WEBINAR

SOCIAL-SAVVY P2P:

How to Socialize Your Event & Kick-Start Your Fundraising Goals

START TIME: 11am CT (12pm ET, 9am PT)
Toll-Free Number: 1-800-754-1382







Presenters



Robyn Mendez @robynmendez Moderator & Product Marketing Manager, Convio, a Blackbaud Company



Donna Wilkins @donnajwilkins President, Charity Dynamics



A Few Logistics

- Attendees will get copies of the slides and a link to the recording
- Ask a question any time via the onscreen Q&A chat box, but saving discussion for the end of the session
- This session is being recorded!

Join us for a post-webinar Twitter Chat: #P2PSocial





Stay Tuned!

win a 1:1 consultation with Charity Dynamics for a social media assessment for your organization (drawing during wrap-up & must be present to win)







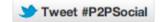


Social Landscape

Social 2.0 – Meaning for Events?

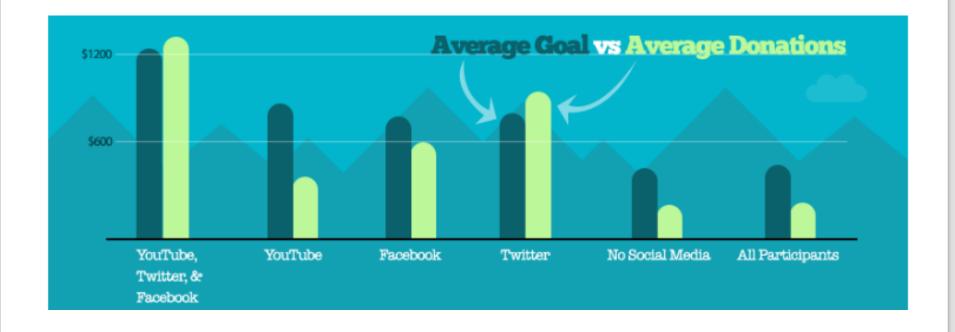
- The Communication Revolution
- Participants Expect:
 - Relevant, Timely Communications
 - Consistent, Multi-channel Messaging
 - Easy-to-use Fundraising & Communication tools







Social Media Impact on Fundraising

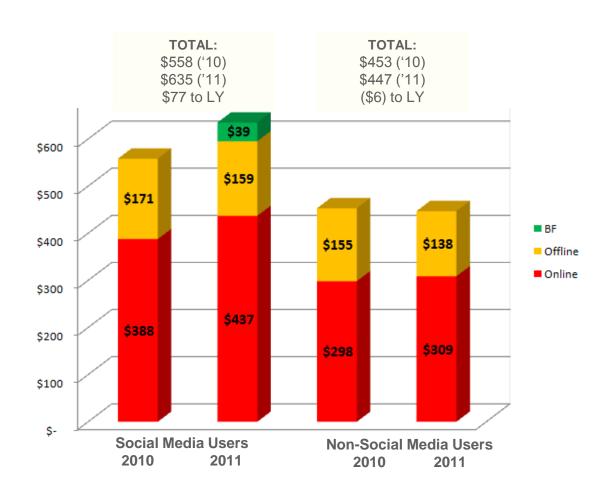


Source: Blackbaud Social Giving Report 2011





Social Media Impact on Fundraising







Lifetime Value

- Short term: Increased registrations and number of donations
- Long term: Increased retention and larger individual giving amounts

Team Captains Fundraise

4X more

than Individual Walkers

Returning Walkers
Fundraise
3X more
than First Year Walkers

Source: Convio's Peer-to-Peer Event Fundraising Benchmark™ Study





Returning Participant Value



Source: Convio's Peer-to-Peer Event Fundraising Benchmark™ Study





Today's Conversation

- What are the Steps to Getting Started?
- Strategies and Tools to Socialize Your Event
- Empowering Your Participants
- Keeping the Dialogues Going
- Measuring What Matters





Getting Started

What are the steps to get going?

The Best Fit

	Increase Event Fundraising	Increase Event Participants	Increase Event Engagement	Increase Event Awareness
f	✓	V	✓	V
B	✓	✓	✓	✓
B	~	✓	✓	✓
g+	~	✓	✓	✓
P			✓	~
			✓	✓
You	/	✓	✓	



Which Social Channel Is Best For Your Participants?

