#iGiveCatholic
Marketing for Ministries
O Lord, giver of life, we know that all we are, and all we have are gifts from You.

We live in a world that celebrates consumption. But You call us to be good stewards of all You have entrusted to us.

May this #GivingTuesday prompt us to gratitude and generosity, that brings nourishment to the hungry and hope to the hopeless.

We pray that #iGiveCatholic may be a miracle of loaves and fishes, where every gift shared lovingly from a grateful heart becomes bread for the multitudes, and the ordinary becomes extraordinary.

In this giving and receiving, may our hearts rejoice in You alone, who are Lord for ever and ever.

Amen
Thank You!

National Sponsor
OSV

Impact Sponsor
CCS Fundraising

Affiliate Sponsor
CAPTRUST

In Association With
Villanova University
Catholic Extension
YLD
ICSC

#iGIVECATHOLIC
Agenda

- Your #iGiveCatholic Story, Goals
- Marketing
  - Resources
  - Best Practices
  - Ministry Ideas
  - Video Campaigns
  - Email/Mail Campaigns
  - Social Media
  - Thank Your Donors
- Key Takeaways
Review: Your #iGiveCatholic Story

● Know Your Audience
  ○ Past and current donors... but also potential new donors!
  ○ How do your donors like to be engaged?
  ○ What are your most effective communication methods?

● Tell Your Story
  ○ What is your main call to action?
    ■ Specific project?
    ■ Mission support?
  ○ What are your goals for your campaign?
    ■ Do you have a financial target? New donors? More awareness in community?
  ○ How can your donors help make a difference?
    ■ What stories or testimonials can you share that will speak to their hearts?
  ○ Do you have photos, graphics, or videos already available? Need more?
Marketing: Resources

- **Marketing Toolkit**
  - Ministry-specific suggestions
  - Sample emails
  - Sample social media posts
    - Facebook
    - Twitter
    - Instagram

- **Communications Timeline**
  - Web, email, social media, and video posting milestones begins in mid-October (6 weeks out)

- **Assets**
  - #iGiveCatholic logos, graphics, bulletin inserts, and more!

- **Reminder E-Blasts**
  - Marketing suggestions and campaign reminders beginning in mid-October
Marketing: Best Practices

- **Personalize Online Profile Pages**
  - Opportunity to tell your story with photos, video, messaging, and more

- **Attend Live or Utilize Archived Webinars**
  - Great start!
  - More on the [Trainings page](#) ... including how to create an impactful profile page!

- **Use Available Resources**
  - Marketing Toolkit, graphics, etc.
  - Communicate in the ways that work for your ministry already

- **Get the Word Out**
  - Marketing budget?
  - Staff, volunteers, and other supporters

- **Be creative and have F-U-N!**
Marketing: Ideas for Ministries

Remember: YOU know your donors best!

- This is your opportunity to:
  - Advocate
  - Inspire
  - Educate
Marketing: Ideas for Ministries

- Use a text messaging service
- During the Thanksgiving holiday, change outgoing voicemail messages on greetings, staff lines, and cell phones to remind people about the giving day
- Distribute or post flyers (Resources page)
- Use a banner ad on your website
- Announce and discuss #iGiveCatholic with staff, ministry participants and constituents at all meetings, or set up an event

#iGIVECATHOLIC NOVEMBER 29, 2022

Visit www.iGiveCatholic.org and search for:

INSERT ORGANIZATION NAME OR LOGO HERE

For more information about supporting #iGIVECATHOLIC contact us at:

INSERT ORGANIZATION’S CONTACT INFORMATION HERE
Sharing Your Page

- Find your URL in your organization dashboard
- URL to embed/hyperlink in all your electronic communications is under “Share Your Page”

#1 way donors find your profile page!
Marketing: Video Campaigns

● Start a VIDEO Campaign
  ○ Social media **algorithms** favor videos
  ○ **Free/easy** to do by just taking a video with your **smartphone** and posting it online
  ○ Engage **board members, donors, and staff**
  ○ Make quick 3-5 second videos stating “#iGiveCatholic because…”
  ○ Host your video on YouTube or Vimeo- search #iGiveCatholic
Marketing: Email/Mail Campaigns

