



# Benchmarking Your Online Programs and Strategies to Increase Results

**Faith-Based Organization Webinar** 

May 21, 2008

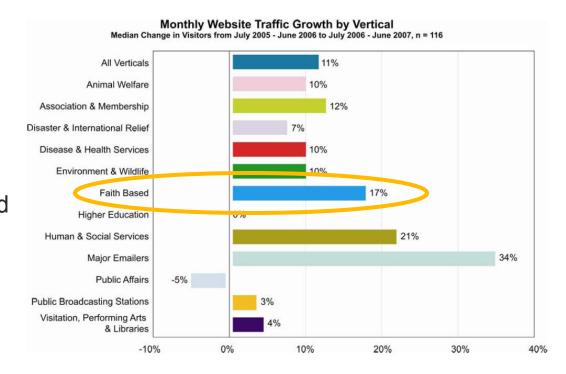
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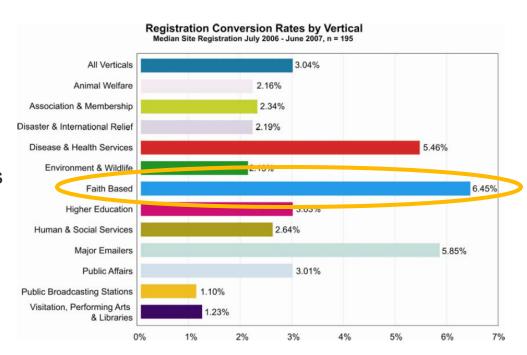


- The primary driver of these numbers is the typically large investment by Ministries in offline media, such as radio and television which act as a feeder channel for the Website.
- Additionally, Ministries tend to offer compelling reasons to visit the Website by offering frequently updated and compelling content which reinforces the broadcast television and radio messages.



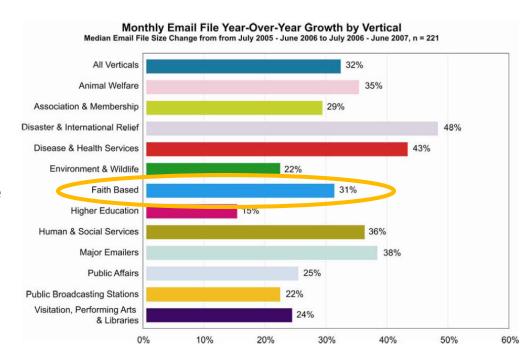


- Typically, ministries have programs in place that offer access to additional resources, incentives, or other tangible benefits to constituents in exchange for registering.
- Many ministries also provide daily devotionals, weekly program guide or broadcast schedule via email, as well as podcasts, further reading and free resources based on program topics in return for registering.
- The website is fast becoming the key name acquisition channel for ministries. 13,500 visitors (faith based median site traffic) at a 6% registration rate is 810 new names/emails per month!



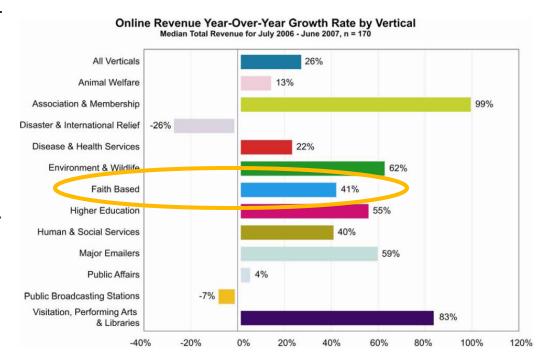


- The email growth number for the Faith vertical is right at the average.
- Due to the depth of legacy media content and the deep level of engagement exhibited by constituents, there would appear to be significant opportunity to increase this growth rate by more fully leveraging the full range of content ministries have to offer.
- Examples of this would include digitizing media and creating online media centers that require registration to deliver on-demand or downloadable print, audio and video content.