	Demographics for Popular Social Media					
	Total Users	Gender	Age	Education	Household Income	
Facebook	845 M Active Users	57% F 43% M	14% 13-24 18% 25-34 22% 35-44 46% 45+	9% < HS Diploma 10% High School 57% Some College 24% Bachelor's +	9% < \$25K 33% \$25K-\$50K 47% \$50K-\$100K 11% \$100K+	
Twitter	I27 M Active Users	59% F 41% M	19% 0-24 23% 25-34 25% 35-44 33% 45+	9% < HS Diploma 8% High School 59% Some College 24% Bachelor's +	15% < \$25K 38% \$25K-\$50K 37% \$50K-\$100K 10% \$100K+	
Google +	90 M Unique Visitors	20% F 71% M	50% 0-24 28% 25-34 11% 35-44 11% 45+	N/A	N/A	
P interest	21 M Unique Visitors	82% F 18% M	10% 0-24 26% 25-34 29% 35-44 35% 45+	5% < HS Diploma 9% High School 61% Some College 25% Bachelor's +	7% < \$25K 37% \$25K-\$50K 46% \$50K-\$100K 10% \$100K+	
FourSquare	I5 M Total Users	58% F 42% M	9% 0-24 32% 25-34 36% 35-44 23% 45+	2% < HS Diploma 6% High School 52% Some College 35% Bachelor's +	13% < \$25K 37% \$25K-\$50K 37% \$50K-\$100K 13% \$100K+	



Trends & Old Favorites



Facebook
is still the
pack leader



Priorities To Keep In Mind

- Go to where THE MOST people are.
- Go where YOUR people go.
- Stay where you ALREADY are.
- Leverage EARLY adopters.





Where to Focus

- Easy to Register
- Easy to Share
- Easy to **Donate**
- Easy to Go from Participant to Fundraiser











4 Steps for Success

✓ Socialize Your Site

EmpowerParticipants

Keep Dialogues
Going

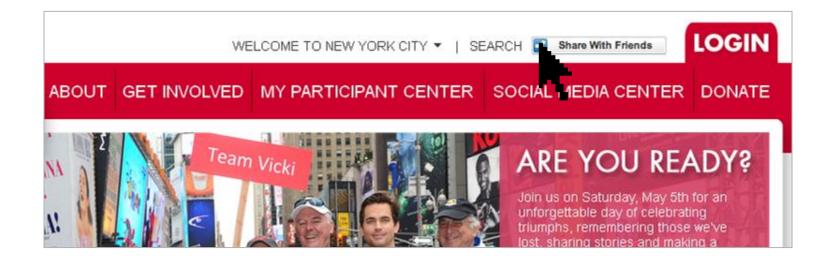
Measure What Matters

Step 1: Socialize Your Site

Social Sharing





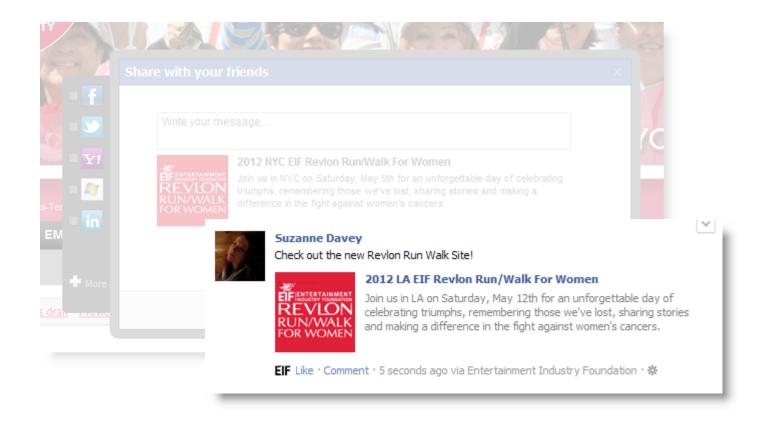














American Cancer Society – Facebook Share for Donors

THANK YOU FOR YOUR DONATION!

