

Get the most out of this fundraising opportunity!

June 2020

AN INITIATIVE OF





## Hello - nice to meet you!



Niral Vora
Manager - Charity Marketing, CanadaHelps
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Niral is an experienced marketer with over a decade of experience leading innovative projects across several technology-centric industries in the public, private, and charitable sectors. Niral is also on the board of Free Geek Toronto, a non-profit organization focused on reducing eWaste in our communities, fueling the circular economy, and helping bridge the digital divide.



## Hello - nice to meet you!



Lys Hugessen
Vice President - Partnerships & GivingTuesday Canada, CanadaHelps
lysh@canadahelps.org

Before joining CanadaHelps, Lys was previously a longtime partner at the GIV3 Foundation, where she served as President for nine years. She brings over 30 years of experience in marketing and research at Johnson & Johnson and Ipsos Canada. Lys has also led research at Sector3Insights, a social enterprise bringing state of the art research tools from the corporate world to the non-profit sector.





#### **About CanadaHelps**

#### Vision:

We envision a society in which all Canadians are committed to giving and participating in the charitable sector, and in which all charities, regardless of size, have the capacity to increase their impact.

#### Mission:

To inform, inspire, and connect donors and charities, and to democratize access to effective technology and education in the charitable sector.

**For charities,** CanadaHelps.org builds effective and affordable fundraising technology, and provides free training and education so that all charities, regardless of size, have the capacity to increase their impact and succeed in the digital age.

For Canadians, Canadahelps.org is a convenient, safe and trusted, one stop destination for donating to (once, monthly, or gifts of securities), fundraising for, or learning about any charity in Canada.

TRUSTED \$1 BILLION RAISED

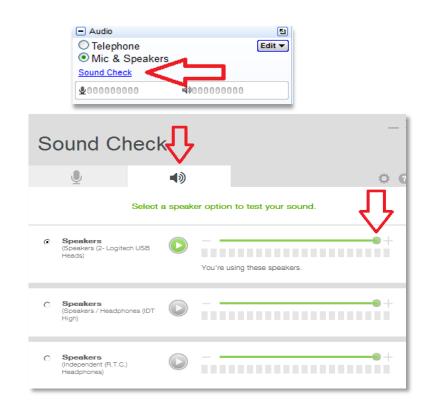
2 MILLION DONORS 21,800 CHARITY PARTNERS



#### **Webinar Reminders**

## Trouble hearing us?

- Turn up your computer's volume.
- Click Sound Check under Audio in your GoToWebinar Panel.
- Select the speaker tab and then turn the volume on the speaker to the far right for maximum volume.



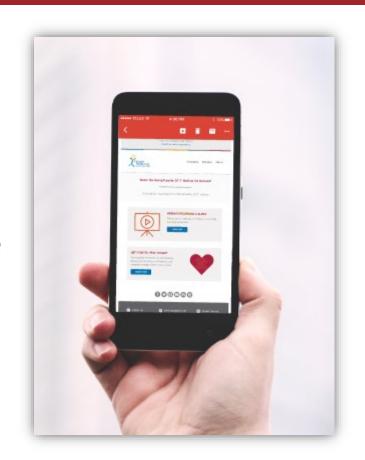


#### **Webinar Reminders**

For the best webinar experience, close all other applications.

#### Yes!

The links to the webinar slides and recording will be emailed to you within 24 hours. You'll be able to watch the recorded video on demand.

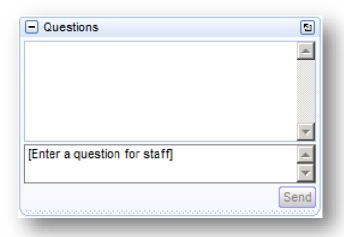




#### **Webinar Reminders**

You can hear us, but we can't you.

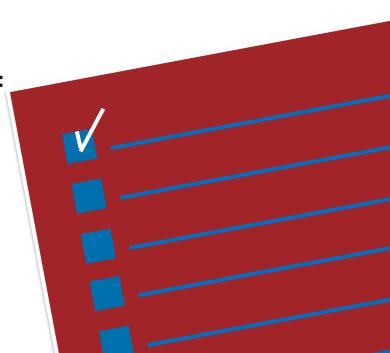
Have questions?
Type them into the
Questions Log at anytime.





