

Succeed Online In 2009 How to turn your resolutions into action

Blake Groves eCRM Specialist

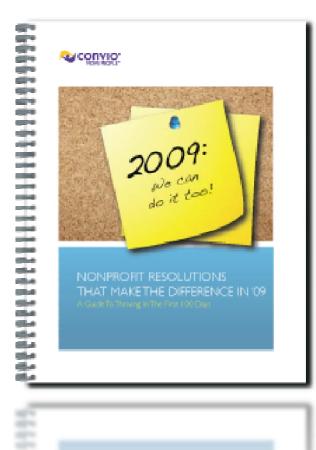






A New Year, A New Start For Nonprofits

- A recent online poll by Convio found:
 - ► 4 recurring nonprofit technology resolutions for 2009
- These resolutions inspired our first-ever technology resolutions guide featuring:
 - Best Practices
 - Priorities
 - Practical Tips for delivering results





In This Webinar

With any new initiative, the first 100 days are critical to success.

Today, we'll discuss:

- Top nonprofit resolutions for 2009
- Strategies you can put in place now to meet them
- Guidelines, best practices and priorities to adopt
- Suggestions for technologies to consider over the next year



What are you trying to achieve?

"I get up every morning determined to both change the world and have one hell of a good time."

"Sometimes this makes planning my day difficult."

E. B. White (1899 - 1985)



100 Days: Four Resolutions

- Make our Web site easier to use and more relevant, while taking our Web presence to the next level.
- 2. Focus more intently on our supporters and their needs.
- 3. Empower supporters to help tell our story, raise funds, reach new people.
- 4. Use social and participatory media to reach more people.

⊘convio[®]

Resolution #1: Make our website easier to use and more informative

What's the purpose of your site?

- Constituent expectations for online experiences have gone up.
 - 1. Think like a website visitor
 - 2. Cut the clutter
 - 3. Provide clear calls to action
 - 4. Allow for engagement
 - 5. Pay attention to video
 - 6. Tailor your content to the audience



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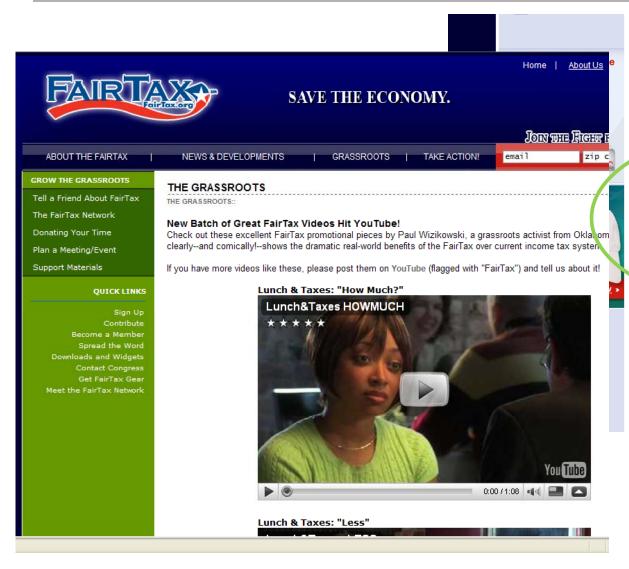


Establish Your Goals

- Define your goals first
 - Email Acquisition
 - ► Education/Influence
 - Awareness/Brand
 - Attract Volunteers
- Who are trying to talk to?
- What do you want them to do?
- Why are they visiting your site?



Video: FairTax



Opposition to the FairTax is bi-partisan in Washington. While most co-sponsors are Republican, those supporting the FairTax represent a minority of Republican Members. Eight years of majority rule by the GOP did not see the FairTax enacted. Democrats have been even less moved by the potential of the FairTax.

And yet, our campaign is rapidly growing across the nation.

Read more »

New Batch of Outstanding FairTax Videos Hit YouTube!

