Gateway to Crowdfunding action learning course

Raise funds, learn new skills and thrive!

Session 6: Developing a Successful Social Media Campaign



Welcome & GlobalGiving

Photo: The Nyaka AIDS Orphans Project

GET READY

Close emails & documents

Turn your mobile phone off

Be open and ask questions

Be positive

Share constructive feedback

Use Chatbox not Q&A Have fun



Key Dates

- 28th October Deadline to Submit Project Pages
- 14th November Gateway to Crowdfunding Challenge Begins
- 19th December Gateway to Crowdfunding Challenge Ends



Plan each step of your crowdfunding campaign

Create an weekly activities plan to share with your team and keep you on track



Set a goal. Evaluate what is working and not working throughout. Review at end.

🗱 GlobalGiving

Agenda

- Website Widgets
- Why Social?
- Facebook
- Twitter
- Looking pretty
- Analytics your new best friend

Website Widgets

← → C 🗋 www.globalgiving.co.uk/projects/support-for-children-in-flooded-areas-of-serbia/			
	Coogle Hap data 62015 Imagery 62018 NASA	lgiving.co.uk/projects/suppor Widgets Put a widget or button on you	t-for-children-in-flooded-areas-of-serbia/share/#
	Promote This Project On Your Site Put a widget or give now botton on your website or blog to help this project reach its fundraising goals.	Support for Children in Flooded Areas of Serbia	Javascript Widget Use Ctrl+C or %+C keys to copy code <pre><script button="" html.<="" src="http://</pre></td></tr><tr><td></td><td>RSS Updates</td><td></td><td></td></tr><tr><td></td><td>Get Updates via Email e-mail ign up We wort share your e-mail with anyone or send you any other emails.</td><td>give now</td><td>Note: This widget may not work on all blog platforms unless you have admin rights and can add the code to</td></tr><tr><td></td><td></td><td>GlobalGiving</td><td>your site template.</td></tr><tr><td>globalgiving.co.uk/projects//share/ ECT WAYS TO GIVE HELI</td><td>P AND INFO Contact us <u>online</u> or call us at +44 (0)207 242 8079</td><td>HTML Give Now Button</td><td></td></tr><tr><td>Alonailluulloonni hulerolmisugis,</td><td></td><td>If your blog or site doesn't sup
now" td="" type="text/javascript" using=""><td>port JavaScript widgets, you can insert a plain "give</td></tr></tbody></table></script></pre>



Social Media is not the answer to everything

How many Facebook posts do you actually remember, compared to how many your eyes see?

Same question for Tweets?

Why Social?

- Facebook 1 billion+ users
- Twitter 310 million monthly users
- LinkedIn 433 million members
- Instagram 300 million+ users
- Snapchat 200 million+ users
- Pinterest 100 million+ monthly users

Biggest mistake of charities?



Having their fingers in all the pies

Quality over quantity applies to Social Media too

Social Media

- Social Media is conversation
- Be proactive and responsive whilst being authentic and personal
- Be creative and imaginative
- Set a goal for *each* post
- Link emails, mailing list, everything to Social Media to build your audience
- Encourage your team to share the responsibility both as an organisation and personally
- Schedule posts for weekend/antisocial hours
- When is a good time to post?



What can I do with Social Media?

Awareness

Engagement

Donation



59%

of people who engage with cause on social media go on to donate



CONSISTENCY IS KEY!

• Whatever you do... always link back to your PROJECT PAGE!

bitly	Agend Officient & durining model strong		OGIN
			DE
	SHORIEN SHARE MI	-ASU	
	SHORTEN. SHARE. MI Join Bitly, the world's leading link manageme		
	Join Bitly, the world's leading link manageme	ent platform.	h.
	Join Bitly, the world's leading link manageme	ent platform. X	hl.