Because of your support, \$40.00 will be applied to the American Cancer Society's life saving work!

Your support allows the American Cancer Society to:

- Help people stay well by helping people everywhere take steps to prevent cancer or detect it early, when it's most treatable
- Help people get well by being in their corner around the clock to guide them through every step of their cancer experience
- Find cures by funding groundbreaking research that
 helps us understand cancer's causes, determine how best to prevent it, and discover new ways to
 cure it
- Fight back by working with lawmakers to pass laws to defeat cancer and rally communities worldwide to join the fight

If you would like more information about cancer or the American Cancer Society's programs and services, please call us anytime at 1-800-227-2345 or go to cancer.org.







American Cancer Society – Facebook Share for Donors







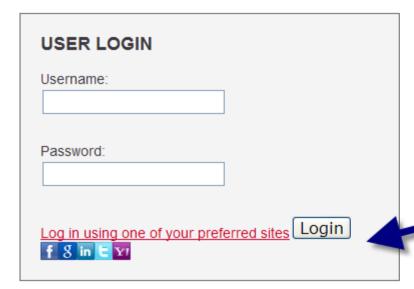
Login with Social Media





Login with Social Media

Participant Center Login



Forgot your login information, click here.







Research For Scientists **Get Involved**

Locations

Life With Diabetes

Publications

Advocacy

About JDRF

Donate

Log In

Share This Page:













Elite Principal Partners

Principal Partners











Ford Motor Company

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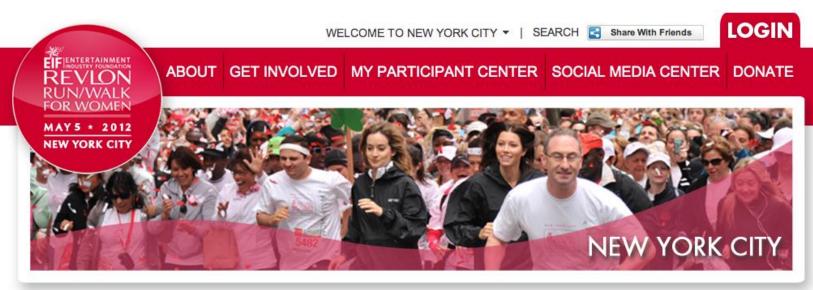
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Social Landing Page





Social Landing Page



NYC Social Media Center

Stay in the know with all the chatter and updates for the 2012 NYC EIF Revion Run/Walk!

Want to be a little competitive? Check out what LA is up to by going to the 2012 LA EIF Revlon Run/Walk Social Media Center.

May 5, 2012

9 Days Until the 2012 NYC EIF Revion Run/Walk Register Today



FACEBOOK COMMENTS

Like us on Facebook and follow the fun conversations!





Create an account or log in to see what your friends like.



EIF Revion Run/Walk For Women on Facebook





EIF Revion Run/Walk For Women

Cascadian Farm will be at the New York Run/Walk on May 5th! They will have lots of organic deliciousness to share, so be sure to come hungry!

3 minutes ago



9,429 people like EIF Revlon Run/Walk For Women.









Roberto























Google Google



FLICKR FEED PHOTOS

Snapshots of some of our favorite moments from previous events!







YOUTUBE EVENT VIDEOS

Be inspired by captured moments from the EIF Revion Run/Walk!







OUR LATEST TWEETS

Twitter.com/EIFRevlonRW_NY





EIFRevlonRW_NY use Discount Code: FIGHT to save \$5 off registration at revionrunwalk.org through February 29th 6 days ago · reply · retweet · favorite

EIFRevionRW_NY Use Discount Code: FIGHT to save \$5 off registration at revionrunwalk.org through February 29th 6 days ago · reply · retweet · favorite

EIFRevionRW_NY Happy New Year! Who's excited for the 2012 Revlon Run/Walk!?! 39 days ago · reply · retweet · favorite

EIFRevionRW_NY RT @chelseapiersnyc: Beat Cancer Bootcamp Powered by @Yurbuds @ Sports Center to benefit EIF's Revlon/Run Walk-register today! bit.ly/p8TUu8 178 days ago · reply · retweet · favorite