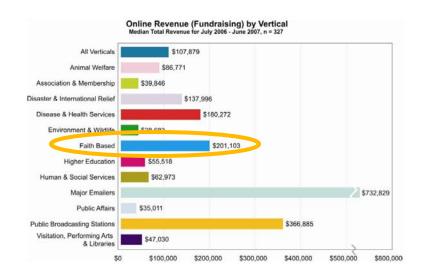


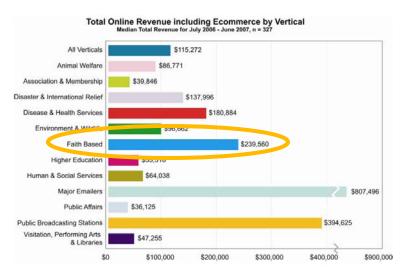
- Online revenue generation (including E-Commerce) grew at 26% per year across all verticals. Excluding E-Commerce, online fundraising grew at just over 23%.
- Faith-based organizations experienced positive total online revenue growth with an average year-on-year growth rate of 41%.
- Not all verticals experienced growth from the prior year. Disaster & International Relief experienced negative growth after record fundraising in 2004-05 because of the Asian tsunami and Hurricane Katrina.





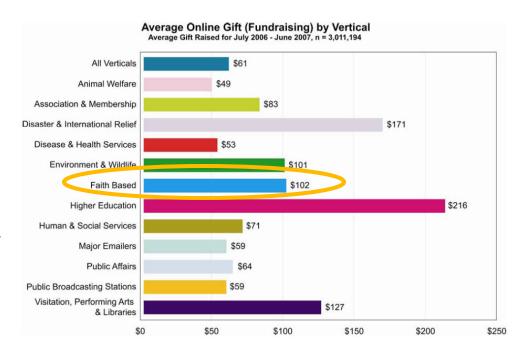
- PBS stations typically run massively-coordinated fundraising campaigns a couple of times a year with excellent results. In fact, the broadcast reach and strict channel coordination of PBS fundraising efforts could provide a rich model for increasing both online and total net income for ministries.
- Faith based organizations often have the most sophisticated and extensive eCommerce needs of any non-profit organization. While use of premiums for fundraising is common, direct product sales can sometimes make-up as much as 50% or more of the revenue mix.
- Integration and coordination between fundraising efforts and product sales is crucial. Key tactics include related product promotion around relevant site and email content.
- eCommerce increased online revenue by 19% over fundraising alone for faith based organizations.





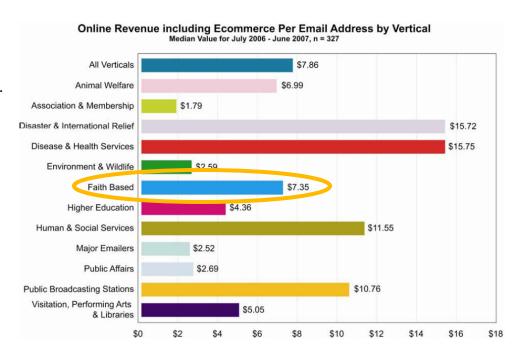


- The faith based vertical performs well with an average online gift well above the benchmark.
- Ministry donors tend to make more frequent gifts than in other segments: Tithing and recurring gifts are particularly important as faith-based donors tend to not only give more, but also to give more frequently, leading to a lower average gift but higher cumulative giving.





- The value of an email address is a way for nonprofits to gauge how efficiently they are generating online revenue from each online constituent. It does not factor in offline contributions.
- It is important to take a holistic approach here and remember that ministry and outreach to constituents occurs through the online channel. Therefore, many constituents will be seeking ministry initially and, as they are ministered to, the relationship will deepen over time.
- Many constituents will be lead to give through this ministry, but the relationship could take 6-12 months to mature through a variety of cycles including registering for information, deciding to invest in a product and then becoming an active donor.



Understanding and actively nurturing the relationship life-cycle is key to improving financial performance and the value of each constituent



- Information Architecture that enables site visitors to find and do what they want - and what you want them to do.
- Design that serves architecture and usability standards, and that makes desired actions clear and compelling.
- Usability that serves visitors and makes your most desired responses simple and easy to complete.





- Websites that exhibit best practices.
- Microsites that capture attention for campaigns, initiatives, books, events.
- Landing Pages that bring a unique focus to a single need, cause, or campaign.
- Donation Process that is always one click away, clear, compelling, strategic, and designed for giving, not purchasing.





- eCommerce process that is clear, compelling and user-focused.
- eNewsletters that minister to donors and reinforce the wisdom of supporting the ministry.
- eDevotionals that extend the ministry into the life of friends and donors without overwhelming subscribers.
  - ▶ Text or html devotionals
  - Video devotionals





- Reporting that monitors traffic, click patterns, response patterns.
- Analytics that use interactive data to analyze, interpret, and test site effectiveness with the goal of refining site structure and communication.
- Focus on the ministry content, tools, and opportunities that best serve site visitors. Focus is continually refined based on reporting and analytics.





