

What's New AT THE GALA TEAM?

If it's been a while since we've partnered together or
since you've checked us out this is for you!
The past few years we experienced **immense growth**
and an array of *positive changes!*
Come take a look!



TEAM EFFORT

When your event is scheduled on one of the busier nights of the year, it can be frustrating to try to find an auctioneer because **most auctioneers are solo operators**, and they can do just one event per night. At The Gala Team, our *team of 8 auctioneers* -- all employing the same strategy -- gives us the capacity to say "YES" more often on those super busy nights.





BUILT IN INSURANCE

➤ Back when Reggie Rivers started The Gala Team, he was a solopreneur, and he realized that one of the *biggest risks* was the fact that he was a single point of failure for his nonprofit partners. If he got laryngitis, had a family emergency or got stuck in an airport in another city, he had no backup. **With our team approach, we can back-stop each other** and ensure our partners are never left in the lurch.

OUR TEAM

*of
benefit auctioneers*



Reggie
Rivers

PRESIDENT



Vic
Lombardi

BENEFIT AUCTIONEER



Debbie
Scheer

BENEFIT AUCTIONEER



Nate
Jackson

BENEFIT AUCTIONEER



Simone
Ross

BENEFIT AUCTIONEER



JJ
Raterink

BENEFIT AUCTIONEER



Chelley
Canales

BENEFIT AUCTIONEER



Michael
Faith

BENEFIT AUCTIONEER

PROCESS IMPROVEMENT

We've developed a very *consistent and effective* process for preparing for events, and then executing our fundraising strategies on the night of the event.

We use a specific **set of meetings, a Google Drive Event Folder where all of the important documents get uploaded and specific fundraising strategies** (e.g. our unique paddle raiser strategy).



FLAT RATE PRICING

We've switched to a **sliding scale** of prices based on the IRS 990 revenue of the nonprofit, which allows us to continue to serve *smaller nonprofits* that otherwise wouldn't be able to afford our services.

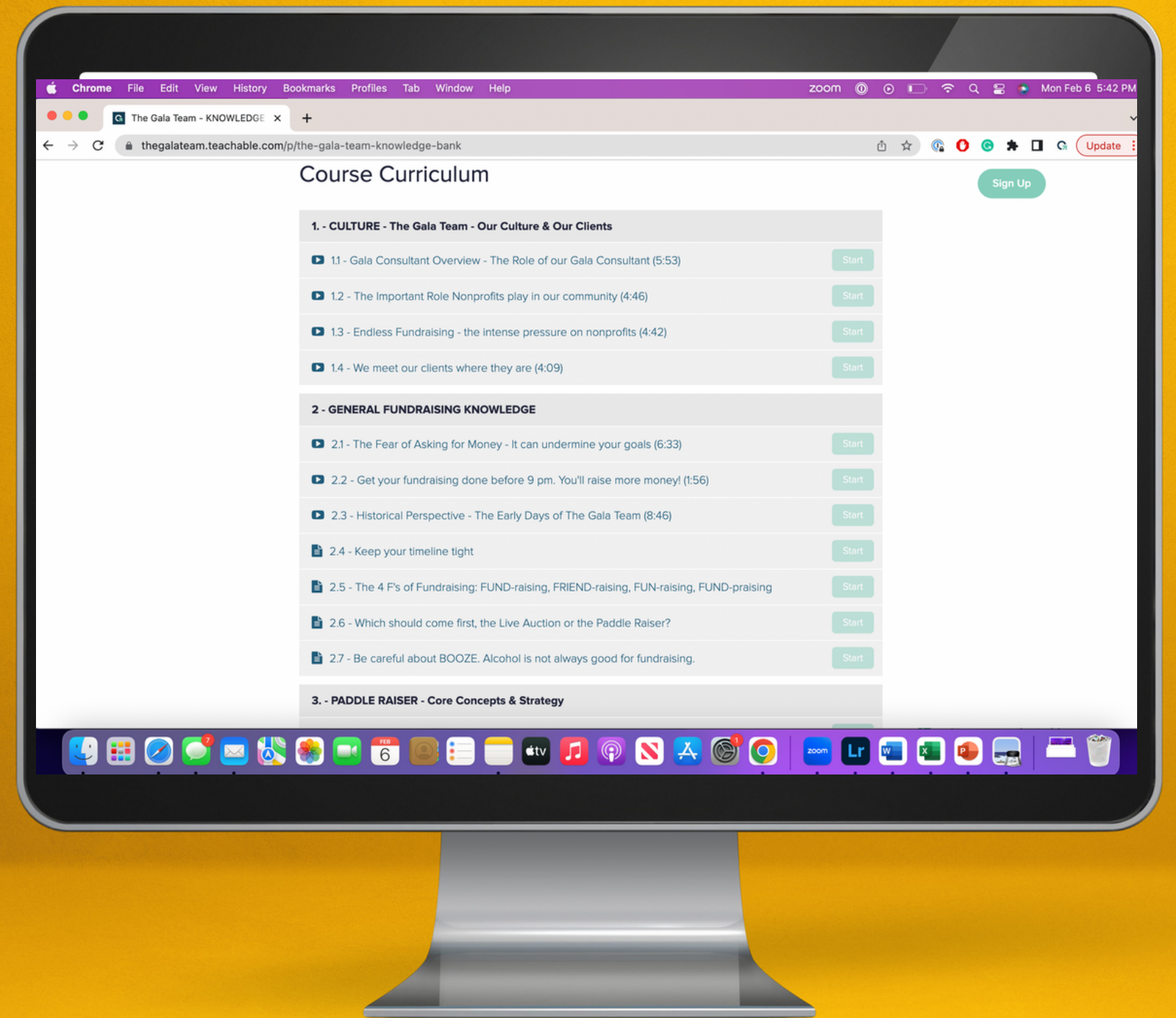


KNOWLEDGE BANK

A few years ago, a client said,

"We love meeting with you guys, because you're so knowledgeable, but I'm still convinced that you know something that you're not telling us, because we don't know to ask, and you don't know to tell us."

So we created a **Knowledge Bank of everything that we know**, and we make it accessible to our clients, so you can study any topic that may be of interest to you.





FREE RESOURCES

We have published lots of **free resources to help nonprofits everywhere** (not just our partners) achieve better results, including,

- Paddle Raiser Guide
- Live Auction Guide
- Silent Auction Guide
- Pre-event Communications Guide
- The Art of Video Storytelling

Thank you

FOR CHECKING OUT THE GALA TEAM

The Gala Team is committed to delivering **high-quality**, *high-impact service* to its nonprofit partners.



Fundraising success is not an accident.

It's a series of
deliberate decisions ➤



www.thegalateam.com