# Final Steps to Success



Dec. 12 - Dec. 31



### Giving Campaign Updates

- 23 Days until Launch!
- 75 Participating Nonprofits and Schools
- 35 Generous Sponsors
- Prizes
- New Features: Recurring Gifts and Donor Advised Funds
- Admin Dashboard
- Home Partnership Foundation Match
- Tagboard pulls in Twitter and Instagram: use
   #AvenuesForHope on public profiles



### Avenues For Hope Participating Organizations

#### NORTH:

Affordable Housing Foundation

Alternatives to Violence of the Palouse

Bonner Community Housing Agency

**Bonner Homeless Transitions** 

**Boundary County School District** 

Children's Village

Family Promise of Lewis Clark Valley

Family Promise North Idaho

Family Promise of the Palouse

Habitat for Humanity of North Idaho

Lake Pend Oreille School District

Moscow Affordable Housing Trust

Safe Passage

Salvation Army Lewiston

Sojourners' Alliance

St. Vincent de Paul North Idaho

Union Gospel Mission



#### SOUTHEAST:

Aid For Friends

American Falls School District

Bannock Youth Foundation

Cassia County Joint School District

**CLUB** 

Community Resource Center of Teton Valley

Eastern Idaho Community Action Partnership

Family Services Alliance

Gateway Habitat for Humanity of Pocatello

Habitat for Humanity of the Magic Valley

Idaho Falls Rescue Mission

Jerome Joint School District

Mini-Cassia Shelter, Crossroads Harbor

Minidoka School District

NeighborWorks Pocatello

Oneida Crisis Center

Promise Ridge

South Central Community Action Partnership

Southeastern Idaho Community Action Partnership

The Mahoney House

Twin Falls Optimist Youth House

Voices Against Violence



# Participating Organizations

#### SOUTHWEST:

Advocates Against Family Violence

Astegos.org

Boise Public Schools Foundation

**CATCH** 

Community Council of Idaho

Corpus Christi House

Education Foundation for Joint School District

El Ada Community Action Agency

**Emmett Independent School District** 

Faces of Hope Foundation

First Story

Giraffe Laugh Early Learning Centers

Good Samaritan Home

Home Partnership Foundation

Hope House

Idaho Anti-Trafficking Coalition

Idaho Suicide Prevention Hotline

Idaho Tiny House Association

Idaho Youth Ranch

Interfaith Sanctuary

International Rescue Committee

JEMfriends, Inc.

**LEAP Charities** 

Nampa School District

NeighborWorks Boise

**NWRECC Stepping Stones** 

One Stone

Salvation Army Nampa

Shepherd's Home

St. Vincent de Paul Southwest Idaho

The Community Builder

The House Next Door

The Jesse Tree of Idaho

Trinity New Hope

Village Charter School

Women's and Children's Alliance



### Avenues for Hope Generously Sponsored by:

**PLATINUM:** Idaho Housing and Finance Association, Regence Blueshield of Idaho, Wells Fargo

SILVER: Academy Mortgage, Micron Technology, Mountain West Bank, Stifel, The Hawkins Family Foundation

**BRONZE:** Barclays, Boise Housing Corporation, First Interstate Bank, Idaho Central Credit Union, Magellan Health, New Beginnings Housing, Northwest Integrity Housing, Skinner Fawcett LLP, The Housing Company

FRIENDS: Alliance Title & Escrow, Bank of Commerce, Citizens Community Bank, Commonwealth Agency, Essent Guaranty, Fairway Independent Mortgage Corporation, Federal Home Loan Bank of Des Moines, Guild Mortgage Company, Idaho Mortgage Lenders Association, Landmark Promotions, P1FCU, Saint Alphonsus Health System, TAO Idaho, Teton Valley Real Estate, The Pacific Companies, TitleOne, Valbridge Property Advisors, Westcor Land Title Insurance Company, Wright Brothers



#### **Grand Prizes**

Each nonprofit organization is only eligible for one prize in each category of Most Donors and Most Money Raised in either the statewide or regional leaderboards from gifts received online or offline during the campaign. Unique donors are identified by email address only.

Statewide Leaderboard for Most Donors and Most Raised

First Place: \$5,000 each

Second Place: \$4,000 each

Third Place: \$3,000 each

Regional - *North, Southwest and Southeast* for Most Donors and Most Raised



First Place: \$3,000 each

Second Place: \$2,000 each

Third Place: \$1,000 each



#### Challenge Prizes - \$1,800 available to all!

Each nonprofit organization is only eligible for one of each Challenge Prize from unique gifts received online. Offline gifts will not be counted towards these prizes (except Surpass the Past.)