Create an account to keep track and customise

- www.globalgiving.co.uk/globalmatch
- <u>http://bit.ly/2ejzmQg</u>
- http://bit.ly/globalmatch



FACEBOOK

Looking Good on Facebook

- Profile Photo
- Logo
- Minimize/eliminate text
- Easily identifiable
- Bold/easy to understand from afar

- Cover Photo
- Call to action
- Link to challenge
- Change based on campaigns
- Showing the work you do



Facebook tips

- Posting frequency **5-7 times a week**
- 'About' section include info and your crowdfunding link
- Visually appealing photos/graphics receive up to 4X more engagement
- Short post descriptions get the most reactions (80 characters or less)
- Around 46% of Facebook users only access the site on mobile devices
- Facebook native videos perform up to 4X better than all other video formats



Type of content

- Call to Action
- Inspirational quotes
- Statistics
- Infographics
- Case studies
- Photos
- Videos
- Questions

GlobalGiving UK

Genetioners Published by Jes Bailey [?] - 11 May at 10:53 - 🙆

Mammal Web is a new internet platform from Smart Earth Network which aims to engage citizens in helping to save wildlife and increase the connection between people and nature. To find out more visit http://bit.ly/276MTj8



MammalWeb : Citizens Transforming Conservation A quarter of our mammals face extinction. MammalWeb is a new internet platform to engage citizens in helping to save wildlife, increasing the connection between people and nature. Building on a successful pilot project, MammalWeb will... GLOBALGIVING.CO.UK



Engagement by post type



Questions and images get the most engagement

Posts with hashtags got less engagement



Descriptions should be less than 80 characters

Use hashtags sparingly if at all

Images posted via Instagram get 23% more engagement



Directly embedded FB videos get more engagement than YouTube embedded videos



Post your images to Instagram to get more engagement

Embed your videos directly into Facebook



Mavi Kalem Derneği / Mavi Kalem Sociał Assistance & Charity Association

Page Liked - 11 June 2014 - 🙆

Hello friends, this is a reminder.

Today is important in Mavi Kalem's open challenge donation campaign.

Today's donations will come to us increased by %15.

If you are thinking about donating to us this is the best day,

if you had not you might think after this reminder. ... See more — with Janice Yaden, Sinem Keçeci, Javanshir Hajiyev and 24 others.

ı lı Like	e 🔲 Comment 🤌 Share	A
🕜 Gan	nze Karadağ, Filiz Ayla and 9 others	
4 share	s	
	Write a comment	٢
Sugges	sted Pages	See All
4	Holistic Living 79 people like this.	
	💼 🖬 Like	

MAVI KALEM



What happens around the world as a mug of coffee gets heated for 60 seconds?





Bangladesh Surf Girls and Boys 13 April at 14:59 · @

Had some choppy water today that broke several board leashes but that didn't stop everyone from having fun in the water today.



1) BRAC UN TB day

2) Bangladesh Surf Girls and Boys



Please help us achieve our Global Giving Challenge. if we raise another £537, all in small donations, in the next week, we will be eligible for a grant from Global Giving's Nepal Fund.Send £5 or £10 or whatever you can afford to help us to help the poor children of Nepal. Go to Global Giving Gateway challenge

http://www.globalgiving.co.uk/.../help-rebuild-a-school-in-n.../ ... Any donation however small is welcome.



Help Rebuild a School in Nepal

After the devastating Earthquake in Nepal in April 2015, many schools have been flattened. Help us to get the Nepali children back into education by rebuilding their schools in the remote area of Makwanpur. This area currently has one of the ...

GLOBALGIVING.CO.UK

u Like Comment A Share

\$. -

3) Child Rescue Nepal



4) Tijala Shed





5) ChoraChori



Wow! Look how well we have done this morning! There is still time to donate http://bit.ly/1UC2Ir5

Gateway Crowdfunding Challenge

This project has earned a permanent spot on GlobalGiving but is still competing for bonus prizes. Help them get to first place!

Time left to g	ive:		
0	48	45	
Hours	Minutes	Seconds	
	donate		

6) Friends of Buburi

....



This is Innocent at his home with his Mum Irene. He is a very lucky boy because thanks to the wonderful Darren Hatherley and family, his education is secure right through our nursery school to the end of Primary School and hopefully beyond. We are so excited to have the first sponsor of our very own little seed for development!