Join the conversation

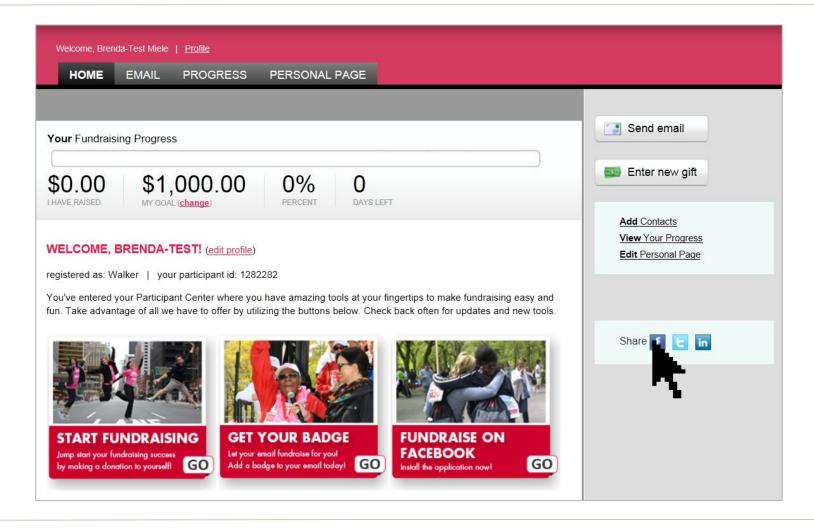
Step 2: Empower Participants

Social Sharing





Participant Center – Social Sharing







Participant Center – Social Sharing

The economy is tough... having breast cancer is tougher!

Saturday, May 12th (day before Mother's Day), 2012, from 8 AM - 12PM, my family, and a team of friends, patients, and colleagues, will run, walk or stroll a 5K (3 miles) route in the REVLON RUN/WALK FOR WOMEN. This event is in support of RESEARCH FOR BREAST AND OVARIAN CANCER... a cause that has touched everybody's life, whether yourself, a mother, a daughter, a sister, a wife, an aunt, a niece, or a friend. Though rare, even men are afflicted with the dastardly disease of breast cancer. Once a year I put this major plea out to everyone on my e-mail list. Please come join us & if you can't, please donate.

FUNDING FOR RESEARCH HAS PULLED US OUT OF THE DARKNESS. Drastic measures such as Lorelle's are the only options at this time. BUT, WITH YOUR HELP, EVERYTHING IS POSSIBLE. Less invasive procedures will become available to prevent breast/ovarian cancer. All the women of the world, including your daughters & granddaughters will be free.

Thank YOU, Ian Taras (http://drtaras.weebly.com/cancer-philanthropy---drtarascom.html)



Donate to Ian!

Join Ian's Team!

Visit Ian's Team Page

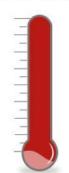
My Personal Web Log

Topics

Participant ID#: 1002164



Dr. Ian Taras MD



Fundraising Honor Roll

Doreen & Dr Ed





Participant Center – Social Sharing



Add a comment...

Comment



Nayda Vega · Los Angeles, California

Thank you Zeke! for your donation! & everyone please visit. They not only have the best shoes but they help causes!

http://lorinsantamonica.com/

Reply · Like · February 8 at 4:37pm



Nayda Vega · Los Angeles, California

thank you to the my first sponsor Anonymous lots of love & thank you once again!

Reply · Like · February 7 at 2:38pm



Nayda Vega · Los Angeles, California

Thank you Michael Garrie for always supporting me!! You Rock!!!!

Reply · Like · February 7 at 3:21pm



Nayda Vega · Los Angeles, California

Scott Carr Thank you so much for your donation!

