

5 For-Profit Marketing Ideas

To Steal for Nonprofit Fundraising



"NIO obviously is a good time.

It's not only been really valuable educationally, but it's been a ton of fun!"

Marissa Stein Coral Reef Alliance









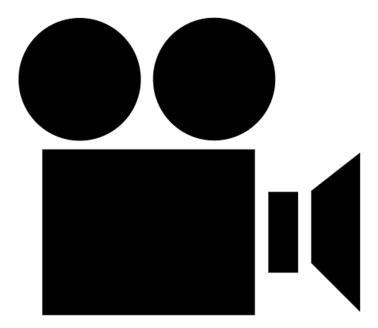
"There was so much information that was applicable.

It won't just change the way we approach our donors, but our philosophy of why we're talking to them in the first place."

DeNail Sparks EveryNation

niosummit.com

A Few Quick things...



A video recording of this live webinar will be sent to you afterwards.



A Few Quick things...



Links to the slide deck and other featured resources will be sent out with the recording.



A Few Quick things...



We have time for additional Q&A.





5 For-Profit Marketing Ideas

To Steal for Nonprofit Fundraising



Brand | Building a Brand Based on Core Beliefs



General Ask

Make a WonderFull Tribute

Donation

Honor Deborah with a Tribute donation and help CaringBridge connect people with love and support when they need it most.



Add a message to your Tribute donation



255 characters remaining

I'll Help Now

Personalized Ask

Honor Deborah with Your Tribute

Donation

Make a gift to CaringBridge in honor of Deborah to make sure that the website that brings them joy on a daily basis stays up and running this holiday season.



Add a message to your Tribute donation





Benefits Copy

Value Prop & Benefits



SIGN UP NOW!

The Avila Army is our battalion of friends and followers actively deployed in the war for souls through the monthly support of the mission of the Avila Foundation.

As a thank you for your contribution, you'll have exclusive access to the Army community, Avila courses, webinars, updates and sneak peeks. ***



uardian Angels (\$5-\$49)

Welcome Package

- · Access to the Avila Army Community
- Invitation to the weekly rosary with the Avila Team
- · Exclusive invites to webinars and special events
- Insider updates and sneak peeks
- · Monthly impact updates and quarterly reports
- Reflections from Dan Burke



it. Gabriel Unit (\$50-\$249)

- Everything above PLUS

- · Copy of Journey to God
- Access to our School of Spiritual Formation vault of recorded classes



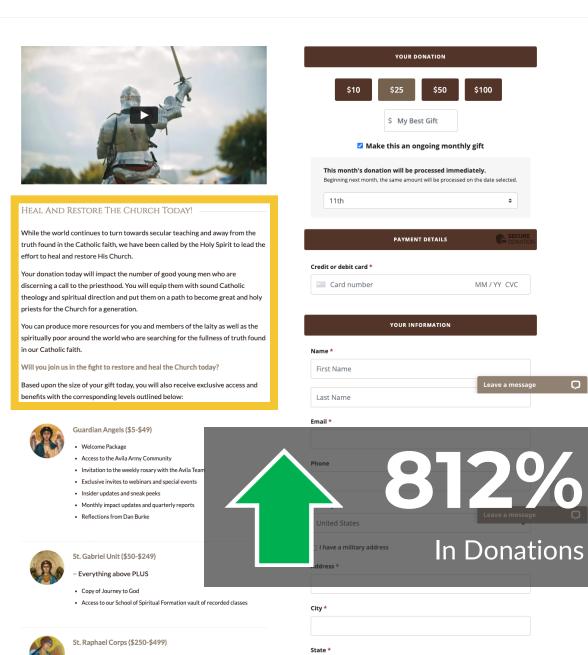
t. Raphael Corps (\$250-\$499)

Everything above PLUS

· Access to our Graduate School vault of recorded classes · Enrollment in one School of Spiritual Formation class

YOUR DONATI	ON
\$10 \$25 \$ \$ My Best Gift	
This month's donation will be process	ed immediately.
Beginning next month, the same amount will be	e processed on the date selected.
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Copywriting | The Power of Storytelling

Succinct Email Appeal

Hi Kelly,

I'm humbled to let you know that we have another matching grant. But it's not from a foundation—it's a group of people just like you who wanted to help raise money for

CaringBridge. I am just so encouraged that these incredible friends would come together to match the next \$50,000 you can give.