Check out these excellent new FairTax promotional pieces by Paul Wizikowski, a grassroots activist from Oklahoma. Paul's work



clearly—and comically!—shows the dramatic real-world benefits of the FairTax over the current income tax system. This is another fine example of the powerful grassroots activity that's helping to make the FairTax a reality!

Watch the .ideos now »

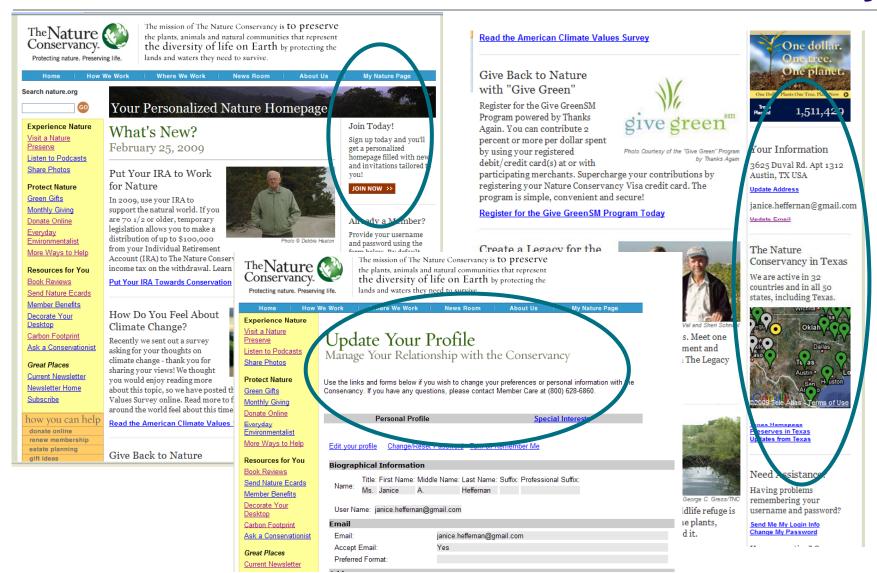
FairTax Versus Obama Tax Plan

Want to see how the President Elect's plan matches up to the FairTax? We've compiled a detailed chart comparing the Obama Plan to the FairTax in critical areas such as middle class tax cuts, jumpstarting the U.S. economy and creating new jobs.

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CONVIO®

Tailored Content: The Nature Conservancy





Design and Navigation

Before: Organizational Centered Nav





Welcome to the Autism Society of America, the voice of the autism community. Whether you are an individual with autism, a parent, family member or friend, professional or other interested advocate, consider joining ASA! Your involvement and financial contribution helps ASA get autism information into the hands of those who need it most and supports our efforts to promote education, awareness, and advocacy on critical issues. According to <u>statistics</u> from the U.S. Department of Education and other governmental agencies, autism is growing at a startling rate of 10-17 percent per year. At this rate, ASA estimates that the prevalence of autism could reach 4 million Americans in the next decade.

utism News: The Latest

3-Year-Old Raises Thousands for Autism

by Honors Cousin with Autism by Donating to ASA

egistration open for the ASA-APSE Conference Imagine...Everybody Works' is the theme for the

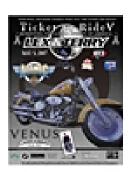
Imagine...Everybody Works' is the theme for the tay 10-11 conference in Columbus. Ohio

iscover Article "Understanding Autism" Breaks lew Ground

utism Society of America Advisors Herbert, Pessah, ames Featured in April Issue

Events and Conferences







2009 Convio Inc 11

Design and Navigation

After: Constituent Centered Nav



Self Assessment "Web Audit"

- Search results
- Engagement opportunities
- Acquisition vehicles
- Content of value
- Speed of updates
- Mapping of objectives to activities

