# Three big social media trends for fundraisers

Fraser Carson





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Skype fraser\_carson





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# We build quality websites that talk to each other

Transform your website's performance for yourself and your visitors:

- Gain instant exposure for your content in other peoples' websites
- Drive interested visitors to your website with lots of back-links
- Manage your externally shared content, all from your website
- Invite outside content into your website to keep it interesting



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### Websites in groups and communities

Communities and organisations are stronger when we share knowledge and ideas to collaborate, innovate and build something better



#### Answering your community needs

Exposing communities and group's to easier interconnection, using real websites, is transforming not just communications but the way we work together for a common purpose. Sharing information and ideas advances understandings and promotes sustainable action for town communities, member organisations and common interest groups.

#### How groups work

Flightdec websites can apply to operate groups, or belong to groups managed by other websites. Websites network in small groups and in large communities within which website content can be selectively shared according to content topic. Websites originating content for sharing manage the content, while each receiving website fully controls content receipt.

#### Join and participate

Communities are built through active engagement. Not only can Flightdec provide you with a new website, you can also participate in dynamic online groups and communities. Login access operates at a number of levels from a website administrator managing a group, down to a casual website visitor commenting or uploading content for approval.







### It takes a child to raise a country.

As a voter in this year's elections, ask your candidates about their policies for children and vote for the person and party you think will do best for kids. Use the Tick for Kids Toolkit to help assess party policies and get involved here.



#### A selection of the latest contributions from the Tick for Kids Online Community

Tick for Kids is a collective campaign. Not all agencies will agree with all the statements made by other agencies party to the campaign. Agencies reserve the right to make public statements in accordance with their own organisational priorities.

Search	SEARCH SITE





Join the conversations



Tick for Kids

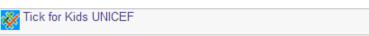








### UNICEF NZ welcomes Vivien Maidaborn as Executive Director





UNICEF New Zealand is pleased to announce the appointment of Vivien Maidaborn as Executive Director, replacing Dennis McKinlay who will retire on 25 July after thirteen years with the children's charity. Ms Maidaborn will take up the position on 28 July. Ms Maidaborn brings 15 years of experience to UNICEF NZ from CEO roles in the community,... Keep Reading



The top menu has content from the Tick for Kids Online Community ( while below are the latest contributions from UNICEF NZ 📄



Home Latest News Events Blog Resources Contact

#### Come run for children in Team UNICEF this year!

It takes a child to raise a country This is UNICEF NZ's campaign website in support of the Tick for Kids campaign. UNICEF NZ stands with numerous other New Zealand organisations and individuals in asking voters in this year's elections to vote for the person and party you think will do best for kids.





unicef 😉

On November 2nd 2014, why not join thousands of others as they challenge themselves to the Auckland Marathon or Half Marathon through the streets of Auckland. Now you can take it one step further by joining Team UNICEF and gaining your own GOLDEN CHARITY ENTRY to the Auckland Marathon. By combining your passion for an exciting challenge and... Keep Reading

### Search

SEARCH SITE











See the Tick for Kids website >

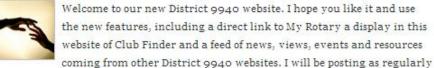




#### **LATEST FROM DISTRICT 9940**

#### We're aiming to be better connected





as I can and I invite you to comment and give me feedback....

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My Rotary

**Club Finder** 

SEARCH SITE

**District Community** 



SEARCH D









150+ new, International and local films, never seen in NZ

Featured Attraction



Zealandia in Karori is Wellington City's must see eco-

#### Best Rides



Wellington's Iconic Kelburn Cable Car, a great ride to a great view. More

MPs and party spokespeople outline their policies on business at the Deloitte-BusinessNZElection

#### Te Aro Piko



This pathway around the Pauatahanul Intet is a natural delight. More

NEW ZEALAND RED CROSS

#### Selection of featured events

#### Deloitte-BusinessNZ Election Conference 2014







SEARCH SITE





JOIN FINZ EDUCATION & EVENTS CALENDAR CONFERENCE JOB VACANCIES AWARDS PARTNERS SERVICES DIRECTORY



### Supporting members to be better fundraisers

The Fundraising Institute of New Zealand (FINZ) is the professional body for fundraisers and organisations involved with charities and not-for-profits in New Zealand. We're working with members from over 800 charities and not-for-profit organisations, helping them fundraise; professionally, ethically and sustainably.



#### Is Your Organisation Looking to Bring in More Funds?

Learn how at a 360 Degree Not-For-Profit Training Day.

This one day event will immerse you in the most important areas of fundraising and help you develop your skills to help your organisation bring in more money Register Now



#### How to Build Authentic & Lasting Corporate Relationships Workshop

This interactive, one-day workshop will be held in Wellington and Auckland in November. Led by Queensland University of Technology's Dr. Wendy Scaife. Read More



#### #GivingTuesday Launches in New Zealand

This global campaign has arrived in New Zealand to help

charities raise more money and engage donors. Learn more on the official #GivingTuesday New Zealand site



#### Yes, Join Us! And We'll Help you Make a Difference

opportunities for people to

give to people and causes they believe in Join us and get access to opportunities to help you be more successful and make a difference. Join Now





SEARCH





- How to leave a gift in your will
- About include a charity



Include A Charity is designed to raise awareness of the ease and effectiveness of leaving a gift in your will. It encourages people to consider leaving a gift to charities after considering family and friends.

Include A Charity is the result of many New Zealand charities working together to do what no single charity has ever been able to achieve on its own - change the way New Zealanders think about including charities in their will.

Gifts in wills form the foundation of many New Zealand charities. Without them, many charities simply would not exist.

The first Include a Charity week will be 9 - 15 September, 2013.

Please check back with us in the coming months for more information about how you can be involved.

#### SUPPORTED BY



Why Join Us How To Leave A Gift In Your Will About Include A Charity Who We Are

Why Leave A Gift In Your Will About Us Preparing Your Will What We Do

Leaving A Gift To Charity What Is Include A Charity Week? FAQs

© Include a Charity. All Rights Reserved

# #GIWINGTUESDAY NEW ZEALAND

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#### How #GivingTuesday New Zealand works

### For not-for-profits and charities

Run your own initiative (no matter how big or small) with the theme of "giving". Register your event by signing up as a Partner and let us

## For businesses and corporates

Find a not-for-profit to support and show your giving spirit. Register what you're up to by signing up as a Partner and sharing

## For individuals and community groups

Keep an eye out for not-for-profit or business who are running an event or even run your own! Show your support via social media and Search

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## Supporting your community, simple.



### How to give

We make it easy to express your passion and support for the cause or project you care about in your community.

Learn more



### Apply for grants

Help for your community cause or project may be just a grant application away. See how we can help you take that step.

Learn more



### Your community

Communities matter. We know that resources are what helps communities function, especially when the need is great.

Learn more

# Our porirua.com voice of a proud community

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BUSINESS ARTS SPORT HIDDEN TREASURES PORIRUA PEOPLE HEALTH



Pauatahanui Inlet, Porirua: Photo, Graham Craig



Let's see how Porirua can punch above its weight in the Gigatown competition. Find out how you can help score stronger band-width right here



Get more people to your events by promoting them on Our Porirua and throughout the Wotzon.com events community. Enter right here.