CaringBridge is free to use, but it's not free to run. We have a team of developers, quality assurance technicians, business analysts and coordinators who make sure anyone in need can create new, free sites while maintaining the hundreds of thousands of existing sites for as long as they're needed. The need for connection and coordination through CaringBridge has only grown over the last few years.

That's why we're so excited to offer you another opportunity to double your gift.

I'm so grateful for this group of donors who has stepped up. <u>I hope this matching grant encourages you to be</u> <u>generous with a gift today</u>. This matching grant won't be around for long, and our team could use your help as soon as you can provide it!

I don't want to let these donors down. Would you make a gift today, and let these donors match it?

Thank you,

- Kelly

P.S. If you're not able to give this holiday season, would emails this month?

Kelly Espy Fundraising Campaign Manager www.CaringBridge.org | 2750 Blue Water Road, Suite 275, Eag



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Long-form Email Appeal

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Let me tell you what your gift will do. One Journal I read this year, Courtney Lamb's, really stuck with me, and I'd love to share her story with you.

Courtney was a nurse when she was diagnosed with breast cancer at 37. She went through chemo, radiation and multiple surgeries right before the pandemic began, and then she ended up with long COVID. And that was all before she was furloughed from her job, thanks to the pandemic.

While Courtney worried about her future, her family stepped up to take care of the present. Courtney's family took care of her three boys, made sure the house was full of food and even accompanied Courtney to doctors' offices to take notes about her treatment.

Succinct Email Appeal

Hi Kelly,

- I'm humbled people just li CaringBridge you can give
- CaringBridge business and hundreds of through Cari
- That's why w
- I'm so gratef generous w long, and ou
- <u>l don't want</u>
- Thank you,
- P.S. If you're emails this m
- Kelly Espy Fundraising Ca

CARIN

- Let me tell you what your gift will do...
- Courtney was diagnosed with breast cancer...
- Her family stepped up to take of the present...
- "I knew my kids were always somewhere safe..."
- She decided to face her health journey with optimism...she shared that attitude with everyone reading her CaringBridge journal.
- "People who don't have support...have a harder time making it through."

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While Courtney worried about her future, her family stepped up to take care of the present. Courtney's family took care of her three boys, made sure the house was full of food and even accompanied Courtney to doctors' offices to take notes about her treatment.

"I knew my kids were always somewhere safe, with someone who loved them," Courtney said. "It took such a load off my mind."

Courtney made a choice about the kind of example she wanted to set for her boys. She decided to face her health journey with optimism and positivity, and she shared that attitude with everyone who read her CaringBridge Journal, which allowed Courtney's extended circle to shore up the family's new routines and share wisdom, encouragement and experiences with cancer.

Courtney said, "If I had let it weigh me down, I may not have had the same outcome. I tend to think that people who don't have support, or the ability to stay positive and remain hopeful, have a harder time making it through."

Just like Courtney's friends were an encouragement to her pursuit of positivity, <u>I hope this matching grant</u> <u>encourages you to be generous with a gift today</u>. This matching grant won't be around for long, and our team could use your help as soon as you can provide it!

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Fundraising Campaign Manager www.CaringBridge.org | 2750 Blue Water Road, Suite 275, Eagan, MN 55121



In Donations



N

Copywriting | Enthusiasm is Not Enough

Control

X

0 Honor Kade and Kallan with a donation to CaringBridge. You make Kade and Kallan's website possible.

Treatment 1

Kade's CaringBridge site is supported by generous donors like you. Make a donation to CaringBridge in honor of Kade



Reverse Order

Treatment 2

Make a donati			Donate
	on to CaringBridge to keep Kade's site up and runn	ing.	

Impact of the site

Emotional appeal

Treatment 3



Control

Honor Kade and Kallan with a donation to CaringBridge. You make Kade and Kallan's website possible.