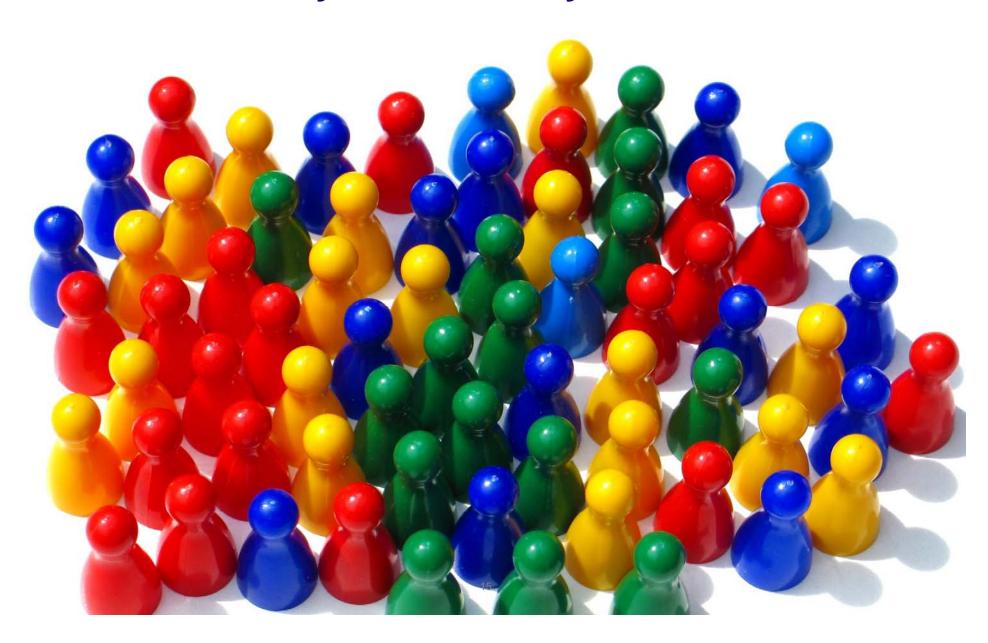


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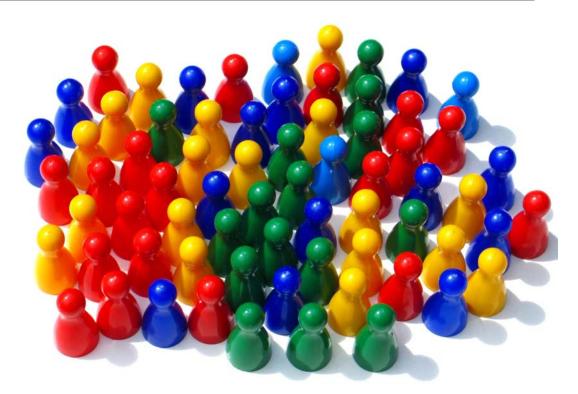


Understand my constituency as a whole



Resolution #3: Better know my supporters and their needs

- Better understand your constituency as a whole
- Better understand the individuals who make up the whole (targeting and segmenting)



How many of you currently/formally track Constituent feedback today?



Macro Level

- Ask for input and LISTEN
 - Establish a donor/constituent advisory panel
 - Ask for feedback in your newsletter
 - Solicit suggestions from donors on a regular basis (outside a panel)
- Track your web metrics
- Monitor external sources



Google Alerts: www.google.com/alerts

Settings | FAQ | Sign out



Welcome to Google Alerts

Google Alerts are email updates of the latest relevant Google results (web, news, etc.) based on your choice of query or topic.

Some handy uses of Google Alerts include:

- monitoring a developing news story
- keeping current on a competitor or industry
- getting the latest on a celebrity or event
- keeping tabs on your favorite sports teams

Create an alert with the form on the right.