## Learn from what people are clicking on



Here is a home page built on the Convio platform.

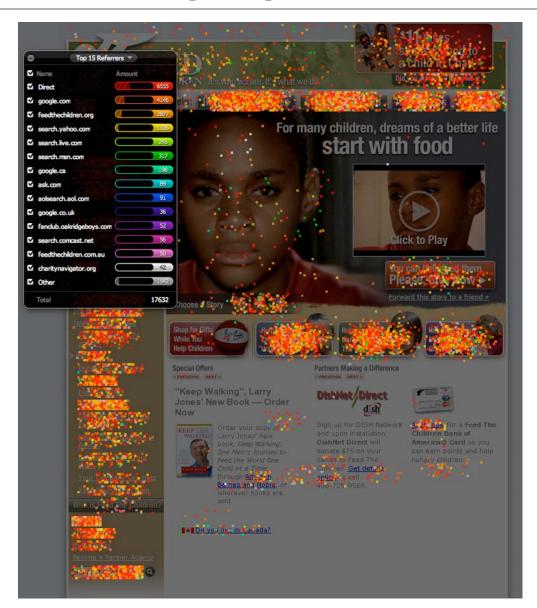
It uses good architecture, compelling design, and best usability practices.

But . . . What do people do with it?





## Learn from what people are clicking on:



The confetti trail shows where people are clicking.

Note: the tool does NOT visually track clicks on the Flash® video.





### Learn from what people are clicking on:



The heat map gives a visual clues to where people are clicking.

Note: the tool does NOT visually track clicks on the Flash® video.





## Learn from what people are clicking on:

#### Top 10 Home Page Click Patterns

|    | Tag | Text  | Clicks |
|----|-----|---|--------|
| 1  | div | video_video   | 1,923  |
| 2  | img | In the United States                                      | 1,444  |
| 3  | img | About Us  | 1,244  |
| 4  | img | Around the World  | 1,169  |
| 5  | img | click: Help Hurting Children in the United States »       | 1,062  |
| 6  | а   | Send a Donation Now!                                      | 974    |
| 7  | а   | About Us  | 891    |
| 8  | img | click: Help Hurting Children in Darfur »                  | 816    |
| 9  | а   | Contact Us »  | 690    |
| 10 | img | click: Help Hurting Babies at the Abandoned Baby Center » | 607    |

Tabular data (what you see above are the top 10 of more than 380 lines of spreadsheet data) gives you precise indicators of what people are clicking on most.



#### You CAN make lots of content work:







#### You CAN make lots of content work:







### eDevotionals are great ministry tools:



#### **CHOICES:**

You have

**VIEWERS** 

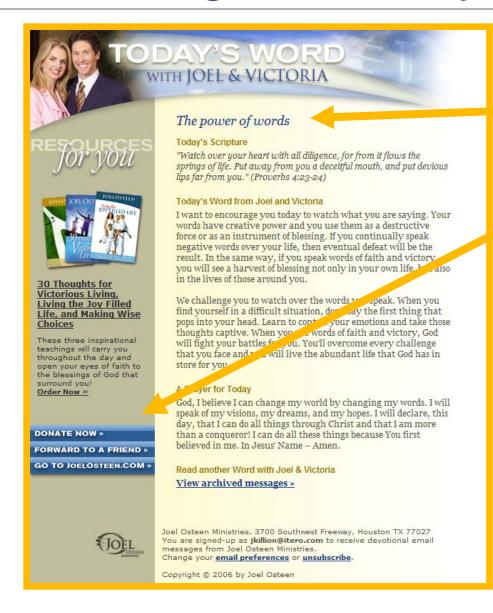
And you have

READERS





## eDevotionals are great ministry tools:



Some People Prefer Words

Most Readers Like Related Options





### eDevotionals are great ministry tools:



Video ministry is more than streaming!

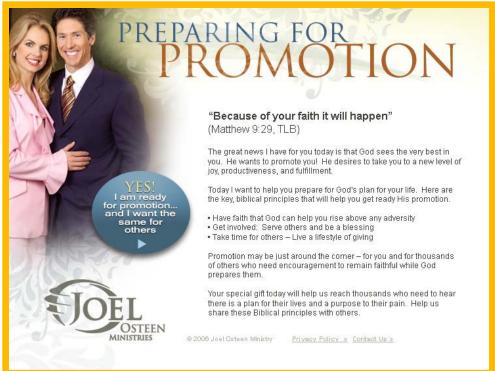
Use your video browser for more than video!