Treatment 1



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Kade's CaringBridge site is supported by generous donors like you. Make a donation to CaringBridge in honor of Kade



Treatment 2

Help Kade stay connected to family and friends. Make a donation to CaringBridge to keep Kade's site up and running.



Impact of the site

Treatment 3

Show your love and support for Kade. Make a donation to CaringBridge to keep Kade's site up and running.



Control

Honor Kade and Kallan with a donation to CaringBridge. You make Kade and Kallan's website possible.

Donate

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In Donations

Impact of the site

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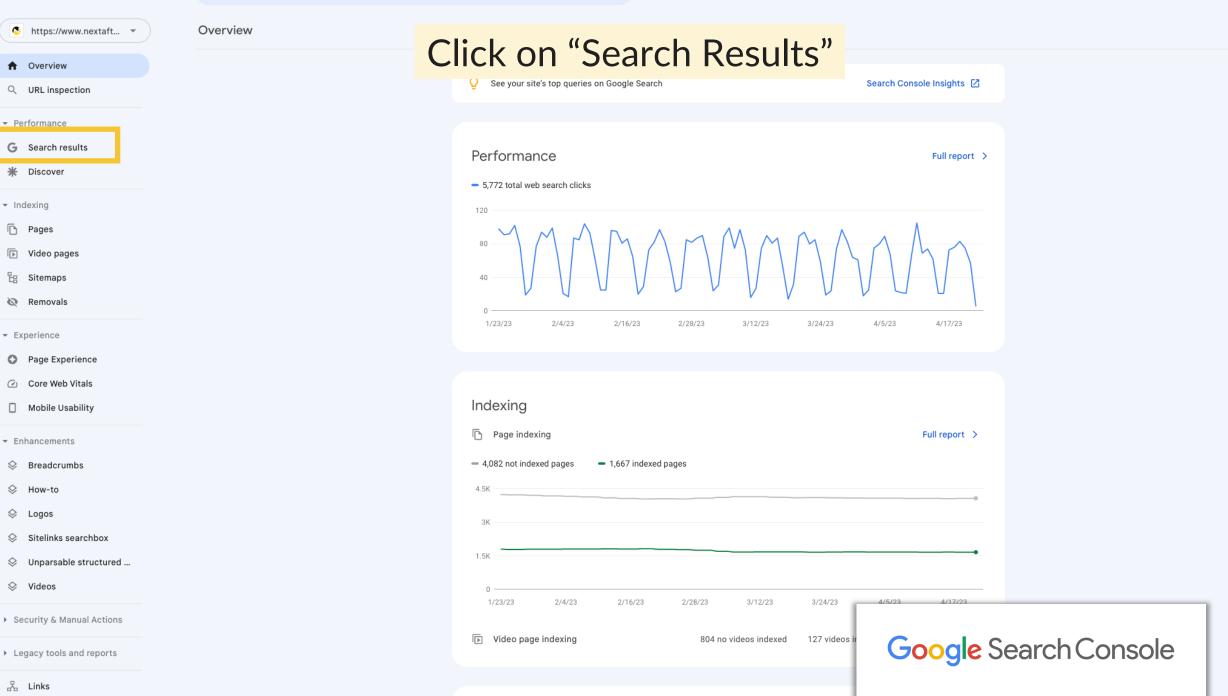