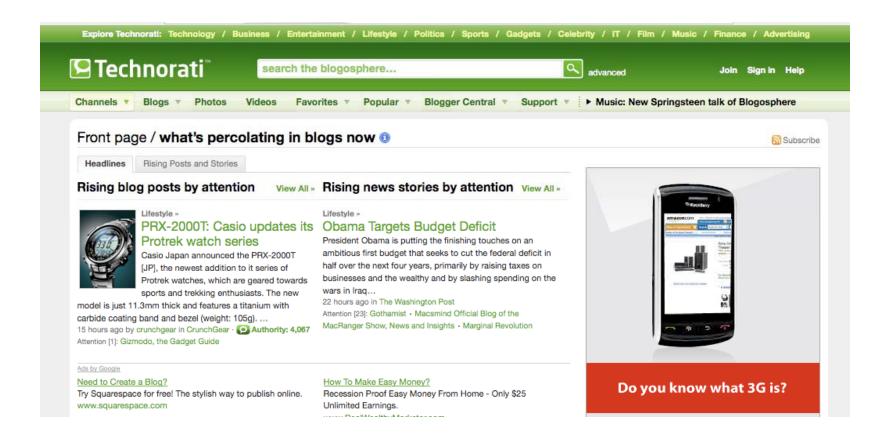
You can also click here to manage your alerts



© 2007 Google - Google Home - Google Alerts Help - Terms of Use - Privacy Policy



Technorati: www.technorati.com



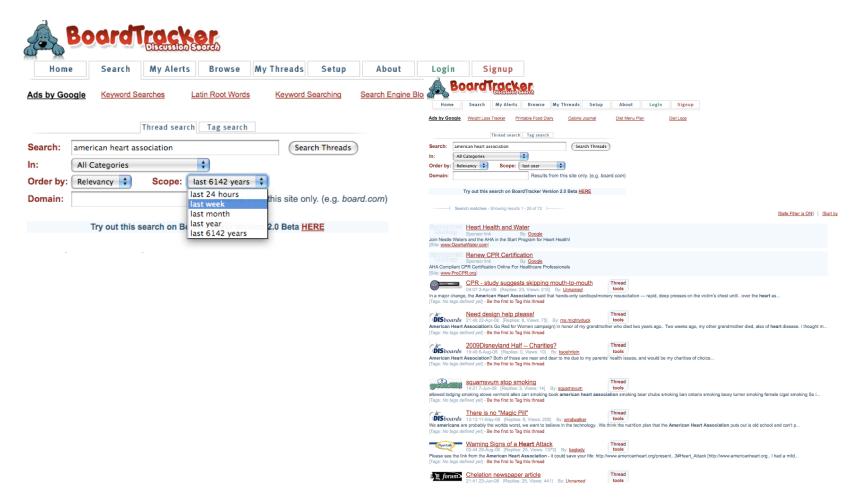


Tweet Scan: www.tweetscan.com





BoardTracker: www.boardtracker.com





Interact on an individual level





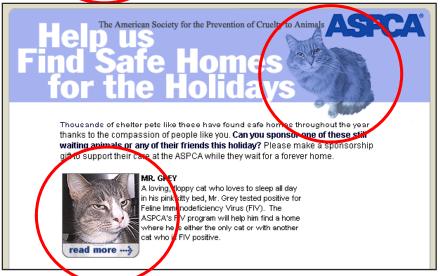
Individual Level

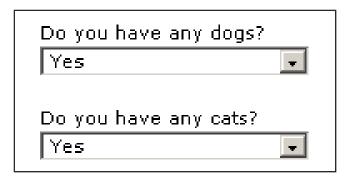
- Develop advanced profiles of users
- Target and segment appropriately
- Invite supporters to help you build your online community and listening strategy
- Invite constituents to blog about you, join your community group, or review you favorably



Targeting for Success







Results:

- Open rates 26% higher
- Response rates 2x higher



Homework for today!

check out:
Google alerts
Technoratí
Tweetscan
Boardtracker

And identify 3 key segmentation criteria.



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Resolution #1: Empower supporters to help tell our story, raise funds, reach new people.