7) Seeds for Development



Latin American Women's Aid

23 October at 15:33 · 🕲

[In English]

Very interesting article about dogs that are trained to protected women who suffered with domestic abuse and violence https://www.the-pool.com/.../these-dogs-are-protecting-spanis...



These dogs are protecting Spanish women from domestic abuse

Psychologists are praising a foundation in Spain that provides victims of domestic violence with protection dogs

THE-POOL.COM





International Association for Human Values - UK 18 August - 🕲

"There is no substitute for books in the life of a child."

Library inaugurated at a school in Naubari village, Agra District. #ReadLibrary #iahvUK



9) IAHV- UK



Action for Sick Children added a new photo. 19 September · ©



10) Action for Sick Children

VIOLENCE IS THE LAST REFUGE OF THE

a part deliver





FORD PROV

TWITTER

TWEET TWEET

- \mathbf{T} target: what do you want to get out of Twitter
- W write: just try it out don't edit too much
- **E** engage: people won't come running, get them to come to you
- **E** explore: find new people, build relationships
- **T** track: you need to know what works and what doesn't





Twitter Tips

- 140 characters 22 for link = 96 characters
- Can tag up to 10 Twitter Handles in an attached image (saves space)
- Follow relevant and best practice accounts
- Reference people to build your audience but always use their Twitter Handle (@GlobalGivingUK)
- Use <u>bit.ly</u> for links
- Tweets with visuals receive 3X more engagement
- Tweet at least 5 times a day during the campaign
- · Jump on existing hashtags rather than creating your own

GlobalGiving UK @GlobalGivingUK · May 12 Getting some new #donors for Festival Spirit by sharing an amazing pitch bit.ly/21ZYFIk at @BigLotteryFund #crowdfunding workshop



Example of a great crowdfunding Pitch Thanks to David Barnett from Festival Spirit for this amazing pitch! http://www.festivalspirit.org/ voutube.com



6,000 Tweets a second

500 million Tweets a day

Hashtag week

- #MotivationMonday
- #CharityTuesday #GivingTuesday
- #WisdomWednesday, #Women2Follow
- #TBT, #ThrowbackThursday
- #FF, #FollowFriday





#AwarenessDays

- 16 November: International Day of Tolerance
- 20 November: Universal Children's Day
- 20 November: World Day of Remembrance for Road Traffic Victims
- 25 November: International Day for the Elimination of Violence against Women
- 1 December: World Aids Day
- 2 December: International Day of the Abolition of Slavery
- 3 December: International Day of Persons with Disabilities
- 5 December: International Volunteer Day for economic and social development
- 10 December: Human Rights Day






CichalCiving://

GlobalGiving UK @GlobalGivingUK - Oct 18 Did you know we sell GiftCards! A perfect gift to spend on any of our thousands of projects worldwide. Please #RT! bit.ly/1V6fUHo

1) GlobalGiving UK



EBPP @EastBaliPP - 18 Dec 2015

Please help us reach our £4,280 target to fully sponsor our needy children! Donateat <u>bit.ly/1Oz9JrB</u>

4 DAYS TO GO!

Our campaign ends 21st December @ 9am EST; 2pm GMT; 10pm WITA(Bali)



2) East Bali Poverty Project

Railway Children @RailwayChildren · 19 Dec 2015

Kimbilio @KimbilioDRCongo - 24 Nov 2015 thanks for a flurry of donations, we're almost at £1000 #gatewaychallenge @GlobalGivingUK #Congo #StreetChildren



Provide a Loving Home for Street Girls in DR Congo Street Girls in Congo are vulnerable to sexual exploitation, violence and addiction, and are often invisible on the streets. Our project provides a ... globalgiving.co.uk

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2 days to go & we're getting closer to our target for our **#crowdfunding** project for a shelter in Kenya. Can you help?