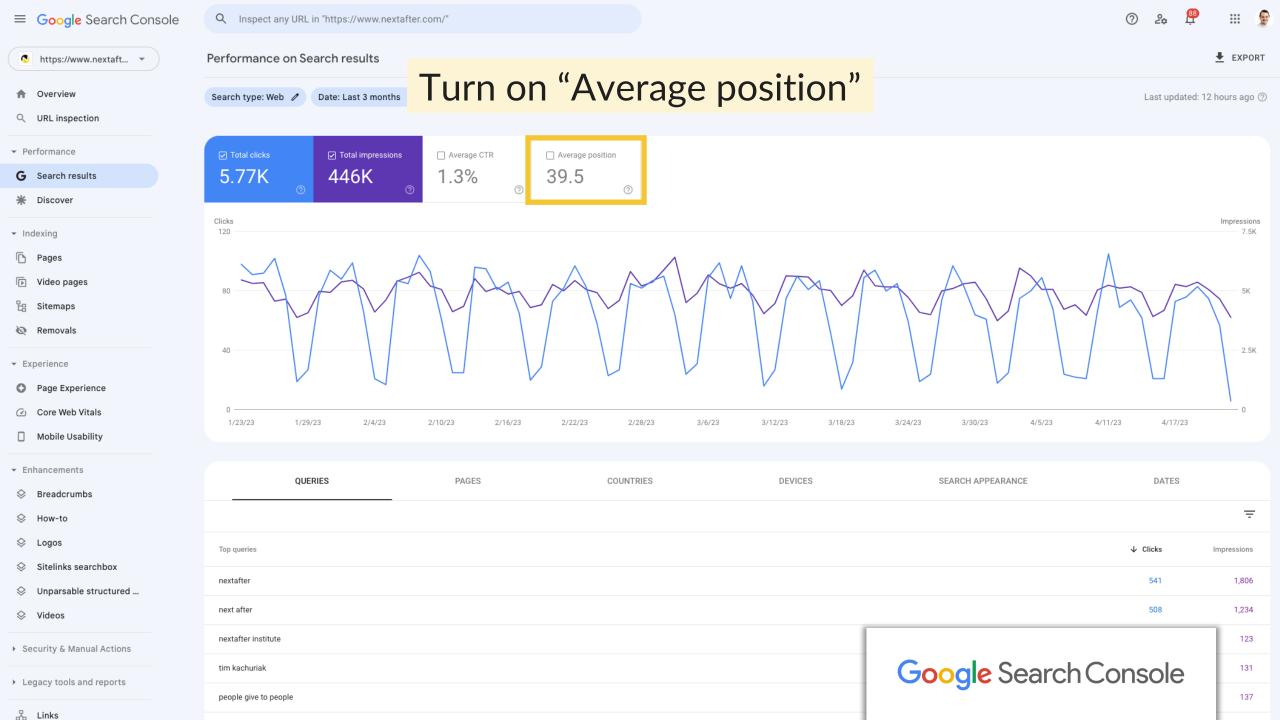
SEO | Moving from Page 2 to Page 1

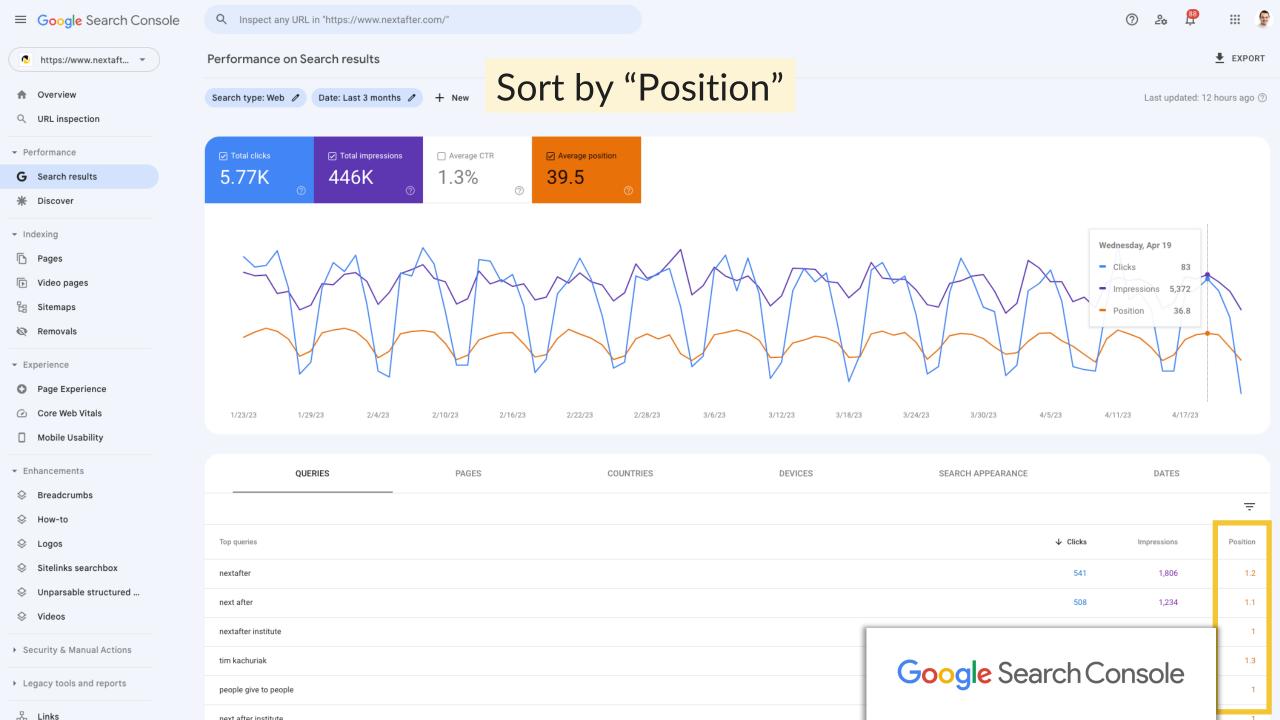
"But Andy, I don't see that report in GA4!"