Reply · Like · February 8 at 8:13am





Fundraise with Facebook

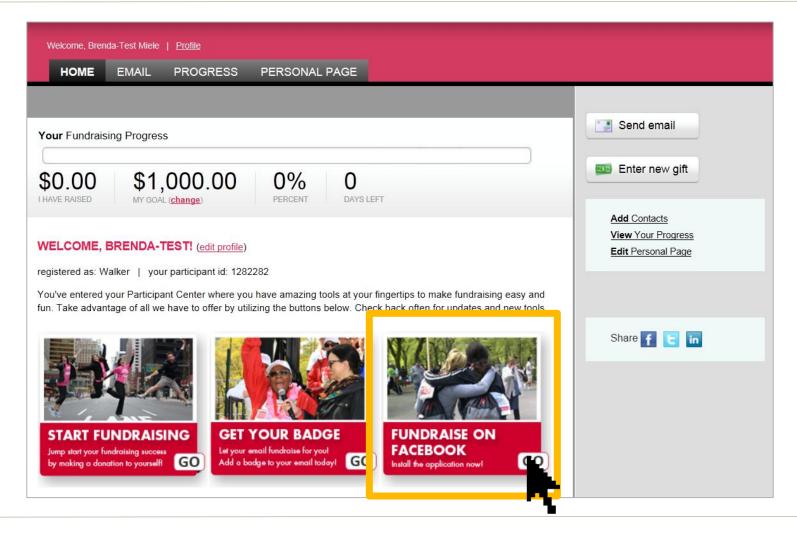
boundlessFUNDRAISING™







Fundraise with Facebook







Fundraise with Facebook







Get the Word Out

- I am participating in 2011 Walk MS: Austin! Please support me with a donation by clicking this link.
- Please join me in supporting National MS Society by clicking this link!
- Amanda has raised \$0 toward their goal of \$225 for 2011 Walk MS: Austin. Please support Amanda with a donation by clicking this link, and join the movement toward a world free of MS!
- Write your own message.

Share with Friends

Scripted newsfeeds

Friends can donate & spread the word



National MS Society

I am participating in 2011 Walk MS: Austin! Please support me with a donation by clicking this link.

145 Like Comment Donate a few seconds ago via National MS Society



Share Your Story Scheduled Newsfeeds Share Video Schedule Newsfeeds to Remind Your Friends of Your Participation & Fundraising for Relay for Life 2012 Blueprint Scheduled Newsfeeds Countdown (Sent 90 days before the event) Three more months until the Relay for Life 2012 Blueprint. Support me with a donation today! Countdown (Sent 60 days before the event) Two more months until the Relay for Life 2012 Blueprint. Support me with a donation today! Countdown (Sent 45 days before the event) 45 days until the Relay for Life 2012 Blueprint. Support me with a donation today! Countdown (Sent 30 days before the event) 30 days and counting until this year's Relay for Life 2012 Blueprint. Support me with a donation today! Countdown (Sent 15 days before the event) Just 15 more days until this year's Relay for Life 2012 Blueprint. Can I count on your support? Countdown (Sent 5 days before the event) Relay for Life 2012 Blueprint is 5 days away. Plenty of time for you to make a donation! Eve of Event (Sent 1 day before the event) Relay for Life 2012 Blueprint is tomorrow ... It's not too late to make a donation! Thank you (Sent the day after the event) Jonathan Drennan Thank you to everyone who supported me for Relay for Life 20 Progress Update (Sent every Tuesday leading up to the event)



Scheduled & Automated Newsfeeds Make Fundraising Easy



2010 Making Strides of Central Park NY secure3.convio.net

Jonathan has raised \$125 for the 2010 Making Strides of Central Park NY towards the goal of \$500. Please support Jonathan with a donation.

October 15, 2010 at 12:19pm via American Cancer Society - Making Strides · Like · Comment

🖒 Beth Pearson likes this.

Write a comment...



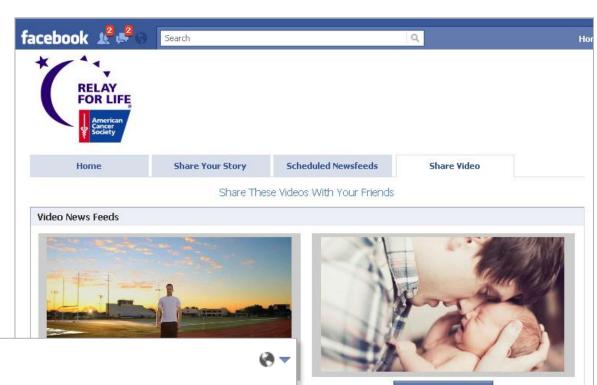


Save Updates

I have raised \$0 so far for the Relay for Life 2012 Blueprint. Ple

© 2011 Charity Dynamics, Inc. Powered by Boundless Fundraising TM.