## Today's Agenda

- Should I be fundraising right now?
- Why get involved in the Great Canadian Giving Challenge?
- Some great campaigns
- Some tips to make the most of the Giving Challenge:
  - 1. Email
  - 2. Social media
  - 3. Website, blog, etc.
  - 4. Support from local media
- Planning checklist
- Q&A





Please indicate the impact of COVID-19 on your organization

(1 being a small impact, and 5 being a large impact)



## Should I be fundraising in the COVID environment?

- If you have a clear COVID message YES!
- If you are serving our most vulnerable populations YES!
- If you are affected but not directly responding to COVID yes, but be sensitive. Or consider an indirect appeal:
  - ✓ Thank: let your community know you appreciate their crucial support.
  - ✓ Update: how your organization is adapting to better serve in the time of COVID.
  - ✓ Check-in: let them know you are there for them and share how you might be of service.
  - ✓ Mention the Giving Challenge: let donors know that in June each \$1 donated enters you to win a \$20,000 prize



# Has your organization ever participated in the Great Canadian Giving Challenge?

- a) Yes
- b) No
- c) I'm not sure



#### What is the Great Canadian Giving Challenge?

#### \$20,000 prize NEW THIS YEAR!

- An month-long contest that gives you the chance to win a \$20,000 donation!
- Contest kicks off on June 1<sup>st</sup>, 2020
- Charities are automatically given 1 entry for every \$1 they receive in June via CanadaHelps.org or GivingChallenge.ca

#### \$1 = 1 chance to win

On July 1<sup>st</sup>, one randomly selected ballot determines the \$20,000 donation



## Why get involved? It's proven to inspire giving!









# Winning \$20,000 would be great, but the win for all charities is to inspire supporters!

The <u>top</u> reason organizations participate is to engage existing and new donors.

- Giving Challenge charity survey

A \$10,000 win would be amazing and provide 5,000 dozen eggs but regardless we all win thanks to every June online donation through the Giving Challenge! "

-Marjorie Bencz, Edmonton's Food Bank

The Great Canadian Giving Challenge provides the opportunity for donors to imagine the possibilities of what their donation can accomplish."

- Lindsay Pomper, Victoria Sexual Assault Centre



## Some past winners ...





It's official! This year's \$10,000 winner of the Great Canadian GivingChallenge is Camp B'nai Brith of Ottawa.... fb.me/53WU9igEy

12:00 PM - 3 Jul 2016









#TBT Last year @CAHumaneSociety were our lucky winners of the 2017 #GivingChallengeCA and won \$10,000. This year, YOUR favourite charity could be our lucky winner! Watch the Central Alberta Humane Society chat about the impact \$10,000 can make:



#### GIV3 Canada @GIV3\_Canada · 2 Jul 2018

GIV3
We have a winner! Congratulations to @TruthFo/Teens1 in Markham, Ontario for winning this year's Great Canadian Giving Challenge and \$10,000 grand prize! Thanks again to every Canadian from coast to coast who gave so generously in June. Until next year! #GivingChallengeCA I+I+







Congratulations to Little Trinity in Toronto for winning the 2019 Great Canadian Giving Challenge and a \$10,000 donation from (2019)! Thanks again to every Canadian from coast to coast to coast who gave so generously in June. See you in 2020! #GivingChallengeCA \$\vec{\text{\te}\text{\tex







#### Great campaigns: clear and simple goal











# Great campaigns: use multiple channels – email, website, social media, video



Jin, like millions of other dogs, was earmarked for the meat trade in China. He was facing a nightmare of abuse, torture and eventual slaughter.

But thanks to you, we were able to work with partner organizations and rescue Jin and nine other dogs from this awful fate. He and his friends endured a long and tiring flight to Canada, where on landing our team were waiting to transport them back to the

Jin and his friends are so friendly and loving, despite everything they've been through!

Our Rescue Transport Program allows us to rescue animals from all over the world. We have saved hundreds of dogs and cats from certain euthenasia because of this program. Will you make a donation as part of the Great Canadian Giving Challenge and help us rescue even more animals?