Keep your ear to the ground on what's happening for kids and in education in Porirua and around the country, on the Tick for Kids page. See it here.



# Three big social media trends for fundraisers

- Regular engagement with your audience is critical
- Sharing images on Instagram and Pinterest gets traction
- Advertising is becoming more important than ever on Facebook and Twitter





# What is your experience?

- What stage are you at?
- What are your issues and barriers?
- Where do you see it going for you?





# Agenda

- The fantastic landscape
- 3 issues
- 2 Hospice examples
- 4 principles to take away





# The fantastic landscape









### Global Internet traffic 1993-2013 in Petabytes (PB) per month

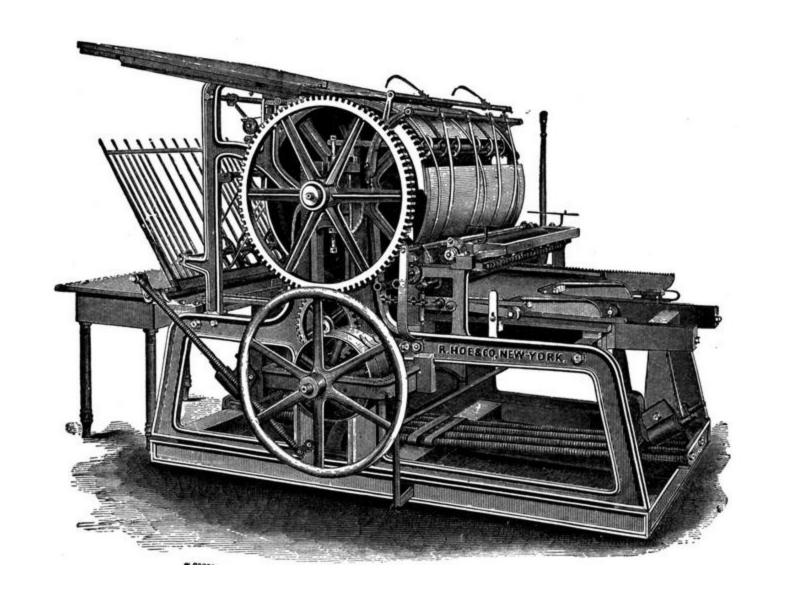