- Your supporters can be your best evangelists
- Optimize your dialogues with them online
 - ► Empower them on your Web site *and* outside of your Web site
 - Engage them with Active Empowerment Tools



Peer-to-Peer Solutions

- Peer-to-Peer solutions are active empowerment tools that enable your constituents to create Web sites and campaigns through your system/site
- What can you do with peer-to-peer solutions? Your members, donors, and activists can:
 - Host small, local events
 - Create personal fundraising pages
 - Create tribute Web sites
 - ▶ Tell their/your story?
 - ► Post information about your organization wherever HTML is published

Case Study: Jewish National Fund



"[Viral marketing strategies have] given us the opportunity to expand our donor base. We're seeing that in terms of the growth in contributions and the amount of involvement by people in JNF." — Mitchel Rosenzweig, CFO

- Annual "Alternative Spring Break"
- JNF provided suggestions and guidance to maximize fundraising
- Participants created their own fundraising pages
 - 370 pages created
 - Avg 37 requests; 9 donations
 - \$216,806 raised
 - ▶ 1 student raised over \$8,000 by hosting own fundraising event





Online Organizing for Offline Results



- Volunteer at a clean up
- Do not need to have a fundraising focus
- Results
 - ▶ 351+ Registered Events
 - 53k+ Volunteers
 - 341 Event invitations sent
 - ▶ 799 RSVP's
 - ► Invitation Acceptance Rate of 10.26%
 - Captured 340 new activists





Off Your Site





Help Easter Seals provide help, hope and answers to individuals and families living with autism.

☑ Keep me up to date via Email. Accept





Sample Goal Text Sample Achieved Text

Help Faster Seals provide help hope and answers to individuals and families living with autism.

Accept

Widget Option #3



Sample Goal Text Sample Achieved Text

Help Easter Seals provide help. hope and answers to individuals and families living with autism. Goal:

✓ Keep me up to date via Email. Accept



facebook Profile Inbox 1 Home Friends

Conservation International

Give a Gift | Invite Friends

Get the Newsletter

The first step in joining the green movement and making a lasting difference for the natural world is to be informed. Sign up for CIs eNews Updates to receive monthly e-mail bulletins on breaking environmental news and conservation achievements. Youll also receive timely alerts and useful tips on how to live greener and make environmentally responsible choices.

Signing up is easy. Just fill out the form below and click Sign Up. View a sample newsletter here.

Subscription information:

* Email:

Remember me.

Sign Up





BRUSH UP ON YOUR FROG FACTS

Large Day is fast appreciating, so why not bookly our kno and told their Three simp creatures have some proof tables that registrate our hop and of your chair. Could it Pithod is "boad inchesg"? How do thoga choose lovers? On Till list and impress your thends with your newfound kno

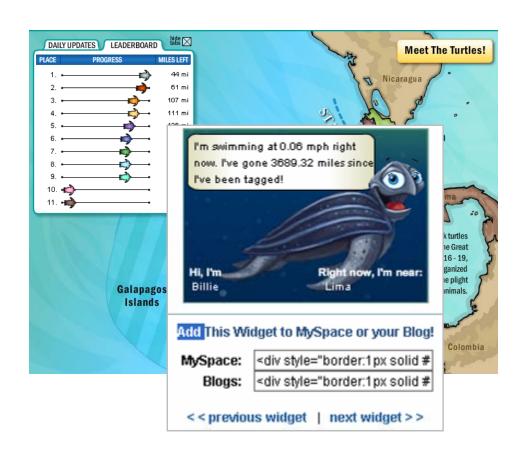
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Case Study: Conservation International



- Combined the power of social networking with a fun, creative, yet simple campaign
- Added 50k emails in 2 weeks
- Used widgets and social networks (MySpace, Care2, blogs) to spread the word
- Embedded Convio registration on Yahoo!





Benefits of Social/Participatory Media

- Provide new value to current constituents
- Support external marketing through better public education, communication, and branding
- Create online communities that connect your organization more personally to constituents, and constituents to one another
- Reach, inspire, and retain a strong supporter base



Establish Your Goals

- Define your goals first
 - Drive interest
 - Encourage donations
 - Strengthen community involvement
 - Get feedback on how your nonprofit is performing
 - Reach new people
- Embrace the right strategies, and your constituents will actively participate in your success.