#### Unique donors are identified by email address only.

- **Early Birds:** \$500 to each nonprofit that receives at least 12 gifts by 12 noon on 12/12 (Day 1).
- Weekend Warriors: \$300 to each nonprofit that receives at least 12 gifts during a single weekend.
- **Domestic Dozen:** \$300 to each nonprofit that receives donations from 12 or more U.S. states.
- Surpass the Past: \$500 to each nonprofit that receives more gifts in 2019 than they did in 2018. New and returning organization must have a minimum of 10 gifts to qualify, online and offline gifts count.
- Social Media Marvels: \$200 to each nonprofit that posts at least 10 times on Facebook using #AvenuesforHope.



#### Challenge Prizes

- Random Daily Drawings: One donor will have \$100 added to their donation every weekday of the campaign. A random drawing will be held each weekday around noon from donations made during the previous 24-hour period or weekends on Mondays.
- **Peer-to-Peer Peeps:** \$500 to the organization in each region with the most peer-to-peer fundraising champions that raise a minimum of \$100 each.
- Recurring Giving Victors: \$500 to the organization in each region with the most donors who enroll to make recurring donations after the live campaign ends.
- **Surprise Prizes:** May be added or announced at any time and will typically be communicated via email and/or on Facebook.



### New Features

#### Recurring Gifts

- Allows donors to schedule donations on a monthly, quarterly or annual basis.
- OR, they can choose a final total to give and segment the donations over time.
- o Only gifts paid in December will be counted for Avenues for Hope.

#### Donor Advised Funds

- If you are a fund holder at a Donor Advised Fund, you are able to donate using that account.
   Important: please be sure to provide the name listed on the fund account.
- Only gifts verified by noon (MT) December 31st will be counted for Avenues for Hope.

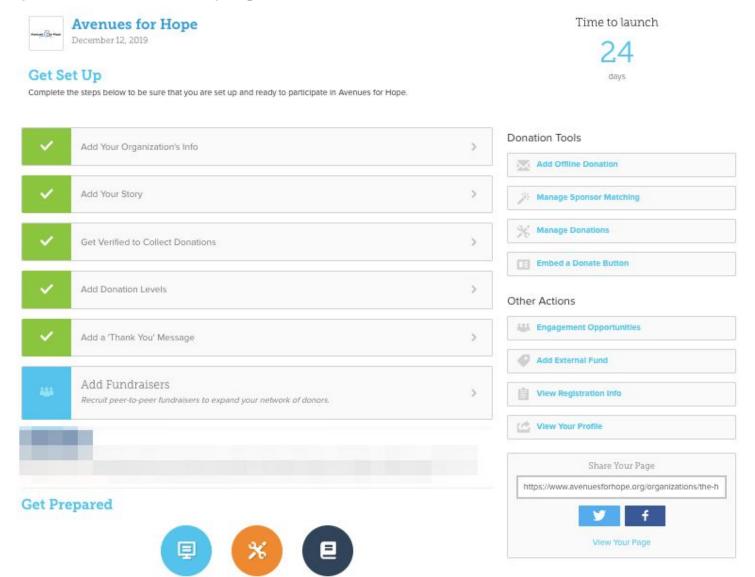
### "Everyone Wins" Fund

 Donors will have the option to make a general gift that will be split among all participating nonprofits.



### Avenues of for Hope Admin Dashboard

#### Get very familiar with this page!





# Adding your Home Partnership Match (1 of 2)



Brought to you by Idaho Housing and Finance Association

Your page administrator needs to manually add this match before the campaign begins in order to qualify for these funds. No exceptions will be made.

Sponsor Name Logo Home Partnership Foundation Select Image URL (optional) Remove www.HomePartnershipFoundation.org Tip: Disable adblockers on this page for the best Does the sponsor wish to be anonymous for this match? We can hide their name from donation listings logo uploading and match announcements. (optional) experience. Keep Sponsor Anonymous Match Name Pave the Way Match



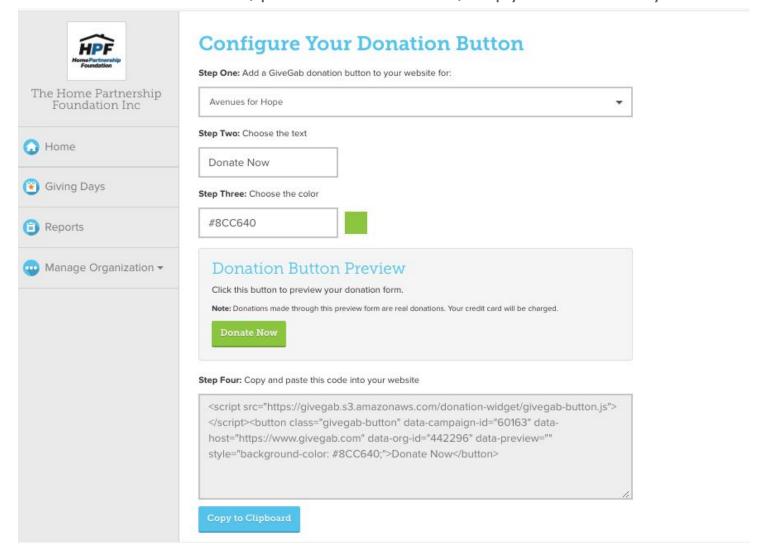
### Avenues For Hope Adding your Home Partnership Match (2 of 2)

