

## Marketing Strategy Amplify Austin Day 2024

Presented by:

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### Nice to Meet You!



- Sr Director of Marketing
- This will be my 3rd Amplify Austin Day
- 15 years as a marketer
- 10 years as a designer
- Background in big campaigns and sales enablement

### Workshop Agenda



- I Live Here I Give Here's Role vs Yours
- Marketing Matrix
- Set Your Marketing Plan
- Amplify Austin Day Brand Sneak Peek
- Final Tips & Tricks
- Questions



## I Live Here I Give Here's Role Vs. Yours



#### What does I Live Here I Give Here do for Amplify Austin Day?



- Founders and Organizers
- Manage the platform AmplifyATX.org
- Gain Sponsors + Matches
- Mass Marketing
  - Advertising across Austin and Central Texas with Media Partners
  - PR press releases, pitching stories, organizing media interviews
  - Paid social media advertising
  - Partnering with Influencers
- Produce marketing materials for you and your Fundraising Champions
  - Toolkits graphics and copy
  - Templates
  - Yard Signs

# What does my nonprofit do for Amplify Austin Day?

- Promote Amplify Austin Day to your networks, donors, and followers
- Recruit Fundraising Champions to fundraise on your behalf
- Organize personal fundraising events or cause marketing events
- Engage with influencers that align with your mission
- You DO NOT need to spend any money on marketing or ads





## **Marketing Matrix**

Marketing Amplify Austin Day

### **Marketing Matrix**



#### Select your marketing strategy based on your resources:

	Set up your AmplifyATX.org profile	Post on Social Media	Send Emails to Subscribers	Opt In for Yard Signs	Recruit Fundraising Champions	Direct Mail and/or Cause Marketing	Plan Event and/or Secure a Personal Match
<b>Plan 1:</b> Very small team or limited time	x	x	x	x			
<b>Plan 2:</b> Small team with some time	x	x	x	x	x		
<b>Plan 3:</b> Medium team and/or more time	x	x	x	x	x	x	
<b>Plan 4:</b> Large team and/or ample time	x	x	x	x	x	x	x



## Set Your Marketing Plan

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# Marketing Campaign Template



#### **Marketing Plan**



- Based on your resources and time decide which Plan (1-4) is right for your organization
- Build your marketing plan...
- Don't have a template you use?
  - Mighty Citizen Marketing Campaign
    Strategy Template

https://info.mightycitizen.com/marketing-campaign-strategy-template



## **Branding Sneak Peek**

Marketing Amplify Austin Day

### **Amplify Austin Day 2023 Branding**



#### Ready on November 30th on AmplifyAtx.org/info/nonprofit-toolkit:

- Brand Guide
- Participant Digital Seal
- Ready-To-Go assets (no editing needed)
  - Print
  - Digital
  - Social Media + YouTube Animations
- Social Media Canva Templates (1080x1080 and IG Stories)
- Fundraising Champion Recruitment Tools
- Direct Mail Template
- Illustrator files
- Sample social media and email copy
- Official campaign messaging

\*everything available in English and Spanish



# **Tips & Tricks**

### **Amplify Austin Day 2023 Branding**



- Lead your marketing efforts with your WHY
  - Share your impact stories
  - Share your mission testimonials
- Use your nonprofit name in your AmplifyATX.org profile URL
- Use keywords related to your cause category in your profile content and update your hidden keywords (under your "share your story" profile editor)
- Share your donor impact
  - \$X = X service
- Lean into the brand templates
- Tag @ilivehereigivehere and use #AmplifyAustinDay on social media so we can reshare your content on our IG Stories
- 🔹 If you need something else, never hesitate to ask 🤗



# Questions





# Let's Amplify our Nonprofits y'all!

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