Getting Started – 5 Key Steps To Success

- Before launching a social or participatory media program, consider these 5 steps:
 - Know your audience and the community you want to engage
 - 2. Align social media tools with organizational objectives
 - 3. Establish operating procedures and policies
 - 4. Identify organizational resources
 - 5. Evaluate



Case Study: Capitol Area Food Bank Of Texas



- Organized a "Tweet-Up"
- For each comment left on the Tyson Relief Blog Tyson donated 100 lbs of meat
- In a matter of hours:
 - ▶ 600+ comments
- Resulting in 35,000 lbs of meat to the food bank

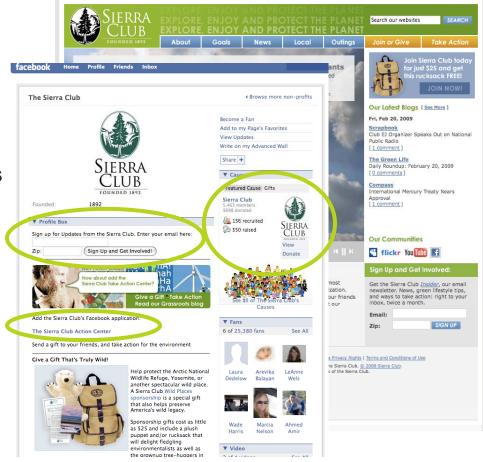


Case Study: Sierra Club



Quick blurb here about how the campaign utilized Facebook to reach more people and quickly....

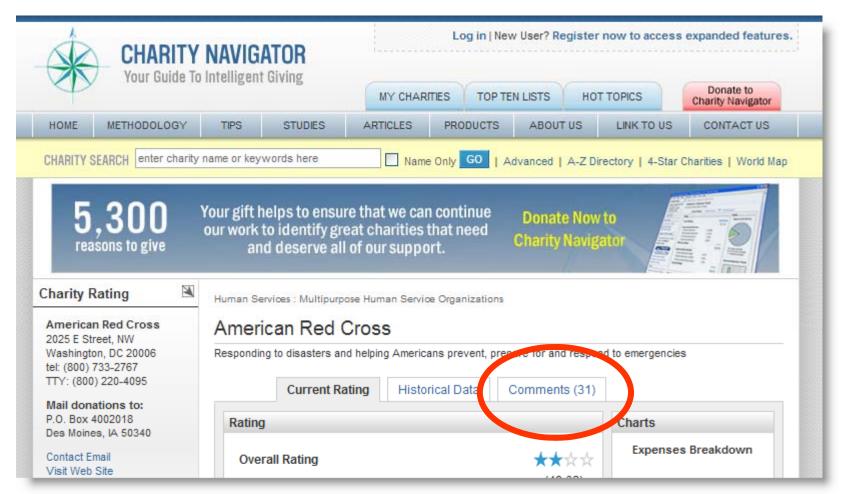
- Created a custom Facebook Application
- Users have the option to:
 - Gift virtual gifts related to the environment to Facebook friends
 - Send messages to Congress about current environmental issues
 - Read recent blog entries from the Sierra Club
 - Sign up for a number of Sierra
 Club newsletter publications
- Over 3,000 action center members to date





Encourage Engaged Supporters

Charity Navigator: www.charitynavigator.com





How to implement successfully

Participate Encourage Educate Promote Recognize





Make 2009 The Best It Can Be – one step at a time.

- Invest in technology that helps people engage with your organization
- Invest in tools that help you focus on your mission and programs
- Start now, but don't feel like you have to try it all at once
- Work with a technology partner that understands your goals



About Convio

 Leading provider of software and consulting to help nonprofits drive support online













 Focus on helping nonprofits get results from their online investment

capabilities



































Thank you!

Presentation slides will be sent via email within 3-5 business days.

If you have any questions please call 888-528-9501 Ext 1 or email us at info@convio.com.