# How did we get here?



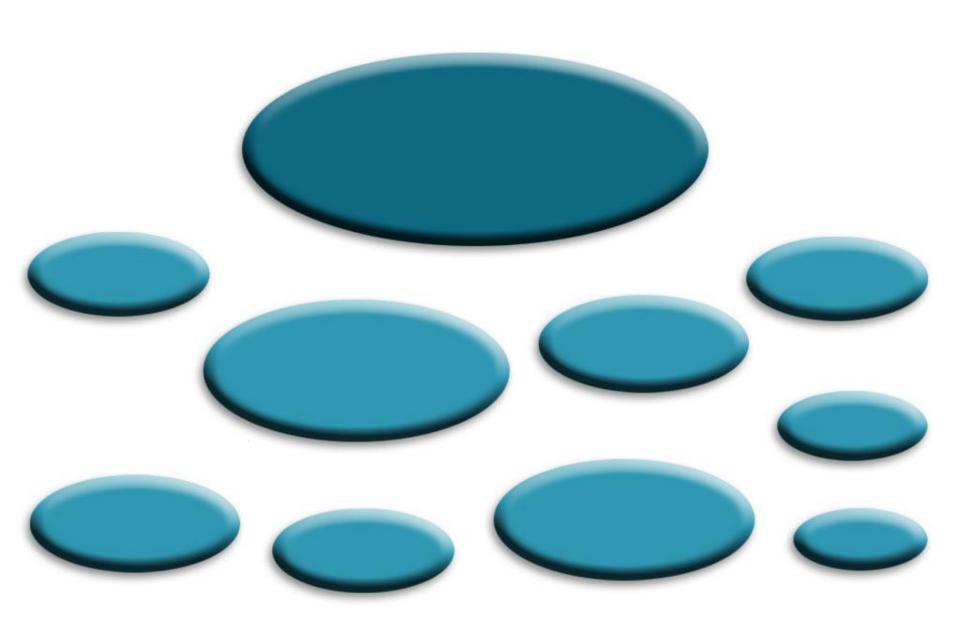


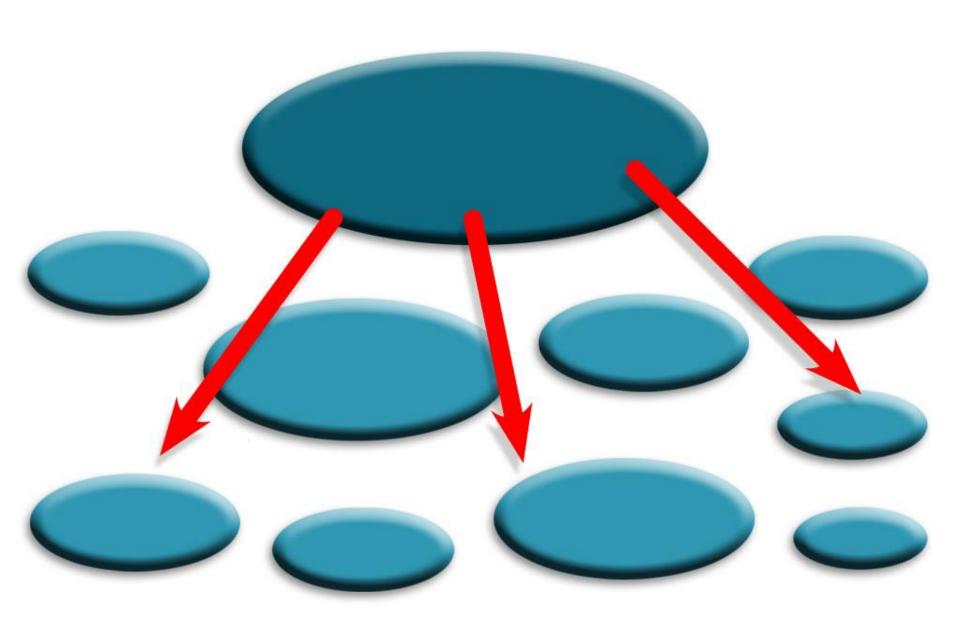


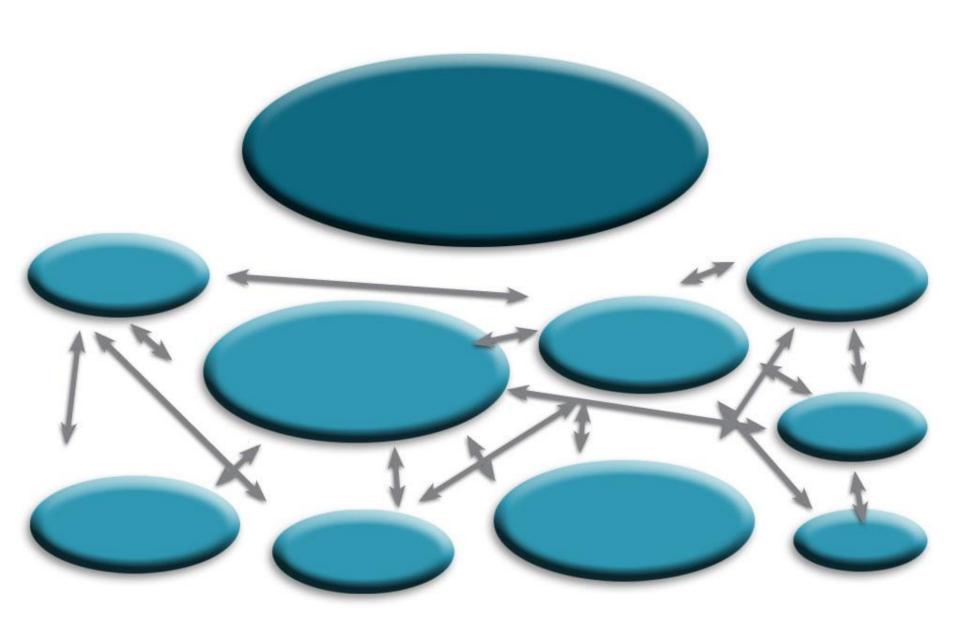


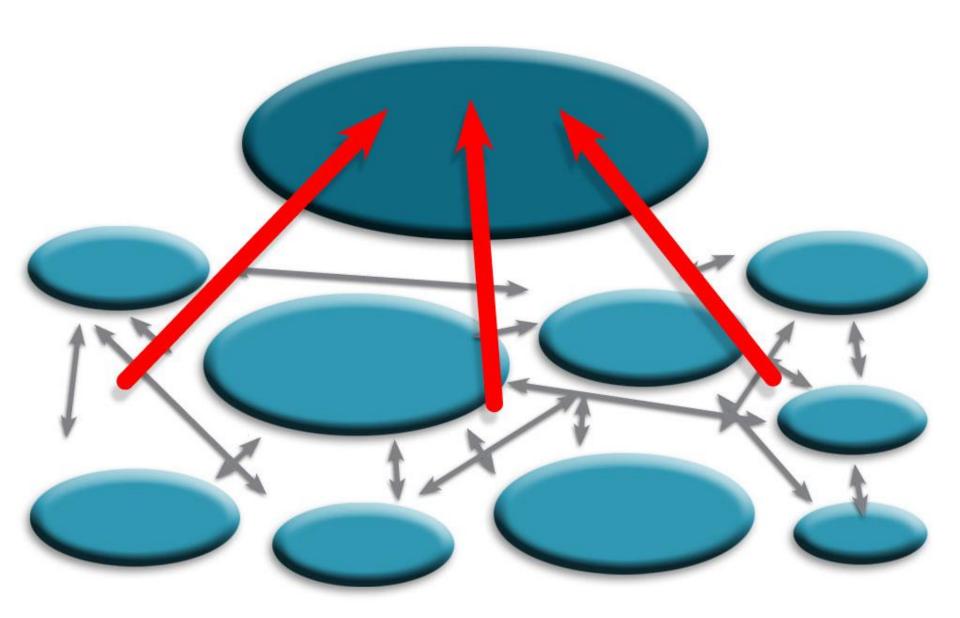


















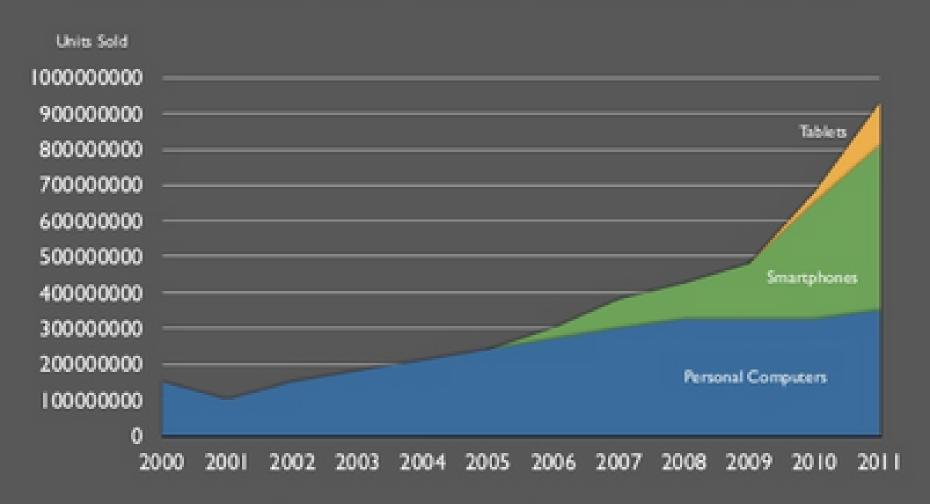
# Three big trends

# 1# Regular engagement with your audience is critical



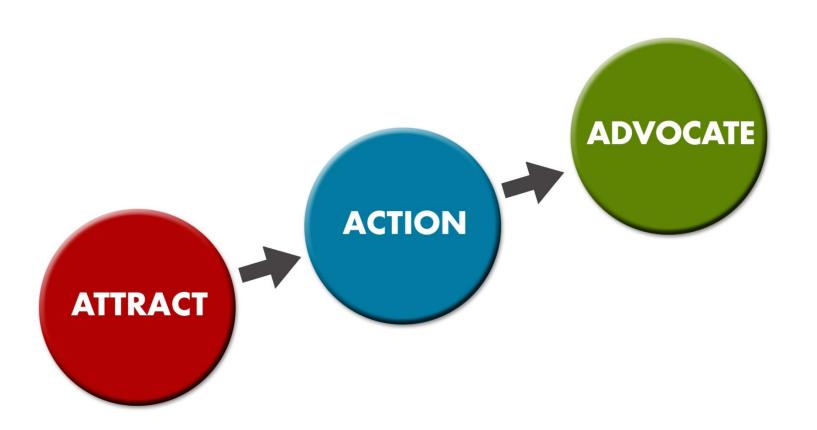


# DEATH OF THE HOME PC



Source: Gartner, IDC Strategy Analytics, company filings, Business Insider extimates

# Why online?



# Regular engagement

- Moving from outbound to having conversations
- Building friendship circles
- Genuine, passionate and relevant





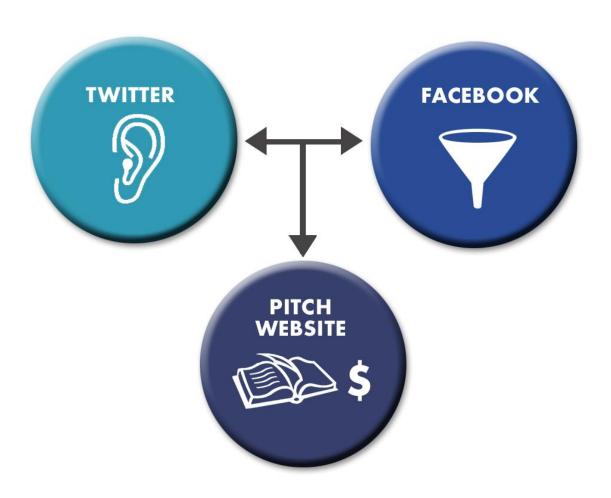
# Regular engagement

- Tell serial stories
- Be creative by listening
- Reply and be there
- Not everything works great!