Donate Now

sage not only saves a life straight away,

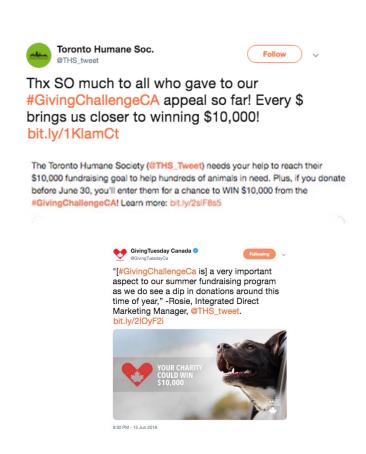
Every \$1 donated = 1 chance for us to win a \$10,000 prize. That could provide lifesaving surgeries for animals in crisis, or feed every animal in the shelter for over

Give \$15 = 15 chances

Give \$25 = 25 chances

Give \$40 = 40 chances













#### Great campaigns: not shy to reach out to supporters

United Way @uwaysc · 24 Jun 2018

Donate any amount in June to help us win 10k to help keep shelters open #home #housingfirst #asafeplace #givingchallengeCA #wearepossibility ow.ly/j4nF30kkpFN



United Way @uwaysc - 17 Jun 2018

Donate any amount to help us win 10k to support young fathers to be the best they can be #dads #fathersday #givingchallengeCA #wearepossibility ow.lv/!4nF30kkpFN



United Way @uwaysc · 20 Jun 2018

Donate any amount to help us win 10k to help fund After School Programs, keeping kids out of troublet #alithatkidscanbe #givingchallengeCA #wearepossibility #wednesdaywisdom ow.ly/WyJA30kkxol



United Way @uwaysc · 18 Jun 2018
Donate any amount to help us win 10k to help provide community hospice

support services, #dignity #givingchallengeCA #wearepossibility #mondaymotivation ow.ly/WDUf30kkxco



United Way @uwaysc · 12 Jun 2018

Donate any amount to help us win 10k to help empower & engage female youth #gogirls #givingchallengeCA #wearepossibility ow.ly/A7lh30kkpjB

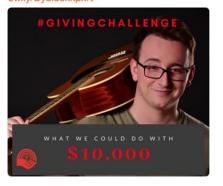


United Way @uwaysc - 7 Jun 2018

Donate any amount to help us win 10k to support individuals living with epilepsy #givingchallengeCA #wearepossibility #thursdaythoughts ow.ly/qIGk30kieVp



Donate any amount to help us win 10k to provide healthy mentorship to youth #match #wearepossibility #givingchallengeCA ow.ly/Dyul30kkpxN



United Way @uwaysc - 11 Jun 2018

Donate any amount to help us win 10k to help support individuals with disabilities #differentabilities #glvingchallengeCA #wearepossibility #mondaymotivation ow.ly/mZP730kkp9O







## **Great campaigns: get creative!**







# Your Giving Challenge Campaign



# 1. Engage supporters using email





#### **Engage with supporters via email!**



#### Please Help our Charity Win \$20,000

Every \$1 you donate to our charity in June via GivingChallenge.ca counts as a ballot to help us win \$20,000. Please donate today - we really appreciate your help!

Donate to help us win

<u>Create a custom email on</u> <u>GivingChallenge.ca</u>

## Email is highly effective. Plan to send a few to your supporters:

- Let them know there's something bia coming on June 1st
  - (Make it part of your usual messaging)
- Send a launch email. Let your supporters know how their donations will help and that they can help you win
- Tell supporters what you could do with \$20,000
- Keep them up-to-date throughout June and send a final push



#### Give your email a clear call-to-action



#### **Deadlines Approaching!**

In this issue: Don't miss these important deadlines for community grants, RFPs, conference registrations and more...



#### Last Chance to Help Us Win!

Every \$1 you donate to us in June counts as a ballot to help us win \$10,000 from the GIV3 Foundation.

The more you give, the more chances we have to win and the more chances we have to plant more trees! It's a win-win!