Description		
	AND DESCRIPTION OF THE PARTY OF	n will provide a \$1 for \$1 match for cipating organization.
Total Matching Funds Available		Maximum Match per Individual Donation
\$3,000		N/A
Does this match only apply to donation		
Please note that times are Please make sure you convert your Donation Matching Start Ti	local time to Eastern to	ne. o ensure your matches are distributed at the proper times! Donation Matching End Time (Eastern)
N/A		N/A
	donation that co funds are deplet be created automatically l valiable matching funds are	ically generate a matching offline donation for each GiveGab omes in online between the above dates (if provided), until all the ted! (You can always edit them later if needed.)  In the amount equal to the matched online donation (up to the maximum eless than these values, a donation will be partially matched. If a time range is nations made during this time range.
Archive this match opportunity to mark  Archived	it as inactive and prev	vent it from being displayed in future fundraising.
Save Cancel		



### **Embeddable Donation Form**

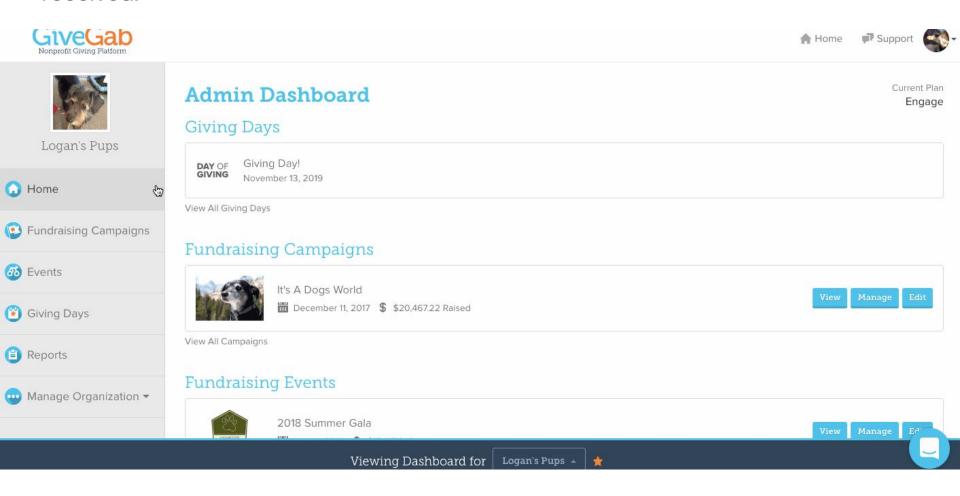
Customize the "Button Text", pick a button color, copy the code to your website.





### Tracking Your Donations

Can you add an example of how nonprofits can view the donations they've received.





### Your Success Checklist

- Define Your Goals
- 2. Tell Authentic Stories
- 3. Identify Calls-to-Action
- 4. Add Engaging Visuals

- 5. Empower Ambassadors
- 6. Prepare Communications
- 7. Review Your Campaign
- 8. Create A Stewardship Plan



### Avenues of for Hope Do you have defined goals?

#### Your Avenues for Hope goals can go beyond dollars raised:

- Monetary Amount
- **Donor Amount**
- **New Donors**
- Repeat Donors
- Recurring Donors

- **Board Engagement**
- P2P Engagement
- Volunteer Engagement
- Social Media Engagement
- Win Prizes or Matches



### Avenues of for Hope Is your story authentic?

- Focus on a specific person, program, initiative, etc.
  - How do donors make these stories possible?
  - Can share a new story every day
- Include photos, graphics, and key statistics
- Make sure your story reflects your initial goals
- Keep it consistent and scannable for donor ease
- Highlight the joy of giving, making your donor the hero!