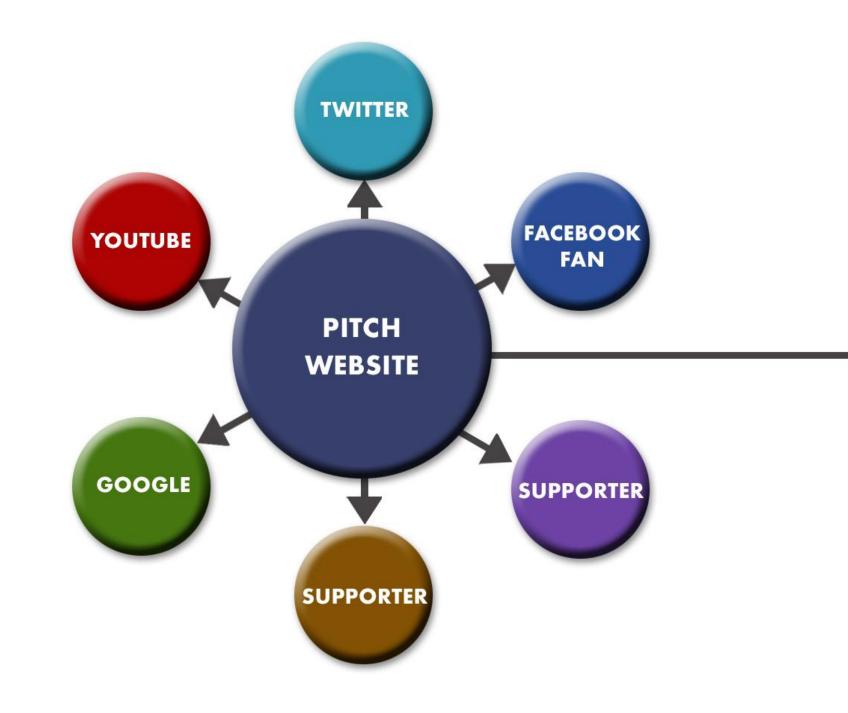


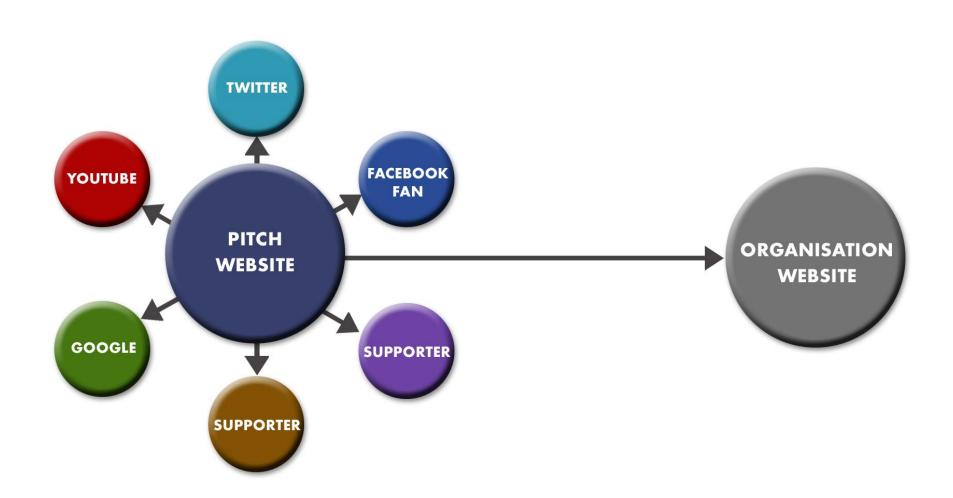


#### Your Administration

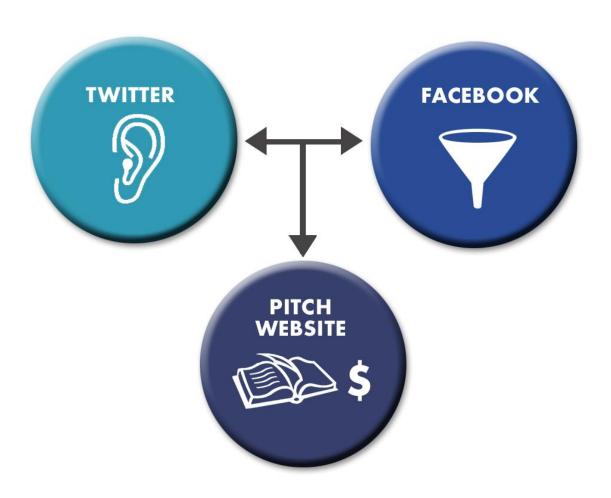




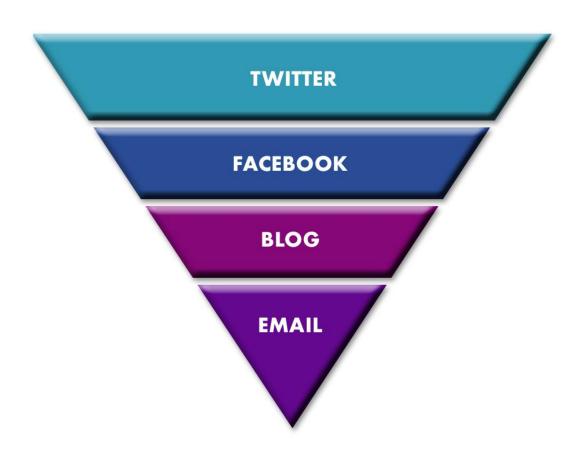




#### Your Administration



#### Your Administration



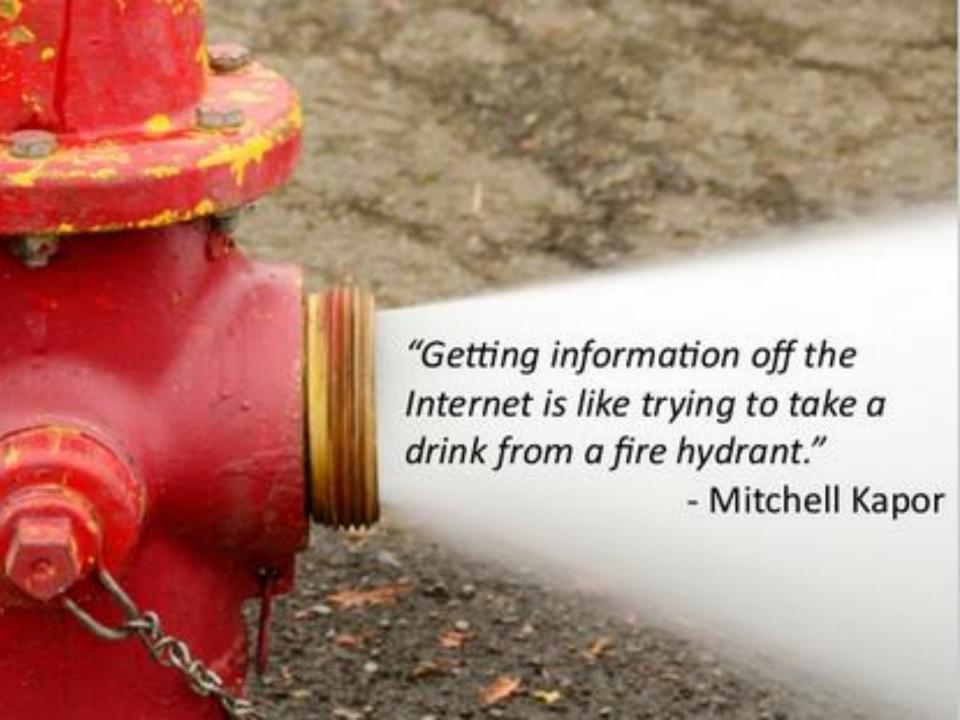


#### Three big trends

# 2# Sharing images on Instagram and Pinterest gets traction







## Sharing images

Effective communication relies on dramatic affect and cut-through.