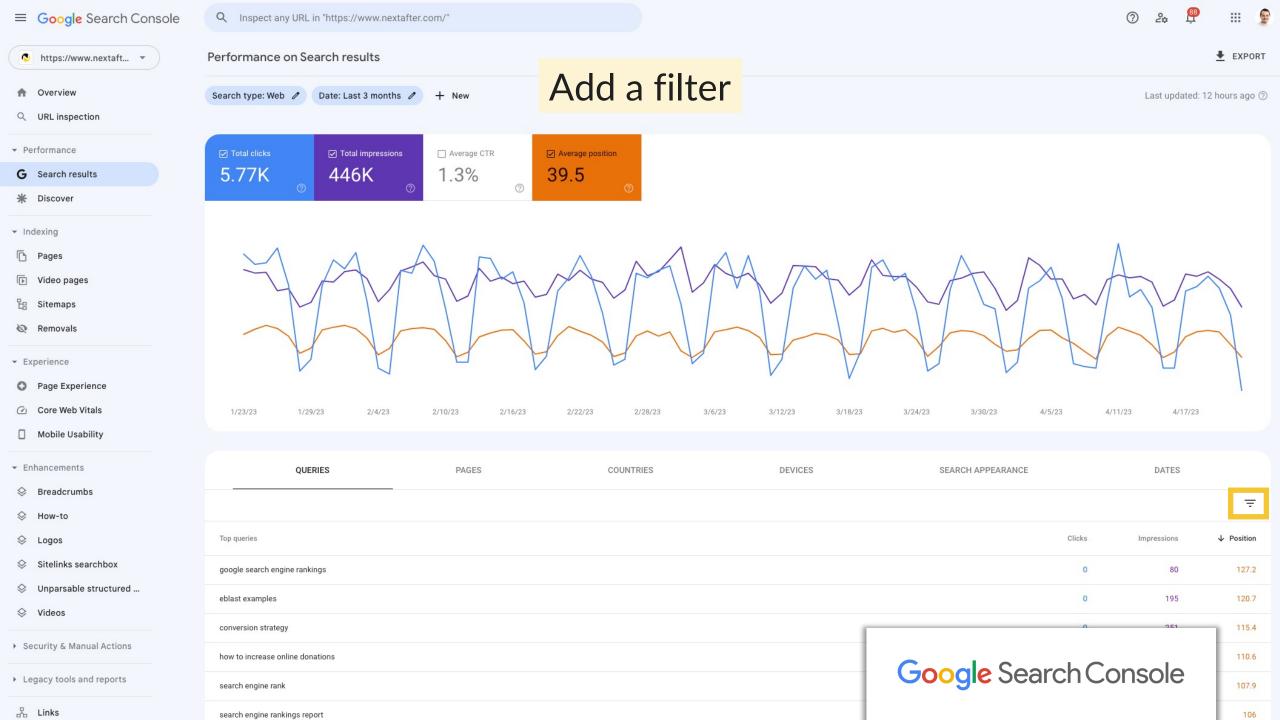
You can still get it in Google Search Console