Rich Media Streams



Jonathan Drennan

check out this video!



Celebrate more birthdays!

I Relay to Celebrate the lives of people who have battled cancer. Support me with a donation today!



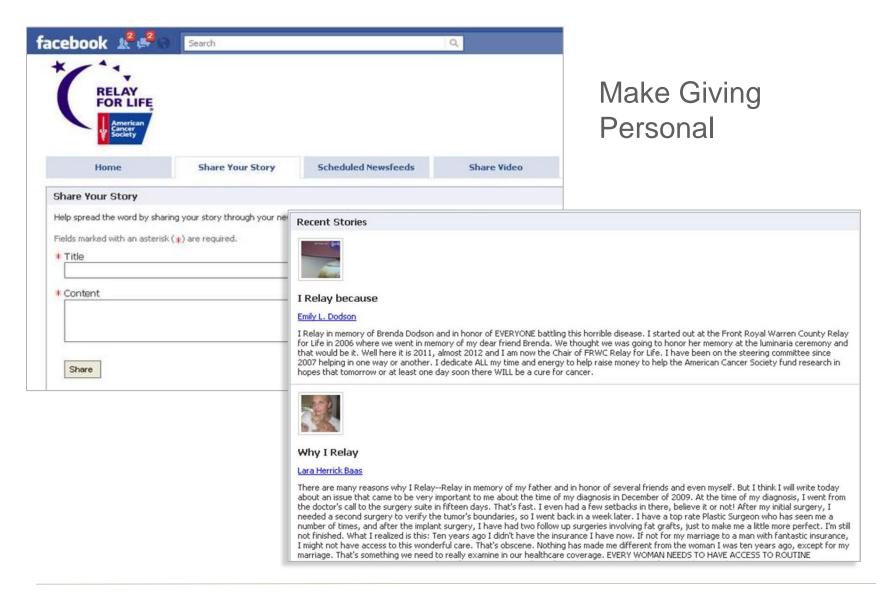
Share with Friends

I Relay to Remember loved ones lost to cancer. Support me with a donation today!