This means the emotional brain plays a much stronger role than the rational brain.





# Sharing images

44% of users are more likely to engage with a brand that posts images, verses other forms of communication.





## Sharing images

90% of information transmitted to the brain is visual, and visuals are processed 60,000x faster in the brain than text.









#### The cause

Simple birthing kits and basic medical tools would help an undersupplied, understaffed maternity clinic in sub-Saharan Africa save mothers from dying in childbirth.





# The visual storytelling media



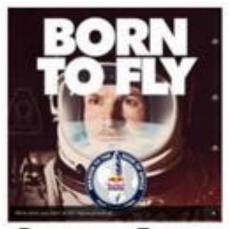
#### Visuals...



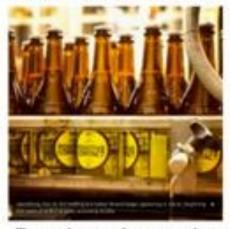
**Brand Awareness** 



**Brand Position** 



**Promote Events** 



**Product Launches** 



Educates



Sell

#### Instagram

Instagram is a free application for iPhone or Android that lets people take photos, apply filters to change the look of the photos and then share them. Users can share them on Instagram while also choosing to share them to Facebook, Twitter, Tumblr and Foursquare.











#### Capture and Share the World's Moments

Instagram is a **fast**, **beautiful** and **fun** way to share your life with friends and family.

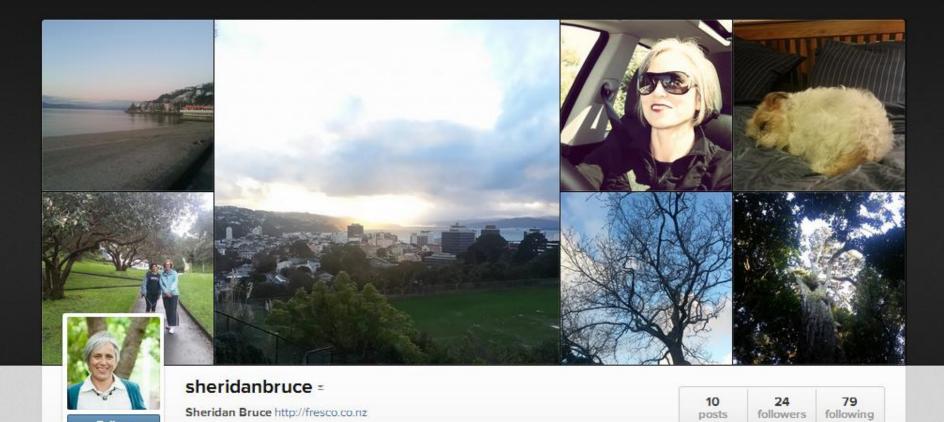
Take a picture or video, choose a filter to transform its look and feel, then post to Instagram — it's that easy. You can even share to Facebook, Twitter, Tumblr and more. It's a new way to see the world.

Oh yeah, did we mention it's free?









August 2014

Follow











July 2014

#### Instagram

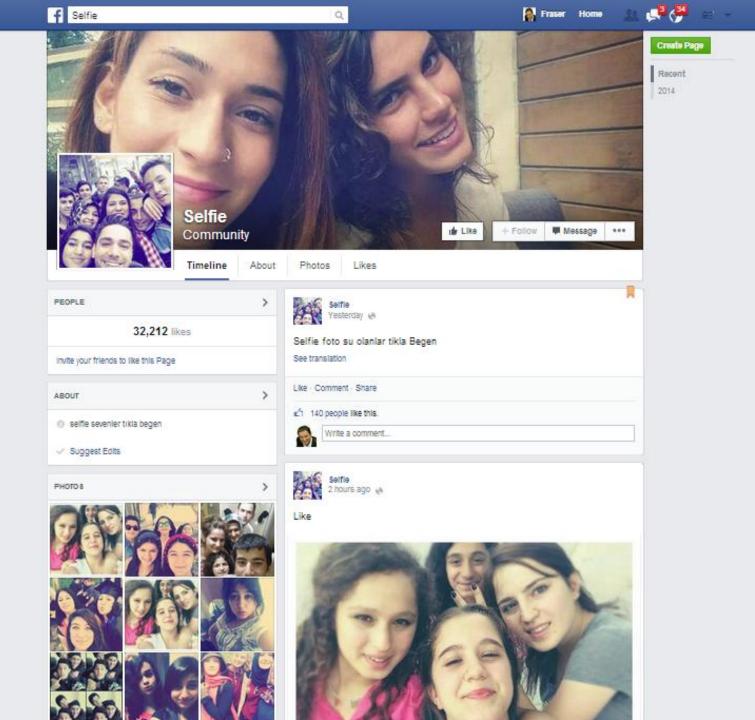
- 200 million users
- 55 million photos uploaded
- 87 million comments



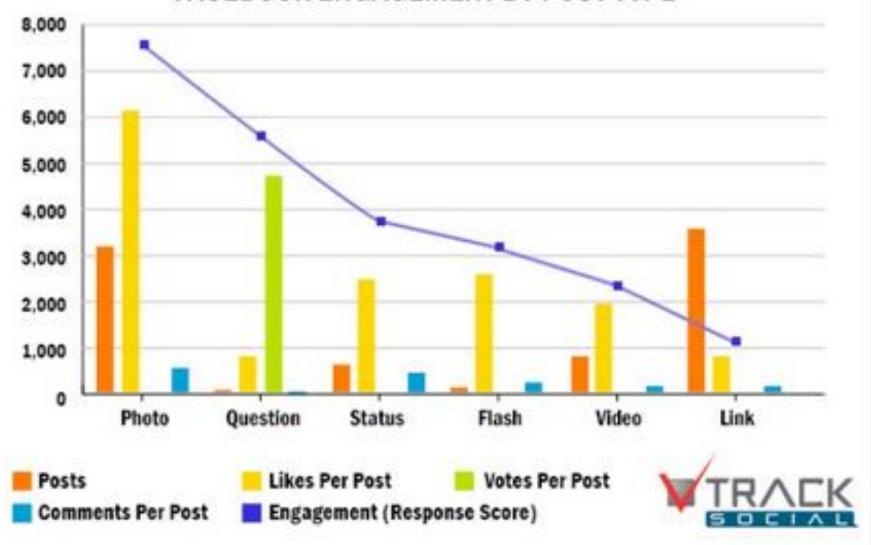




Goodbye clutter. Hello bright beautiful stories.