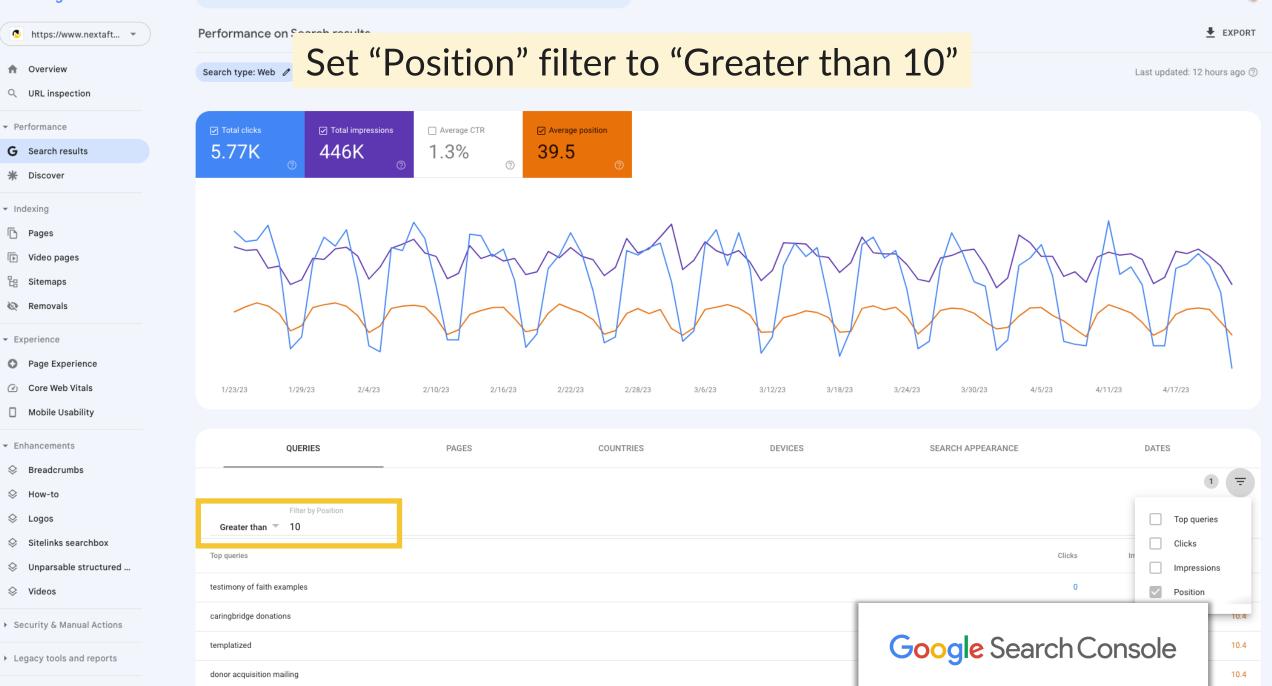




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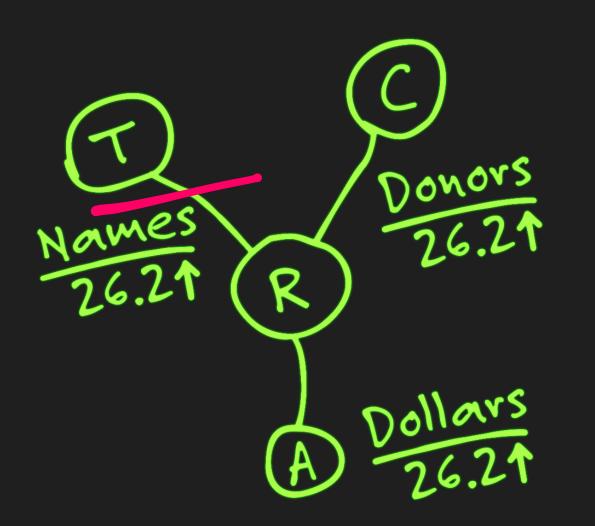
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caringbridge donations				2	99	10.4
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donor acquisition mailing				0	84	10.4
soraya alexander				4	170	10.5
donor motivations				0	168	10.5
donation list examples				1	39	10.8
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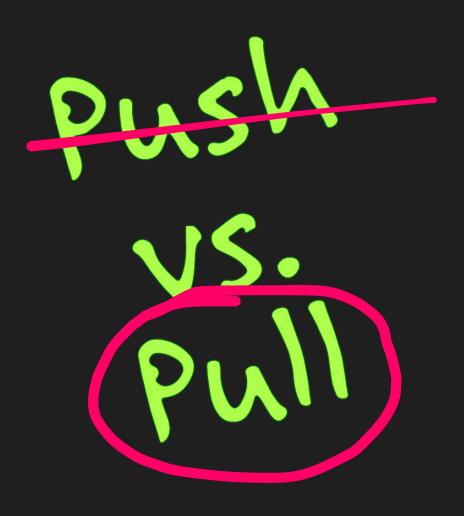


