clients range from small public and private schools to large national non-profit organizations with auctions netting from \$20,000 to well over \$5,000,000 annually. Jay's philosophy is to make the event FUN and PROFITABLE, and he teaches specific techniques to accomplish these goals every time. A frequent guest speaker at national workshops and symposiums, he is considered one of the top auction consultants in the country.

Jay's book, ***The Big Book of Benefit Auctions*** published by John Wiley & Sons, has been hailed as the "authority" on how to manage successful auctions and is used nationwide by thousands of non-profit organizations. This book is available wherever books are sold. **However every paid entry to this Workshop will receive a chance to win a copy of "The Big Book" — a \$50 value!**

Call 800.469.6305 NOW to reserve your place in this workshop!

The Auction Workshop

Development Professionals ... NET MORE MONEY From Your NEXT Charity Auction!

Take advantage of this rare opportunity to learn the successful strategies of the best fundraising auctions across North America.

RAISE MORE MONEY - GUARANTEED!

Take home a valuable WORKSHOP GUIDE filled with tips for maximizing results

Sessions are designed for both Fundraising Professionals and Volunteers — there is something for everyone!

Our Next Workshop in your area is...

Tuesday, October 4th, 2016

8:30 AM until 4:00 PM (Lunch will be provided)

**Ontario Christian School
931 W. Philadelphia St
Ontario, CA 91762**

RSVP Required—Seating is limited

Previous Workshop Locations: Indianapolis, IN • Buffalo and New York, NY • Phoenix, AZ • Naples, Orlando and Tampa, FL • Kansas City, MO • Springfield and Chicago, IL • Milwaukee, WI • Cleveland, OH • Washington, DC, Manassas, VA, Bethesda, MD • Charleston, SC • Dallas, San Antonio, TX • Albuquerque, NM • Fairfield, Los Angeles, Napa, Oakland, Sonoma, Salinas, Ontario, Orange County, Redlands and San Diego, CA • Seattle, Bellevue, and Snohomish WA • Portland, Eugene and Grants Pass, OR

Feedback from some of our clients and previous Workshops ...

"Your tools took us from \$45K net in 2007 to \$145K net in 2012 and 2013. We are forever grateful" —Carole Hanson, Novato Charter School

"I wanted you to know that after I took your Auction Workshop in Chicago, we put some of your ideas to action. We used "Fund an Item" for our teacher endowment fund and raised an additional \$10, 500! With your tips, we raised over \$83,000 in our silent and live auctions, where last year we raised only \$42,000. I'm thrilled I took the Workshop, and wanted to thank you for all your ideas and help. Thanks a million!" - Mary K. Marmo, Morgan Park Academy, Chicago

"We did everything you said to do in the Workshop, and increased our revenue from \$189,000 last year to over \$525,000 this year! The entire school is buzzing!" — Betsy Marchelatti—Mariners Christian School, Newport Beach

"I was extremely pleased once I attended Jay's Workshop and learned several new ideas on running our charity auction...I thought I had tried every trick in the book as far as our auction was concerned, but Jay had fabulous ideas that will help us generate more revenue for the Ronald McDonald Houses of North Carolina." Pam Crocker, Michael Jordan Celebrity Golf Classic

"I thoroughly enjoyed your seminar and learned a ton of useful information. I'd absolutely recommend the seminar to anybody who puts on fundraisers!" Virginia Tinley, Executive Director Challenged Athletes, Inc., San Diego

You can profit from learning the same techniques now used by these satisfied clients including: The American Heart Association, United Cerebral Palsy Association, Muscular Dystrophy Association, American Cancer Society, Juvenile Diabetes Foundation, Arthritis Foundation, YMCA's, Boys and Girls Clubs, museums, sports teams, private and public schools, foundations, charity golf tournaments and numerous other non-profit organizations.

Hosted by Ontario Christian School and Presented By:

Northwest Benefit Auctions, Inc. - Leaders in Fundraising Auction Management

1750 112th Ave. NE, #A200, Bellevue, WA 98004 800.469.6305 FAX 425.688.0999 www.auctionhelp.com

*FAX back, or call ASAP to reserve your spot!
 You may also mail your payment if you wish.
 Call with any questions.*



YES! Reserve a place for us at the Ontario CA Workshop to be held at Ontario Christian School!

Please reserve a spot for one person for the Auction Workshop at \$97.00
 Please reserve _____ additional people from the same organization at \$ 77.00 ea

Make check payable to: **Northwest Benefit Auctions, Inc.**

Payment may be made by check or credit card (**MasterCard or VISA accepted**)

*For security purposes do not send credit card information by FAX or through the mail.
 To pay by credit card, please call 800-469-6305, ext. 103*

Call to RSVP (800) 469-6305 ext 103 or FAX to (425) 688-0999

The Following People Will Be Attending From Our Organization

Please be sure to enclose payment for the total number based on the fees shown above.

Organization Name: _____

Address _____ *City* _____ *State* _____ *Zip* _____

Name _____ Telephone Number _____ Email _____

Name _____ Telephone Number _____ Email _____

Name _____ Telephone Number _____ Email _____

Name _____ Telephone Number _____ Email _____

Name _____ Telephone Number _____ Email _____

Name _____ Telephone Number _____ Email _____