#### FACEBOOK ENGAGEMENT BY POST TYPE



#### **Pinterest**

Pinterest is a social networking website that allows you to organise and share ideas with others (image bookmarking). You can share your own content as well as things that other Pinterest users have posted. Once you register for a free account, you can create your own 'boards' to organise your content.





#### **Pinterest**

- 70 million users (80% women)
- Average time 14.2 minutes
- Most followers 13.8 million





Pinterest



Sear

Pins Boards Pinners

Show:

All Pins

Just my Pins





I from Todays Creative Blog.

Cinnamon French Toast Casserole

Cinnamon French Toast Casserole | TodaysCreativeBlo...

## 2643 W 221







🚖 from Oh Sweet Basil Lemon-Raspberry Bars

The best lemon raspberry bars ohsweetbasil.com

8± 1219 # 153

Sweet Basil















Pizza Puff Pastry Roll-Ups Slice and Bake Pizza Roll-ups by CinnamonKitchn, via Flickr

from Clinnamon Spice & Everything Nice

Slice and Bake Pepperoni

Thania Castafieda Food





Easy Lemon Chicken Potato Casserole -- one of my family's favorite recipes! gimmesomeoven.com #easy #recipe #dinner #± 1182 # 104

Audard Changha



Super yummy funnel cake bites! Bring the fair to your home!

#± 10022 ₩ 1141 ■ 8

Anna-dlane Sealock



of from Foodle With Family. Crieny Conou Front



₩ from Dainn Delictous

Skinny Shrimp Alfredo Pasta Bake

Skinny Shrimp Alfredo Pasta Bake - An unbelievably cheesy, creamy lightened-up pasta bake that you can easily make ahead of time!

## 1847 @ 195 @#4







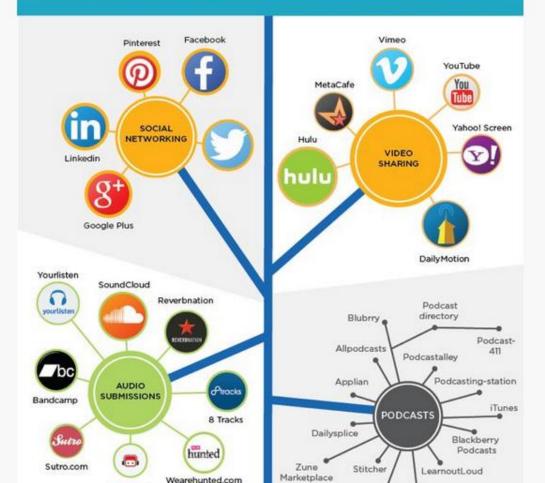


Follow Board





# SMART WAYS TO COMBINE CONTENT MARKETING WITH SEO







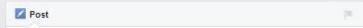


frasercarson.com/Instagram









Write something on this Page...

Shane Field, lain Lees-Galloway and 2 others like

\*\*\*\*

1,038 likes 107 visits



PEOPLE

Invite your friends to like this Page



http://www.arohanuihospice.org.nz/

Suggest Edits

**PHOTOS** 





This is Andy from Telcospec with our Chief Executive, Clare, and Kate and Janice from the inpatient unit, handing over a cheque for \$4,000! Andy challenged his staff to complete Dry July, as a fundraiser for Arohanui Hospice. Eight started...seven finished! That's an excellent completion rate! Huge thanks to Andy and his staff!



#### Create Page

Recent

2014

2013

2012

2011

Founded

Sponsored @

Got friend envy? aimewzealand.co.nz



Check out our great deals on airfares and make your friends jealous with your next upload.

#### Office Net Unlimited vodafone.co.nz



Kiwi businesses - we think you rock! Unlimited std NZ calls from a landline and broadband.

Are You Massey Alumni? bristolwwapply.com



See If You're Eligible For Inclusion In The Bristol Who's Who Registry, Apply Now!

Activity Insights Settings Page PEOPLE > \*\*\*\* 1,038 likes 107 visits Mike Duffy, Jo Macdougall and 25 other friends like this or have been here. Reach People Nearby Get people near Palmerston North to like your Page **Promote Page PHOTOS FREE Deliver** your feet smel and your nose uns, you're buil Mop apisd > POSTS TO PAGE Alice Johansen

17 July at 12:05 🚷

This is the entire student population of Rangiwaea School, who held a fancy dress mufti day and hot lunch fundraiser for Arohanui Hospice. With a total of 12 students on the roll, the school raised \$71.00 for us! What a fabulous effort! Thank you team!





Unlike Comment Share

3 1 Share



Write a comment...

0

Build Au

Des Denise Fargher Isnt it great when children are learning about community action and for a wonderful organisation.Denise

Like - Reply - 1 - 3 September at 17:05



Jane Zaremba Well done



Build A

Did you know we have a Hospice Wish list that we circulate with our newsletter? Maybe you could help with something on our list? All donations are gratefully received and help to reduce our operating costs. If you would like to receive a regular copy of our newsletter private message us.











Robyn Kent, Rosalee McBeth, Janet Kelly and 20 others like this. Top Comments -



Write a comment...





Bridie Harris will see what i can do with the kitchen list, i am sure i could do a few of those.

Like · Commented on by Gemma Vallender [?] · 25 June at 16:17

Like · Reply · 24 June at 22:54



🟣 Arohanui Hospice Thanks Bridie that would be fantastic!







HOME

PATIENTS AND CARERS

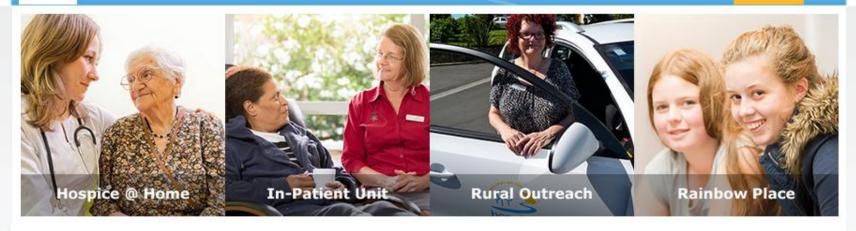
**FAMILY SERVICES** 

EVENTS

HOSPICE SHOPS

WAYS YOU CAN HELP US

DONATE



#### Welcome to Hospice Waikato

Hospice Waikato provides a variety of specialised care services for people who are dying – supporting them, their families and carers through illness, death and bereavement. Hospice is a Charitable Trust founded in 1981 independent of any other organisation and administered by a Board of Trustees.

Hospice Waikato is financially supported through the generosity of individuals, community groups, businesses, trusts and foundations and the wider community.