### Avenues of for Hope Telling a Captivating Story

- Authentic & emotional
- Easy to understand
- Centered on people supported by data
  - Highlight a specific impact in dollars and cents
- Connect to the communities you serve
- Makes readers feel like they can make a difference!
- Consistent throughout all of your channels
- COPE Create Once, Post Everywhere



### Are your calls to action clear?

- Include a link to your Avenues for Hope profile in all of your communications for easy donor access
- Make it clear how your potential donors can help you make a difference during Avenues for Hope
- Cater your calls to action to different goals and audiences
  - Fundraise! Donate! Volunteer! Join! Subscribe!



### Are you featuring visual content?

- On your Avenues for Hope Profile...
  - Cover Photo & Logo

Story Photos or Infographics

Donation Levels

- Embedded Video
- Across your digital platforms...
  - On your website and Social Accounts
- In Your Communications...
  - Emails & Social Media Posts

Visuals help tell your story and increase online engagement!



### **Asset Checklist**

#### Images

- 5-10 Photos of your mission in action
- Stock Photos that encapsulate your mission
- Avenues for Hope Logo added to shareable content

#### Videos

- Host on YouTube or Vimeo for easy sharing
- Thank You Video

### Infographics

- Highlight donor impact & data
- Testimonials
- Last year's impact



### Are your ambassadors prepared?

- Identify your Avenues for Hope Ambassadors
  - Social Ambassadors

Board Members

P2P Fundraisers

- Internal Support
- Arm them with key messaging and shareable content
  - Sample posts and graphics in your Avenues for Hope Nonprofit Toolkit!
- Communicate your goals and campaign game plan
  - Break down tasks into manageable responsibilities



### Do you have a communications plan?

- Plan your online communications ahead of Avenues for Hope
  - Announcement/Save The Date

Daily Updates

Campaign Countdown

- Supporter Gratitude
- Utilize multiple online channels for the best engagement
  - Social Media

Organization Website

Email Communications

- Ambassador Sharing
- Customize the templates, guides, and graphics in your Avenues for Hope Nonprofit Toolkit for the perfect plan!



# Preparing Your Outreach Strategy

- Create consistent SHAREABLE content
- Send out a call for Giving Campaign Ambassadors
- Multi-Channel Outreach
  - Email
  - Social Media
  - Direct Mail
  - Phone
- Clear calls to action



### Avenues of for Hope Other Social Media Ideas

- Boost your posts on Facebook
- Customize your profiles with AFH cover images
- Join the community. #AvenuesForHope
- Connect with Avenues for Hope and others:
  - Facebook: https://www.facebook.com/AvenuesforHope and https://www.facebook.com/HomePartnershipFoundation/ and https://www.facebook.com/idahohousing/
  - Instagram: https://www.instagram.com/avenuesforhope/ and https://www.instagram.com/idahohousing/
  - Twitter: https://twitter.com/AvenuesforHope and https://twitter.com/IdahoHousing



# Avenues for Hope Need help? Contact Us.

- IHFA Marketing and Communications
  - Jason Lantz: jasonl@ihfa.org
  - Bailey Hughes: baileyh@ihfa.org
- Home Partnership Foundation / Avenues for Hope
  - Deanna Ward: <u>deannaw@ihfa.org</u>



### Are you campaign confident?

- Review your game plan and Avenues for Hope profile
  - Is your profile complete? Does it reflect your goals and mission?
  - Are your communications ready? Are they clear and concise?
- Are you promoting your Avenues for Hope profile consistently across all of your digital platforms?
- Try going through the process as if you were a donor, from the first point of access to donation success!



# Avenues For Hope How will you thank your supporters after the campaign?

- Pre-schedule general messaging to all supporters
  - Social media posts and overall success update
  - Giving Campaign thank you email to your organization's email list
- Follow up with donors for more personal stewardship
  - Access their contact information in your GiveGab Dashboard
- Highlight impact of donor funded projects
  - This doesn't have to happen right away!



# Avenues of for Hope Your Nonprofit Resources

- Customizable Email Templates and Guides
- Sample Social Media Posts and Best Practices
- Avenues for Hope Downloadable Graphics
- On-Demand Training Course Videos
- Resources for Board Members and P2P Fundraisers
- Blog Articles and How-To Videos from GiveGab



### We're Here For You!

- Visit Our Help Center
   <a href="https://support.givegab.com/">https://support.givegab.com/</a>
- Send us an email at
   <u>CustomerSuccess@givegab.com</u>
- Chat with GiveGab's Customer
   Success Team whenever you have
   questions or need a hand
  - Look for the little blue chat bubble!





### Avenues for Hope Your Next Steps Housing Challenge

- Like the **AvenuesforHope** Facebook page, we like YOU!
  - Don't forget to use **#AvenuesForHope** in all posts
- Check your inbox for a quick survey and important emails
- Watch on-demand training course videos
- Check out the Nonprofit Toolkit
- Set up your Match!

# Questions?



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