- Create a **banner** or **dedicated message** in your e-communications
- Embed a QR Code to your profile page on your printed materials
- Add an #iGiveCatholic logo to your **email signature**
  - **Clickable link** to your profile page
- Send an email to friends asking them to “**Save the Date**” for the giving day... and then forward to 10 of their friends. Include hyperlink (clickable link) to your page.
- **Templates** (Resources page)

Jaqueline Smith
Assistant Director
Holy Spirit Retreat Center
1 Holy Spirit Dr.
Anytown, NM 88033
(555) 555-5555 Phone
(554) 555-5555 Fax
jsmith@holyspiritretreatcenter.org

#iGIVECAThOLIC
Marketing: Social Media - Facebook

- Change **cover photo** and **profile picture** to #iGiveCatholic
- Create a **schedule of Posts** to remind “friends and fans” to give Catholic and support your ministry
  - Videos and photos
  - Example Posts in the Marketing Toolkit
- **Tag** and **thank** those who tag you
- Use the **#iGiveCatholic hashtag** and “follow” our official page: @iGiveCatholic
  - Opportunities to **share** content
  - #iGiveCatholic may share your posts!
  - **Create your own hashtag** featuring your ministry name to rally and track your supporters
Marketing: Social Media - Twitter

- Change **cover photo** and **badge/icon** to #iGiveCatholic
- Create a **schedule of Tweets** to remind “friends and fans” to give Catholic and support your ministry
  - Videos and photos
  - Example Tweets in the Marketing Toolkit
- **Tag** and **thank** those who Tweet you
- Use the **#iGiveCatholic hashtag** and “follow” our official page: **@iGiveCatholic**
  - Opportunities to **retweet** content
  - **Create your own hashtag** featuring your ministry name to rally and track your supporters
Marketing: Social Media - Instagram

- Change **profile photo** to #iGiveCatholic
- Profile page **link in bio and post**
- Share fun **quotes, graphics, or photos**
  - Post videos and boomerangs of community members holding up #iGiveCatholic signs
- Use the **“Stories” feature** to update followers to keep momentum going
- Use the **#iGiveCatholic hashtag** and “follow” our official page: @iGiveCatholic
  - Opportunities to **repost** content
  - **Create your own hashtag** featuring your ministry name to rally and track your supporters
Marketing: Thank Your Donors!

- Online donors receive an immediate thank you email from #iGiveCatholic that will include required tax information.

- Your personalized “thank you”...
  - Does not have to be a letter
  - Can be fun and creative, such as:
    - Personal phone call
    - Handwritten note
    - Social media “shout out”
    - Picture of staff, board members, volunteers, or constituents that the donation supported
    - Real-time thank you!
Marketing: Key Takeaways

- **C.O.P.E.** - Create Once, Post Everywhere
- Provide clear calls to action
- Include links to your giving day profile page
- Offer opportunities for volunteers and supporters to get involved
- Always keep your goals in mind
- Get creative and have fun!
“Anything you raise is more than you otherwise would have had. It doesn’t take a lot to participate and doesn’t need to be overly complicated – and you can have a great return on investment. Even if you don’t have a full-time development director, you can assemble a small team to help fill in whatever gaps you may have. #iGiveCatholic has thought of everything, so just use the resources they provide. Don’t rule out any opportunity God wants to use for people to share their appreciation for your ministry. Align your marketing with your mission and trust the process.”

Macy Becker
Director of Development
Comeau Catholic Campus Center
Ft. Hayes State University
Diocese of Salina, KS
Next Steps: Key Dates

● Key Campaign Dates:
  ○ Online registration
    ■ Opened August 15
    ■ Closes November 2
  ○ Advanced Day Giving
    ■ Runs November 14-28
  ○ #iGiveCatholic on #GivingTuesday
    ■ November 29!

View more #iGiveCatholic trainings!
Questions? Contact Us!

- Contact your leadership team indicated in the footer of your arch/diocese’s or foundation landing page!

- Send us an email: questions@iGiveCatholic.org

- Visit GiveGab/Bonterra’s Help Center: https://support.givegab.com/

- Chat with GiveGab/Bonterra’s Customer Success Team:
  - Click the little blue chat bubble. Be sure to include your email address in your message!
#iGiveCatholic
Thanks for listening!