

## II. Solicitation Approach: Motion: 9-15-21

- 1) Setup meeting with an initial exploratory and availability call to the potential community partners.
- 2) Take copy of latest list/history of completed Rotary Major Projects that have benefitted the Community—contains value or impact qualification and date.
- 3) Call to make appointment for face-to-face meeting with the right entity people (hopefully decision-makers).
- 4) Bring Rotarian who knows that entity well or who is interested in building a lasting relationship.
- 5) Our Introduction:
  - a. Who we are
    - i. Personal introductions
    - ii. Ask how much they know about Rotary (...useful feedback)
  - b. Why we are here
    - i. We are a community service organization of volunteers who want to build an enduring relationship and ask what we might do to help you meet one of your needs that benefits the community
    - ii. To give them useful background on what might be possible, show our Causes, list/handout, and discuss the types of things we have done and perhaps can do to partner with them on a product or service that benefits the community
    - iii. We would like to explore what might be done by listening to their challenges, ideas and priorities. Explore what keeps them up at night? Dreams they have. What would make the biggest difference?
    - iv. How can we “partner” in each?
    - v. Find out if it is valued that we come back to present to their board or council? [Part of Rotary Public Imaging Opportunity]
  - c. Concluding
    - i. Ensure we have solid point of contact, and/or date and time to return
    - ii. Ensure they know we are soliciting throughout the community and collecting these organizational needs, and then will go back to our Board and Membership to decide which we will support this year.
    - iii. We will give them feedback and why they were or were not selected.

We are planning to solicit each year; the amount we will be able to support in part depends