"But Nathan, how is this related to fundraising?"









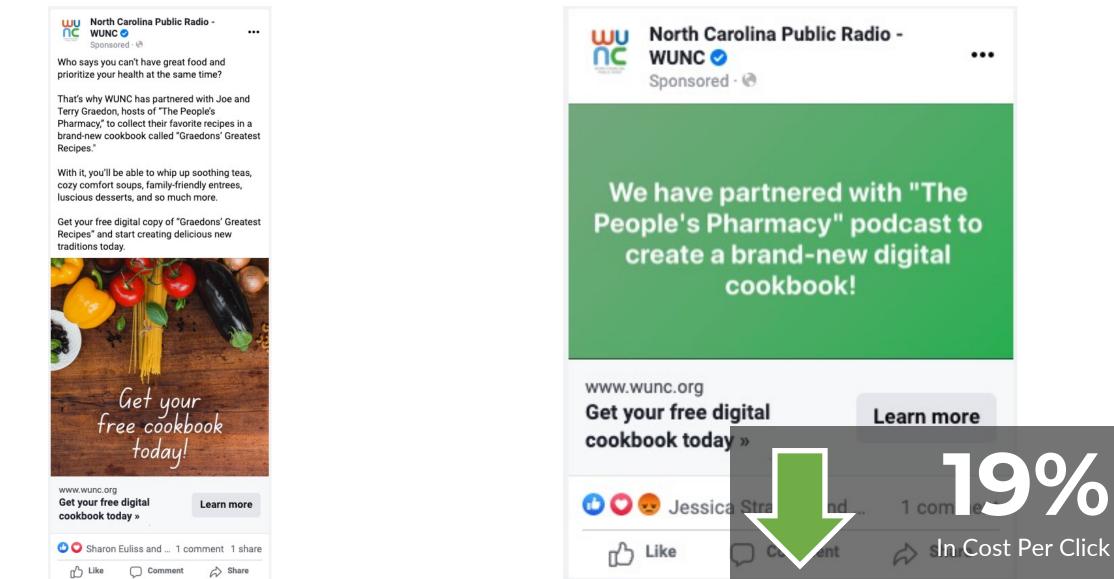


Social Media | Optimizing for the Channel



A Few Things Working in Facebook Ads Right Now

Standard Ad Creative





"Organic" Ad Creative

...

Standard Ad Creative



... ×

Are you curious about what the Bible says about the end times?

We have the online course for you! Join Dr. Robert Jeffress as he guides you through the prophetic events of the end times, answers FAQs about heaven, and delivers insights to help you better understand Biblical teachings.