Birunda Shelter for 300 Street Children

13 8

We break the cycle for children living dangerous lives on hostile streets and take them to safety. The Birunda Shelter provides a chance for some of... globalgiving.co.uk

....

3) Kimbilio

4) Railway Children



LabourBehind TheLabel @labourlabel - Sep 13

Compensation agreed for Ali Enterprises factory fire victims in Pakistan.Thank you to all who fought to #MakeKikPay



Compensation agreed for victims of Pakistan factory fire Visit the post for more.

labourbehindthelabel.org





6) The Irede Foundation







The Irede Foundation @theirede · Oct 21 Progress Update: 4 Years Old Adenike Adeyemi lost her right leg after she was hit by a pure water truck and it... fb.me/5dd5mqy53

....

1 🖤 🚥



Global One @GlobalOne_NGO · Oct 15

#Handwashing saves lives! Our WASH workshops educate communities to embrace good hygiene pratices to prevent diseases #GlobalHandwashingDay





Carers Network Retweeted **Robert Allen** @roballen30 - Sep 14 This beauty won't be running @RoyalParksHalf - but I will be! Support team @Carersnetwork at justgiving.com/teams/teamCN



7) Global One

8) The Carers Network

How could we make this better?



What about this?

Compose new Tweet	×
#charitytuesday. Our #crowdfunding campaign is now LIVE on @GlobalGiving! Check it out at http://bit.ly/1BiHXs3	
Who's in this photo?	
GIF 🔚 🖓 3 🔀 TW	eet

Look Pretty

Which would you share?

GlobalGiving UK

Published by Jes Bailey [?] · 18 October at 09:28 · 🕲

Join our FREE online #crowdfunding training now! "GlobalGiving's webinars really prepared us for the campaign" – RED International http://bit.ly/2eiiNr1



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CANVA



Available online and for download on IOS. WORDSWAG is the Android equivalent

KFR

To his own home the forgotten hero he calls He opens the door: empty rooms bare walls He takes out the sleeping bag he's used well before and he tries to sleep on the cold concrete floor Next day he arises and food does he crave no fridge, no food, no cooker on which to slave People may come but no sofa for tea for troubles to share between you and he Its not stuff that we sell its home comforts you see

KFR





ANALYTICS

When Your Fans Are Online Post Types Top posts from Pages you watch

The success of different post types based on average reach and engagement.

Show All Posts 🔻	-	Reach 📕 Post Clicks 📕 Reactions, comments & shares
Туре	Average Reach	Average Engagement
Photo	733	15 4
S Link	462	10 7
Status	62	1 2

GlobalGiving UK's Facebook Insights

Reach: Organic/Paid 🔻 📕 Post Clicks 📕 Reactions, comments & shares 💌

Published •	Post	Туре	Targeting	Reach	Engagement	Promote
16/04/2016 10:00	On April 16th, a 7.0 earthquake struck #Kumamoto, #Japan, bec	\$	۲	430	6 9 	Boost Post
16/04/2016 08:37	There are some comedy mome nt in this video. Check it out! x	8	Ø	130	3 1	Boost Post
16/04/2016 08:36	Looking forward to our Field Ev aluation Training this weekend!	•	Ø	27	2 0	Boost Post
15/04/2016 17:14	Once again it is #GoodNewsFri day which this week coincides	8	۲	83	8 6	Boost Post
13/04/2016 10:23	Want to check out the #crowdfu nding training we deliver to sma	8	Ø	616	15 9	Boost Post
12/04/2016 10:48	"Masud should legally have bee n able to get on a train and be g	8	Ø	44	0	Boost Post
11/04/2016 12:55	According to the World Health O rganization (WHO) the battle ag	6	Ø	349	0 2	Boost Post
10/04/2016 10:50	April 15th is Micro Volunteering Day. It is just 5 days away so he	8	Ø	359	4 3	Boost Post

GlobalGiving UK's Facebook Insights



GlobalGiving UK

🏁 Published by Jes Bailey [?] · 4 April · 🚷

Today is UN Mine Awareness Day: Watch this video to find out: -

- How many countries still suffer from landmines?
- What percentage of landmine casualties are children?
- What animal helps to find/remove landmines?