Deadline: June 30, 2018

Donate Now

**Donate Now** 

Every donation made to our Giving Challenge page not only saves a life straight away, it also enters us in to a draw to help us win a donation of \$10,000.

Imagine how many lives that could save!

Every \$1 donated = 1 chance for us to win a \$10,000 prize. That could provide lifesaving surgeries for animals in crisis, or feed every animal in the shelter for over two months.

Give \$15 = 15 chances

Give \$25 = 25 chances

Give \$40 = 40 chances





# 2. Engage supporters on social media



## Get social with your supporters!

Use the hashtag # GivingChallengeCA

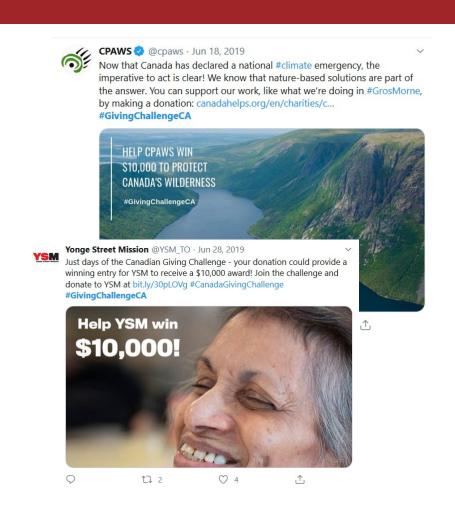
Post reminders regularly!

Use images and video to engage.

Share what your charity could do with \$20,000.

Early momentum is key, but plan mid-campaign reminders and end of campaign "last minute" calls to action

Get resources on Giving Challenge.ca





### Social media tips

## Strong images get engagement

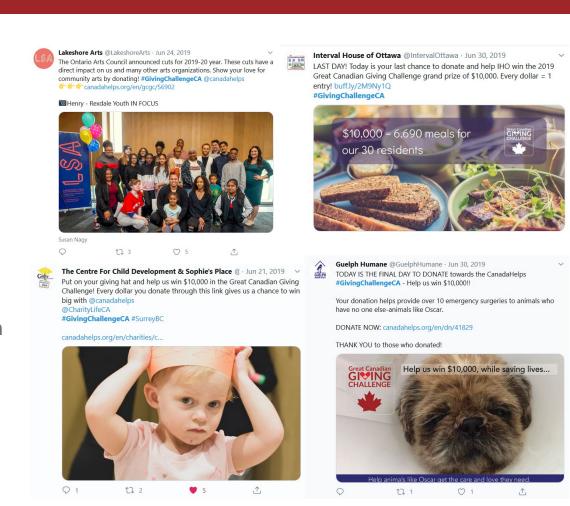
- Kids and babies
- Puppies and other animals
- Happy people
- DO NOT just share your logo