#### Our services include:

- o Hospice@Home for Hamilton City, Ngaruawahia, Cambridge
- Rural Outreach in the outer Waikato, working in partnership with the District Nurses
- o Rainbow Place our children and young peoples care facility
- Family Services throughout illness and death including counselling for individuals and families
- 10 bed In-Patient Unit for Symptom Management, end of life and arranged respite

#### Hospice is there to help

Please support the Hospice Waikato telephone appeal or donate online.



www.hospicewaikato.org.nz

Hospice Waikato Video



















The Humane Society of the United States - 1,392,236 like this

Friday at 7:51am \* @



Seriously?! Share this and tell the National Pork Producers Council that pigs deseve better!



What the heck? Look how out of touch the National Pork Producers Council is with mainstream America's views on caring for animals! Share if this if you think pigs deserve better!

Unlike · Comment · Share



You and 14,773 others like this.







Christy M Senerson This is exactly why I'm a venetarian



## Three big trends

# 3# Advertising is becoming more important than ever on Facebook and Twitter







## Facebook

- Promote v Boost
- Target
- Promote to fans
- Promote own content
- Promote to get emails





## **Targeting**

- Getting the right messages...
- To the right people...
- At the right time...
- By the right method...
- · Using appropriate resources.

## The Five Love Languages

How to Express

Heartfelt Commitment

to Your Mate

Gary Chapman



## Flying School



## Social media DNA

- Use fundraising disciplines
- Create a visual brand
- Tell stories and appeal to emotions
- Be measurement obsessed





## **Planning to Win**

#### The Just Enough Guide for Campaigners

In the face of a rapidly changing world, even the savviest nonprofits and foundations needed a boost to keep up and win their issue campaigns. Recognizing this, in 2008 we set about gathering insights from dozens of strategists, who knew more than a thing or two about winning campaigns, and packed as many real-life lessons as we could into the Just Enough Planning Guide. Since then, hundreds of nonprofits have used this roadmap to put successful campaign strategies in place.

Fast-forward six years, and we've entered a brave new world.