- How much does it cost to train this animal to clear landmines each month? #nomoremines - Thanks APOPO's HeroRATs for all your great work!... See more



APOPO HeroRATs - Giant rats detecting landmines

Watch giant rats safely sniff out deadly landmines to help free communities from fear and support development.

YOUTUBE.COM

Get more likes, comments and shares Boost this post for £10 to reach up to 2,400 people.

7,296 people reached

🕐 You and APOPO's HeroRATs

Boost Post

2 Comments 29 Shares 💻 🔻

┢ Like



7,296 People Reached 111 Reactions, comments & shares

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72 1 Like	2 On post	70 On shares
5 O Love	0 On post	5 On shares
2 Comments	2 On Post	0 On Shares
32 Shares	29 On Post	3 On Shares
136 Post Clicks		
6 Photo views	16 Link clicks	114 Other Clicks (i)
NEGATIVE FEEDBAC	к	
7 Hide Post	1 Hide	All Posts
0 Report as Spam	0 Unlik	ke Page





GlobalGiving UK: One year since the Nepal earthquakes

Imagine. Your life just changed in a moment. That's what happened in Nepal one year ago. Watch how communities are rebuilding their lives after the devastating earthquakes. http://bit.ly/1XRPuai

27 > 108 > 115 > 23 15%

GlobalGiving UK 🗸 ! Sign up for Twitter Ads

28 day summary with change over previous period

Tweets 123 19.4%

min



Profile visits 2,038 + 10.3%



Followers 6,610 104

Apr 2016 • 15 days so far ...

TWEET HIGHLIGHTS

Top Tweet earned 8,548 impressions

How much does it cost to train a rat to clear landmines each month? bit.ly/1M9vAgx #nomoremines @HeroRATs pic.twitter.com/XuPGpWu3Sg



134 96 1

Top mention earned 26 engagements



Shoes By Shaherazad @18HourHeels · Apr 12

Our soles are good for the #soul. Every pair helps a female living in #poverty. In #solidarity with @GlobalGivingUK pic.twitter.com/SimxH6Us5X



ADVERTISE ON TWITTER

Get your Tweets in front of more people



Promoted Tweets and content open up your reach on Twitter to more people.

Get started

APR 2016 SUMMARY	
Tweets	Tweet impressions
81	53.4K
Profile visits	Mentions
1,273	69

GlobalGiving UK's Twitter Analytics

Tweet	s Top Tweets Tweets and replies Promoted	Impressions	Engagements
Gioba CovingUX	GlobalGiving UK @GlobalGivingUK · Apr 26 Last day to join the GlobalGiving #crowdfunding family! Share the news @theFSI @sccoalition bit.ly/1FF82Uk pic.twitter.com/uKHKIX0J00 View Tweet activity	2,624	8
GiobalGodingUK	GlobalGiving UK @GlobalGivingUK · May 3 Support a small charity in areas from business planning to #fundraising with @sccoalition's skills matching service ow.ly/4mRAJI View Tweet activity	1,667	5
GiobalGodingUK	GlobalGiving UK @GlobalGivingUK · Apr 20 deadline for #charities to join our #crowdfunding family has been extended to 27th - bit.ly/1FF82Uk pic.twitter.com/rxgVpPDUTI View Tweet activity	1,356	26
GiobalGovingUIK	GlobalGiving UK @GlobalGivingUK · May 6 Are you a master of #fundraising? Sign up to @sccoalition to share your skills > ow.ly/4mRAJI	1,241	10

View Tweet activity

If something works, do it again ...



With some variation!





REMEMBER:

28th October – Project Pages Due!



Questions?

Need help during the Challenge We're here to help!



Email: UKPROJECTHELP@GLOBALGIVING.CO.UK

Post your questions or share on our Winter Challenge Facebook Page

Call: 44 2072428079



@GlobalGivingUK @wheres_jes @PatatGG

thank you