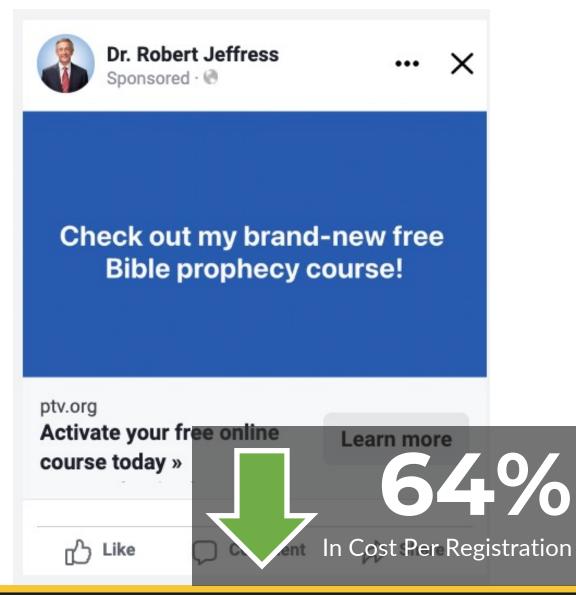
Our course on Bible prophecy is perfect for Christians who want to gain an insightful and practical understanding of the prophetic endtime events.

Sign up today and learn how you can be a part of God's plan for the future.



Activate your free online course today »

"Organic" Ad Creative





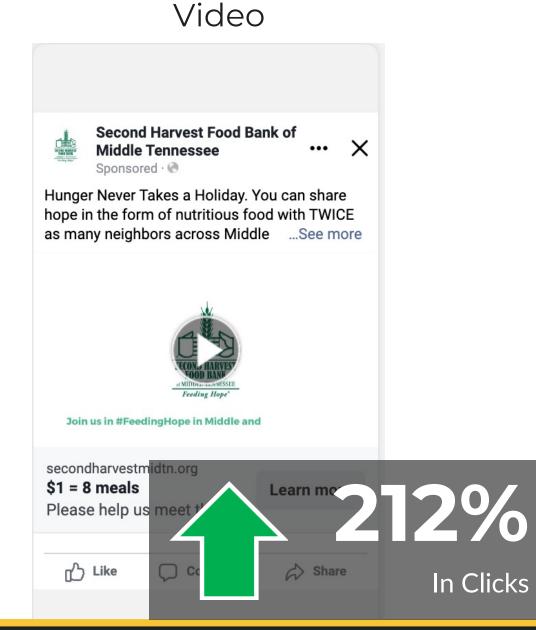
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Second Harvest Food Bank of Middle Tennessee ···· Sponsored · @

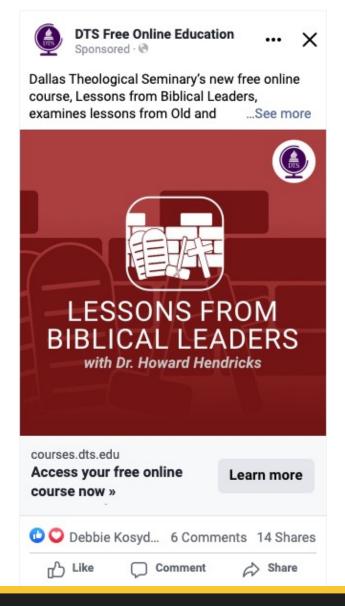
Hunger Never Takes a Holiday. You can share hope in the form of nutritious food with TWICE as many neighbors across MiddleSee more







Static



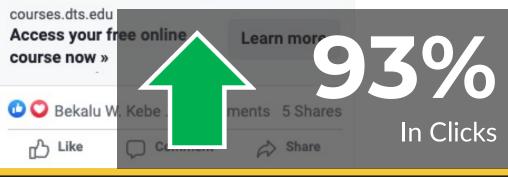
Video



DTS Free Online Education ···· ×

Dallas Theological Seminary's new free online course, Lessons from Biblical Leaders, examines lessons from Old andSee more







Key Takeaways

- 1. Build your brand based on **core beliefs** and **shared values**.
- 2. Test using **strong narrative** in your appeals.
- 3. Focus your appeals on the **meaningful impact**.
- 4. Grow your **organic traffic** using the simple Page 2 to Page 1 SEO hack.
- 5. Create content & ads that are **uniquely designed for the channel**.







Looking for More Innovative Ideas?



Get **\$600 Off** Until Tomorrow at Midnight