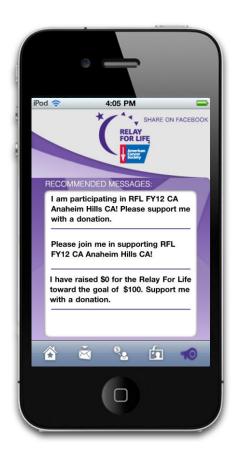




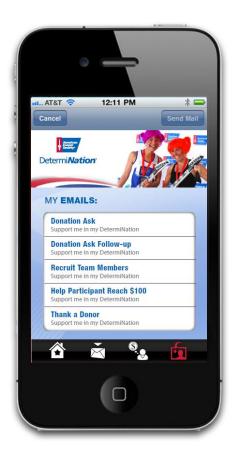




Post to Facebook



Send Emails







Step 3: Keep Dialogues Going

Packaged Content

TAKE STEPS BE HEARD FOR CRORN'S & COLITIS		National Take Steps - April 2011 eCommunication Calendar						
The World				2-Apr	9-Apr	16-Apr	23-Apr	30-Apr
Update vour			facebook.	Post: "Be sure to "Like" CCFA on Facebook and tell your friends to check us out!"	Post: "By participating in Take Steps, you're leading by example!"	Post: "Encourage your friends (via Facebook post or tweet) to check out CCFA online:	Encourage all Facebook Fans to update their Profile photo to the Take Steps logo for at	Post: "By opting to "Like" CCFA on Facebook, you can help us get the word- out and raise awareness"
		Updates	facebook	Post: "Are you raising money for CCFA with Take Steps? It's a fun and easy way to get	Post: "With 1.4 million Americans affected, most of us can say we know someone suffering from		Post: "Take Steps needs your help! Join us in raising awareness, raising funds & raising	Post: "Did you know? CCFA makes fundraising easy - they have an App for that!"
Facebook Fan Pag Twitter account w messaging on recommended dat	rith	Social Media U	Ewilter	Tweet: "Show your support for IBD sufferers - 'Follow' Take Steps on Twitter"	Tweet: "By participating in Take Steps, you're leading by example!"	Tweet: "Encourage your friends (via Facebook post or tweet) to check out CCFA online: www.ccfa.org"	Encourage all Twitter fans to update their Profile photo to the Take Steps logo for at least one week.	Tweet: "By opting to 'follow' CCFA on Twitter, you can help us get the word out and raise awareness"
		**	Cuffbar	Tweet: "Are you raising money for CCFA with Take Steps? It's a fun and easy way to get involved!"	Tweet: "With 1.4 million Americans affected, most of us can say we know someone affected by IDB. Fundraising for CCFA will help find the cure"	Retweet any important Crohn's or colitis related news	Tweet: "Take Steps needs your help! Join us in raising awareness, raising funds & raising the spirits of IBD sufferers!"	Post: "Did you know? CCFA makes fundraising easy - they have an App for that!"
Update your Facebook Fan Page Twitter account with messaging on recommended dates	ge /	l Media : - Holiday	facebook.					
	tes	Social Updates -	Ewilder					



5 Tips: Keep the "Social" in Social Media

- 1. Reserve time to monitor your social media channels presence on a regular basis.
- Respond to comments or questions made by your followers on your posts
- 3. Ask logical, relevant questions of your followers in posts
- 4. Repost / Retweet interesting relevant posts from others engaging with you on social media
- 5. Keep your social media activities going yearround.



Step 4: Measure What Matters

Basic Measurements

- Raise More Money
- Participants to reach more money
 - Increase number of donors
 - Increase average gift size
- Recruit New and Retain Repeat Participants
 - Increase registration
 - Increase team size
 - Increase percent event participation
 - Increase retention





Impact Measurements

Direct Results

- Sourced registrations
- Sourced donations
- Sourced engagement

Impact

Are participants participating in channel?

- Stronger fundraisers
- More likely to attend event
- Recruiting more people
- More likely to return next year





Sourced Measurements

Fundraising

Total \$s

\$ / Participant

Donors / Participant

Average Donation Amt

Recruiting

Total Registrations

Registrants / Participant

Total Fundraising of Registrants Engagement

% clicking through and taking action

Increase in average activity within 24-48hrs

Next year registrations





Key Takeaways

- Your events will be more successful with social media
- Four areas of focus:
 - 1. Socialize Your Site
 - 2. Empower Your Participants
 - 3. Keep the Dialog Going
 - 4. Measure What Matters
- Make sure you have the right tools in your quiver





TeamRaiser

Convio Luminate™ + TeamRaiser

Multi-Channel Engagement with Luminate CRM

With Luminate CRM you can bring together the online world with the offline to maximize the value of your relationships across every channel:

- Use Luminate CRM dashboards to track key event, participant, team and donor metrics.
- Use Luminate CRM analytics to gain predictive insights that allow you to increase event participation and re-participation, and prevent churn of top fundraisers and teams.
- Use Luminate CRM to integrate your online knowledge about your TeamRaiser constituents to enhance your direct response messages and appeals.

Extend Your Reach Further with Luminate Online

The Luminate Online marketing suite allows you to broaden engagement with your peer-topeer fundraisers. With Luminate Online, your TeamRaiser experience is supported with:

- Management of your event website content for a personalized constituent experience.
- Reliable and consistent email deliverability with tools to build audience segmentation groups and manage all online communications.
- Multi-Affiliate Management options for organizations that support local affiliate / division events.
- Ability to run detailed reports at a program, event, team, and / or individual performance level across key metrics.

Learn More: www.convio.com/luminate







WINNERS!

Free 4-Hour 1:1
Social Media Assessments







Q&A

Twitter Chat: #P2PSocial

More Information

- Convio TeamRaiser™
 - Web: www.convio.com/teamraiser
 - Email: hpoulin@convio.com
 - Phone: 888.528.9501

- Charity Dynamics
 - Web: www.boundlessfundraising.com
 - Email: info@charitydynamics.com
 - Phone: 512.241.0561