Read More





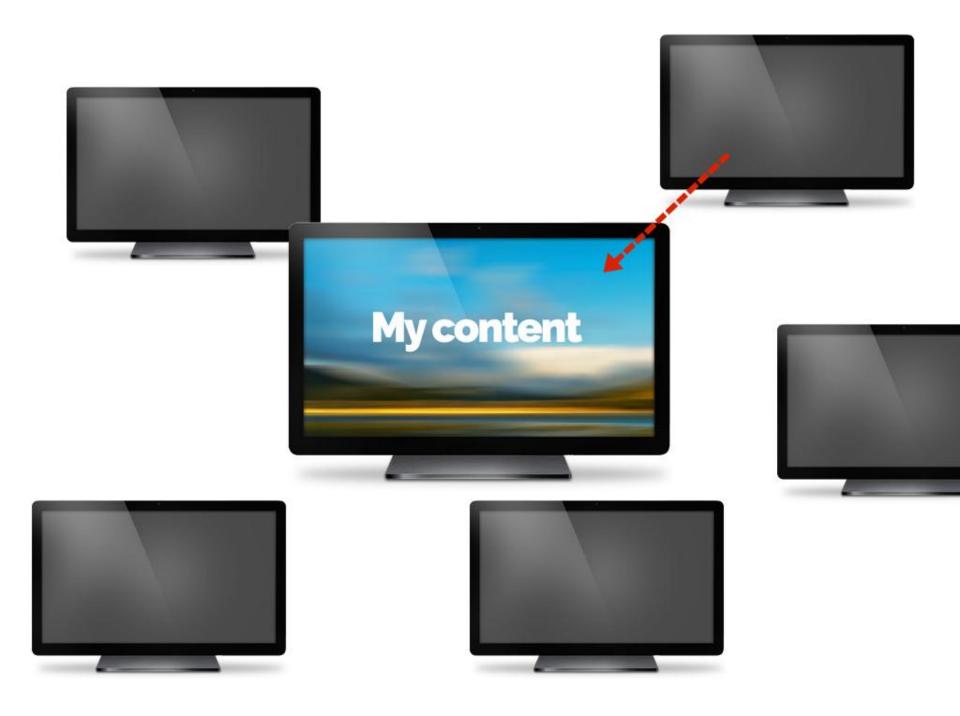


Get Started

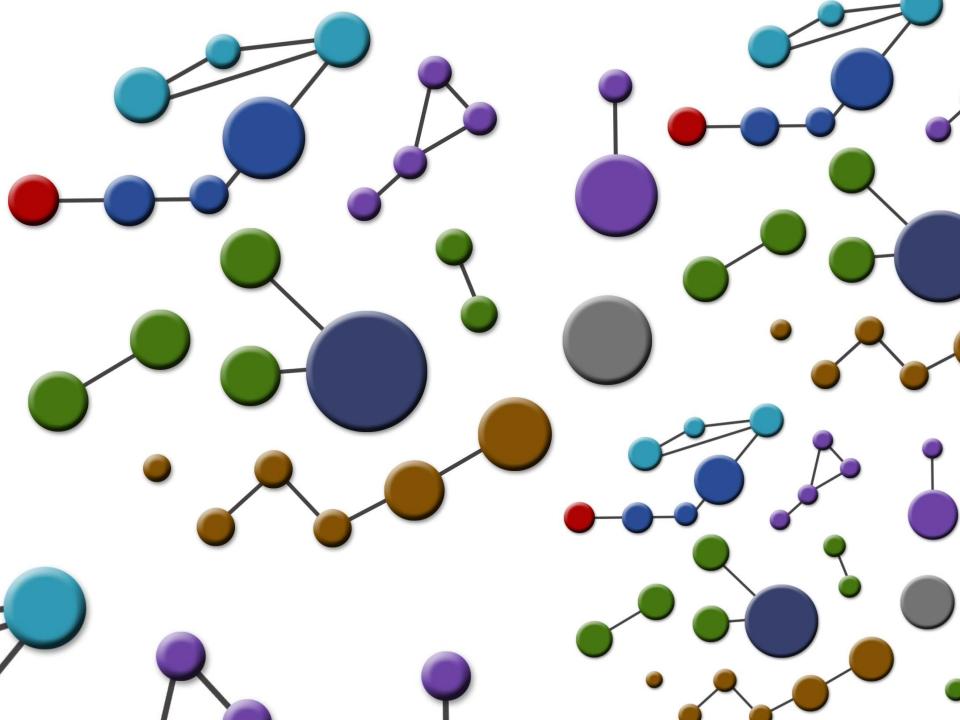






















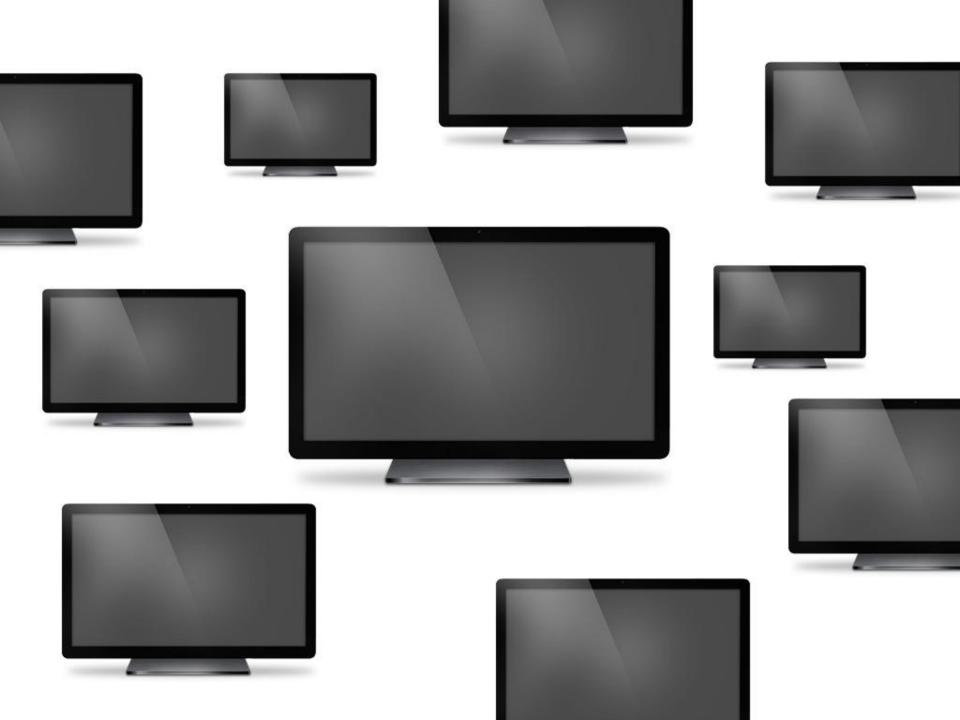












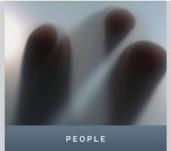
Search



The community led initiative to help the Wellington region shape a prosperous future.









SEARCH SITE



THE
SIR
PAUL
CALLAGHAN
AWARD
FOR
YOUNG
SCIENCE
ORATORS

## event showcases young science and innovation talent



12 home grown science and technology students will enter a comprehensive selection process and have 12 minutes to demonstrate their passion for the innovative science and technology which they believe will deliver real value for New Zealand.

The science and technology leaders of New Zealand's future who will take New Zealand forward will strut their stuff on 12 July in Wellington at the Eureka! Symposium and Sir Paul Callaghan Awards for Young Science Orators, organised by the Rotary Club of Wellington. Keep reading >>

"No problem can be solved from the same level of consciousness that created it."

ALBERT EINSTEIN



Stay informed and have your say: A series of informal Meetups and more formal presentations. Keep reading >>



Technology Valley mission and purpose: Building a proud and actively engaged community. Keep reading >>



Business questionnaire: A few questions will help us all identify the issues and build connections. Answer here >>



Connect with Technology Valley: Mission to shape a prosperous future through connections. Keep reading >>



Wellington Regional Strategy: Growing a sustainable economy THIS SITE HOME ABOUT MEETUP HAVE YOUR SAY CONTACT US

COMMUNITY BLOG EVENTS ARTICLES MEDIA RELEASES IN THE NEWS



The community led initiative to help the Wellington region shape a prosperous future. Search SEARCH SITE

#### **Events Search**

Events are listed by event date. To search for an event enter keywords such as event name, venue, type, or location.

Use the calendar to filter by date, whether entering key words or not. Click any number of days or select an option from:

Entire Month | Fortnight | Week

#### Search:

enter keywords

Search in all areas

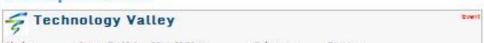
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View My Events

Post An Event

#### Startup Weekend





THIS SITE HOME ABOUT MEETUP HAVE YOUR SAY CONTACT US

COMMUNITY BLOG EVENTS ARTICLES MEDIA RELEASES IN THE NEWS



The community led initiative to help the Wellington region shape a prosperous future.

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#### Deloitte-BusinessNZ Election Conference 2014



Date: Mon 08 Sep 2014, 09:00 am

Until: Mon 08 Sep 2014, 04:30 pm

Category: Business, Political

Venue: Shed 6

Queens Wharf Wellington

Cost: Member \$195 + GST, Non-Member

250 + GST

Links:

#### Event page >

#### Politicians speaking with business

Hear what the politicians are offering for business and the economy, at the most



#### LATEST EVENTS

- Startup Weekend [Technology Valley]
- Launch of the New Zealand International Business Awards 2015 [Technology Valley]

## Our porirua.com voice of a proud community

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BUSINESS ARTS SPORT HIDDEN TREASURES PORIRUA PEOPLE HEALTH



Pauatahanui Inlet, Porirua: Photo, Graham Craig



Let's see how Porirua can punch above its weight in the Gigatown competition. Find out how you can help score stronger band-width right here



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## Our porirua.com voice of a proud community

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COMMUNITY EDUCATION HEALTH BUSINESS ARTS SPORT HIDDEN TREASURES PORIRUA PEOPLI

This general Business feed lists, in order of posting, blogs, articles, events and much more. Much of the content comes from other websites sharing their information into the Our Porirua Online Community.



#### Deloitte-BusinessNZ Election Conference 2014



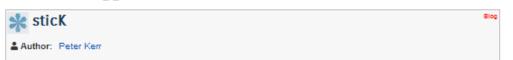


Hear what the politicians are offering for business and the economy, at the most informative election event of 2014. MPs and party spokespeople outline their policies on business at the Deloitte-BusinessNZElection Conference. MPs will answer the questions that business wants answered, around the economy, tax, employment law,

RMA and more.

Keep Reading

## Should you bother with venture capital funding...the numbers suggest no?



#### **FIND AN Event**

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This general Business feed lists, in order of posting, blogs, articles, events and much more. Much of the content comes from other websites sharing their information into the Our Porirua Online Community.



#### Deloitte-BusinessNZ Election Conference 2014





Hear what the politicians are offering for business and the economy, at the most informative election event of 2014. MPs and party spokespeople outline their policies on business at the Deloitte-BusinessNZElection Conference. MPs will answer the questions that business wants answered, around the economy, tax, employment law,

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## Should you bother with venture capital funding...the numbers suggest no?





The scramble that many startups make to secure venture capital funding may be detrimental to the budding business's health. In fact John Mullins, writing in Havard

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The scramble that many startups make to secure venture capital funding may be detrimental to the budding business's health. In fact John Mullins, writing in Havard Business Review's blogs, makes the point that the vast majority of successful entrepreneurs never take any venture capital (his italics). Mullins is an associate

professor at London...

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#### Women's Business Network event, August 2014





We have monthly meetings on the Third Friday of the Month where you can let others

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#### **Better Tax System**





It was good to hear the announcement from the Green Party that they would increase the tax rate for those earning over \$140,000 a year to 40%. This is similar to the Labour Party policy of 36% tax over \$150,000 but less modest. In addition, the Greens plan a similar level of 40% tax on Trusts which would make these less desirable and reduce...

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#### Deloitte-BusinessNZ Election Conference 2014

#### Technology Valley

Start: Mon 08 Sep 2014, 09:00 am

3 Sep 2014, 09:00 am Category: Business

Location: Wellington

Hear what the politicians are offering for business and the economy, at the most informative election event of 2014. MPs and party spokespeople outline their policies on business at the Deloitte-BusinessNZElection Conference. MPs will answer the questions that business wants answered, around the economy, tax, employment law, RMA and

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