### **eAppeal** + landing page = response:



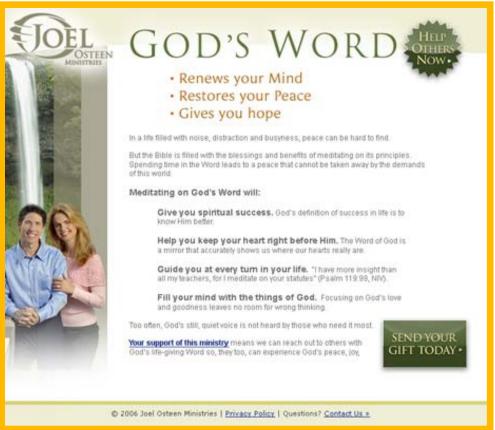






# **eAppeal** + landing page = response:









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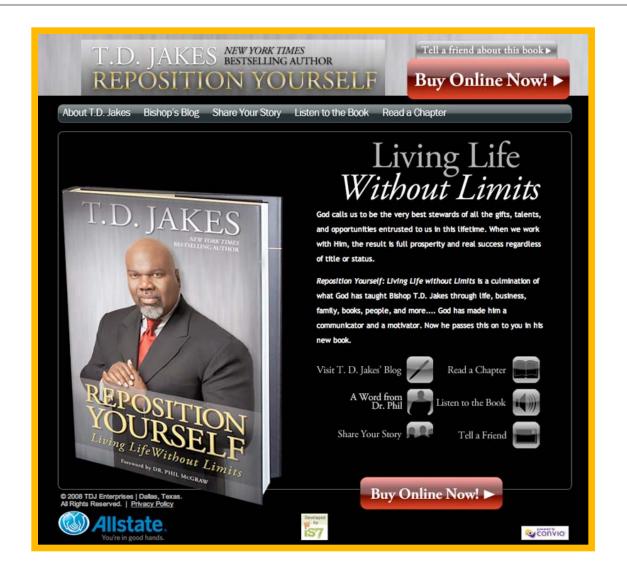








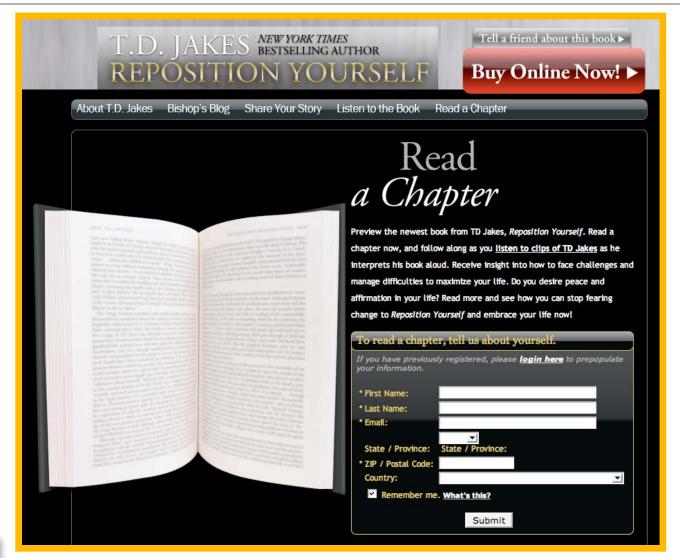
#### Harness the power of the microsite:







## Microsites bring powerful FOCUS:







#### Microsites allow you to promote with FOCUS:







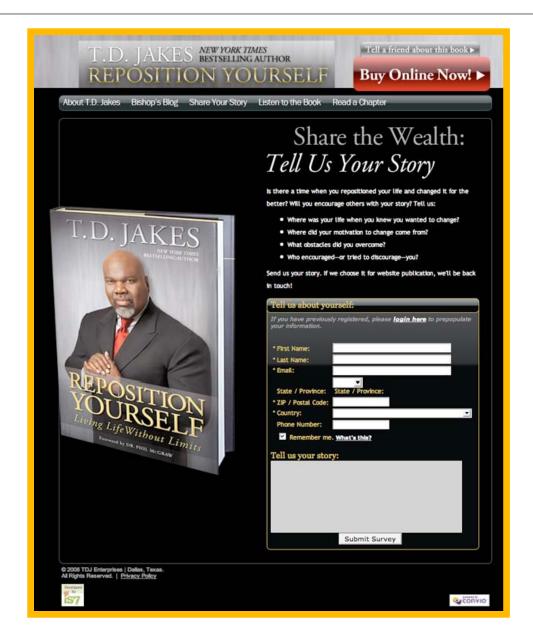
#### Microsites allow multimedia engagement while maintaining FOCUS:







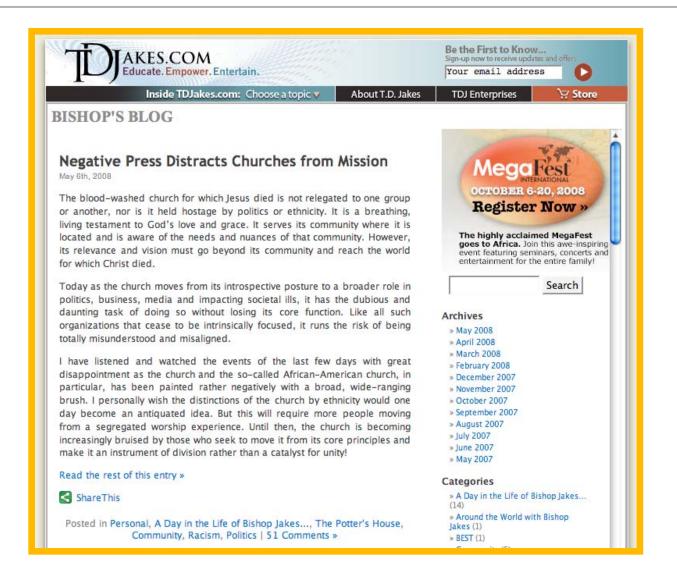
#### Microsites create focused interaction







#### Microsites allow you to selectively introduce friends to your main site







#### Good usability works across language barrriers:







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#### **Buttons demand attention and drive response:**

\$28 helps feed 2 families for a month



\$98 helps feed 7 families for a month





Help Hurting Children in Darfur









\$55 treats 500 children

Send a gift every month »

Recurring credit card giving is easy!

Can You Help Every Month?
YOU'LL MAKE A LASTING DIFFERENCE





#### **Buttons demand attention and drive response:**



will help cure a child crippled by clubfoot



will help provide surgery that can cure a child of crippling clubfoot



will help pay for the casts a child needs after clubfoot surgery













- Testimonies
- Class Format



















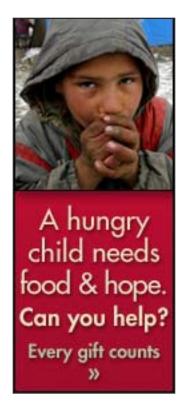


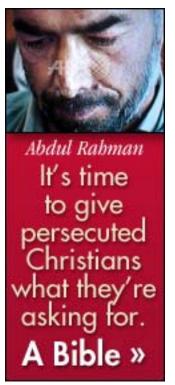






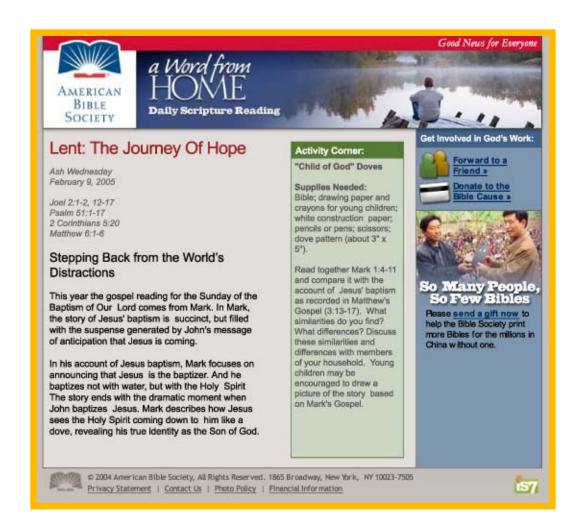




























#### Recapping the basics of effective eCommunication

- Help people find & do what they want quickly
- Think response by making it easy to respond
- Use the upper right for key action items
- Utilize buttons to draw attention & to drive response
- Keep it simple; usable is better than pretty
- Test, test, test . . . And adjust for greater impact





#### Time for your questions and discussion:





#### For Additional Information

- Learn about our solutions for faith-based groups: www.convio.com/faith
- Contact us for more information at www.convio.com/contact or 888-528-9501