Include a call to action

Tell your impact story

Link directly to your donation page

Ask for shares



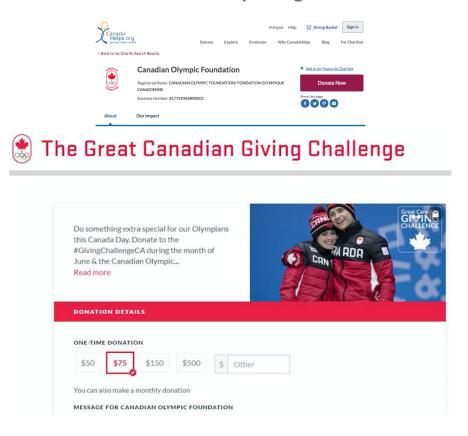


## Always link directly to your donation page

#### GivingChallenge.ca



#### CanadaHelps.org





## Use the free buttons, badges and social media images!

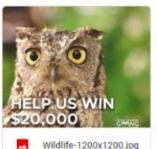








## Use the free buttons, badges and social media images!



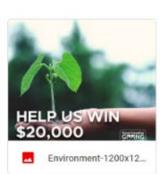


Seniors-1200x1200.jpg









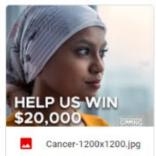










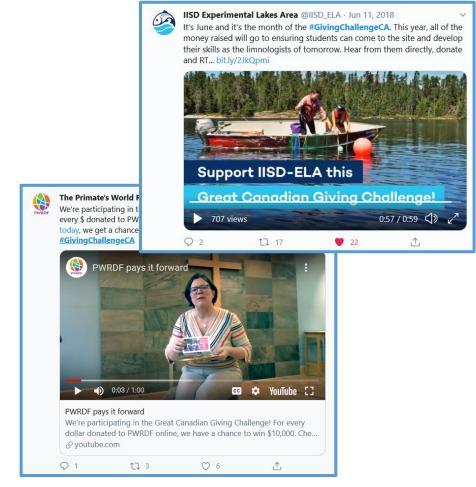




## Short videos get engagement

## Video is a great way to engage people with your message

- Can be used on your website and social media
- Easily shareable
- Social posts with video tend to get higher engagement rates
- Posting videos natively on Facebook and Twitter performs better than linking to YouTube





## 3. Adapt your website

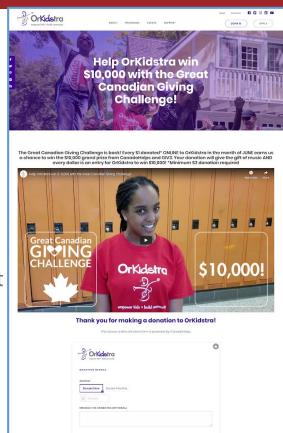


## Use your website and blog

Have a dedicated place to send supporters who click:

- Simple layout
- Clear call-to-action
- Easy-to-donate

You can also get a ready-to-use donation page for your charity at givingchallenge.ca





#### Great Canadian Giving Challenge



o Family Transition Place (ETP) throughout the month of June and help make a HUGE impact! Every \$1 donated to FTP in June earns us a chance to win \$10,000 (minimum \$3 donation required). Please consider donating above your regular giving to help give us the chance to win.

The potential to win \$10,000 has given us the opportunity to consider solving one of the bigger issues at our Orangeville location. Parking. There are simply not enough parking spaces at this facility in comparison to the number of women, children and men that we serve; not to mention, the staff needed to provide those services. We know how much it will cost and what it will take to make it happen. The problem is the lack of funding. Our available parking lot spaces would increase from 29 spots to 46. Our accessible parking spots would be closer to the entrance, making it much easier for those with accessibility concern to enter the building. Clients and staff would no longer have to find alternative parking locations for their appointments

- 1 in 4 women and 1 in 6 men experience sexual abuse in their lifetime. Any one you know could be in need of our service and we want to make sure that they can see our counsellors without any additional stress.
- Providing them with safe and accessible parking to make coming and going as easy as possible is important to us.
- As our community grows, the needs of our community grow as well. We are continually increasing the services offered to
- support the ever-changing and expanding needs of those who access our services. With that comes an increased number staff. Things have changed a lot since this facility was built in 1997.

FTP, we want to make sure that we use your money the way you'd like it to be used. On the online donation form, you will be asked to "Apply your donation to a specific fund set up by this charity." You will have the choice to make your donation a General contribution, which will support our programs and services, Or, you can select the Parking Lot Expansion option, which will specifically support our parking lot expansion fundraising efforts



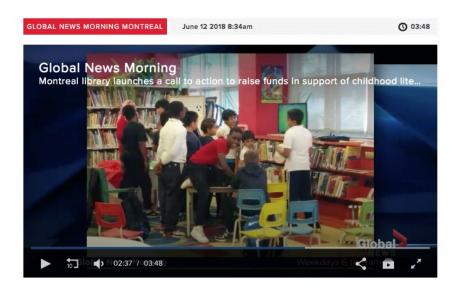
The Challenge begins June 1, 2019 at midnight Newfoundland Daylight Time (NDT) and ends on June 30, 2019 at 11:59:59 p.m. Pacific Daylight Time (PDT). The draw will take place on July 1, 2019.



# 4. Ask for support from local media



#### **Engage with local media!**



Montreal library launches a call to action to raise funds in support of childhood literacy

Join Global's Laura Casella and Montreal Children's Library President Alexandra D'Arrisso as they talk about a pan-Canadian fundraiser – The Great Canadian Giving Challenge – that will benefit children's literacy in Quebec.

