



Tips for Working with Your Local Lowe's Store

1. Build a relationship with your local Lowe's store and manager.

Contact the manager at your local Lowe's and get to know the commercial sales team. Lowe's commercial sales specialists will happily give you a tour and show you the variety of products and services available. Staying in touch with them will allow you to know about and take advantage of seasonal clearance items and other specials.

2. Provide local Lowe's management with a tour of your school and/or Lowe's project.

Invite Lowe's personnel to visit so they can have a good understanding of the specific materials used for your project, and how they can help.

3. Inquire about Lowe's Heroes.

Lowe's national employee volunteer program, Lowe's Heroes, provides a key resource for local projects. Find out what your Lowe's store embraces for its Heroes project and invite the store to get involved with your local projects.

4. Take advantage of Lowe's commercial programs.

Your local Lowe's offers services such as Lowe's Account Receivable and Lowe's Business Accounts, as well as professional expertise that can assist your staff.

5. Use your local Lowe's as a resource.

Being a part of the community and providing products and services for many local businesses provides your local Lowe's with access to organizations, contracts and/or other potential sponsors that may prove useful for your project.

6. Let Lowe's assist your leadership.

Lowe's employees are experts in a wide variety of home improvement areas and may be available to participate on committees on which you need expertise.

7. Proactively get Lowe's involved on your project.

Provide volunteer opportunities for your local Lowe's team. Lowe's employees enjoy engaging in projects that help to improve their local community.

8. Be pleasantly persistent.

Your local Lowe's is here to help. But be sensitive to the fact that the retail business can be fast-paced and demanding. Don't assume that an unreturned call signals disinterest from your local Lowe's. It could have just been a busy day. Feel free to stop by the store to talk to the store manager, schedule a meeting for another day or make a brief request.