The Great Canadian Giving Challenge is a unique story you can use to get some local media attention.

- Give your story a local hook your supporters can help in their community and be part of a national event
- Let your community know what you would do with the prize money



#### More local media



#### **CLOVERDALE REPORTER**



Sources raising money for literacy

Organization could win \$10,000 to boost book-giving program AARON HINKS / Jun. 9, 2018 1:00 p.m. / LOCAL NEWS / NEWS







It's a win-win situation for Sources Community Resource Centre.

Sources is participating in the Great Canadian Giving Challenge. For every dollar donated to the organization, Sources will earn a chance to win \$10,000.

The challenge, which started June 1, runs until the end of the month. The grand prize draw is to take place on Canada Day.

Whether or not Sources wins, the organization has set a fundraising target of \$5,000 for its Dolly Parton's Imagination Library program.

Robin levy from @PhoenixHfx tells us about the 4th Great Canadian Giving Challenge @canadahelps #GivingChallengeCA.



8:46 AM - 31 May 2018



SHARE

aA+ ⊜

Last year, The Great Canadian Giving Challenge raised \$6.3 million for more than 7.500 charities, 41,000 Canadians contributed and helped increase donations by 229

compared to 2014. Next year, 2017, is Canada's 150th anniversary and GIV3 aims to spotlight Canadians' giving spirit for our country's milestone anniversary. The impact \$10,000 could have for a charitable organization is enormous. For an after-school program, it could upgrade playground equipment or it could purc new tires for a seniors transportation service — the possibilities are endless. So how can you get involved and win big for the charity of your choice?







#### Download the media pitch template

#### Great Canadian Giving Challenge: Pitch Template for Charities

#### Tips: Getting Exposure for Your Charity & the Great Canadian Giving Challenge Using the Template

Together with our PR agency, High Road, we've developed the following media pitch to help you gain awareness or news coverage for your community initiative this June. Here are some tips to help you with your outreach:

#### Research

- Make a list of the local news outlets and visit their websites or call to find out the less center. Typically, you should include the news or assignment either (print) and producer or news desk (broadcard). However, if you know of a reporter who covers local initiations that are similar to yours, add them as well.
- Know your journalist, know their outlet. Follow them on Twitter or read/fisten to some of their past stories.
- Read, listen and watch your local media to get an understanding of the news they tend to cover and note the names of reporters covering local stories.
- Develop a relationship with local media. Introduce yourself at local events.

#### rep it short

Newsrooms are short staffed and media are busy so it's best to be direct and to the point with emails, solormails or if you speak with them live on the phone.





## Follow up and say thanks!



Follow

Although we did not win #GivingChallengeCA grand prize draw, with your support we raised \$32,488 in the month of June!
Because of YOU, the community of rural Pitseng will continue to have a place to call home at the Pitseng Centre.







THANK YOU to everyone who supported us throughout the #GivingChallengeCA challenge. You helped us raise \$56,580, 21% of our #ght2018 team's goal! You can still support our #ght2018 team by donating at bit.ly/2JpM4yg!















## What to do next?



## **Giving Challenge Checklist**

#### √ Craft a message

• Craft your message and let your supporters know how their donation (and the campaign) will have an impact.

#### √ Donation page and website links

 Have a clear call-to-action: "Donate Now" or "Give Today". Link directly to your donation page!

#### √ Get your emails ready

Schedule emails: pre-launch, launch, mid-campaign, last chance and thank you.

#### √ Create social media posts and images

- Schedule social media posts in the same way as your emails.
- Use ready-made graphics from givingchallenge.ca.
- Link to your donation form.

#### √ Contact local media:

Leverage your contacts. Use our <u>media pitch template</u> when reaching out.



## **Questions?**

Type them into the Questions Log.

Questions	<b>5</b>
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	7
[Enter a question for staff]	_
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	Send





## **Thank You!**





# CanadaHelps info@canadahelps.org







<u>Click here</u> to subscribe to our charity emails for the latest news about our fundraising tools and tips!



Stay tuned for an invitation to our next webinar!