

**DIGITAL**

**CAMPAIGN**

**GUIDE**



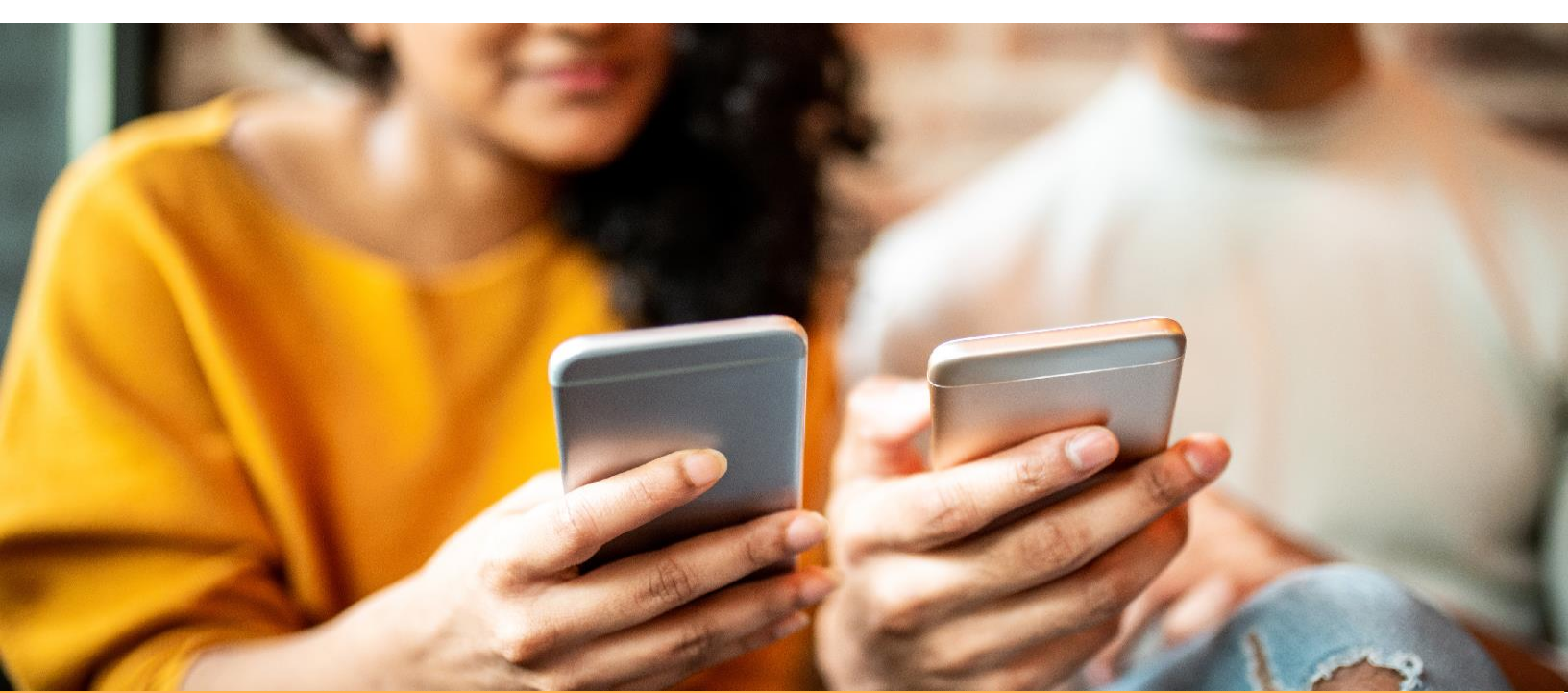
# STEPS TO A SUCCESSFUL CAMPAIGN

## PREPARE

- Set campaign dates. Allow plenty of time to create strategic messaging and to get your online donation portal set up.
- Assemble a campaign team to help distribute campaign messaging across each department or team. A good ratio is one campaign team member per every 25 employees.
- Set a campaign goal that your campaign team and employees can rally behind.
- Set key points for distributing company-wide messaging, ie announcement of the campaign, launch day, mid-campaign, final push and thank you.
- Run team challenges to encourage participation. **Example:** The team or business unit with the highest participation wins lunch with the CEO or other company leaders.
- Utilize the campaign team members to keep the campaign top of mind on team conference calls or personal ask emails. Conduct regular calls with the team leads to discuss strategies and needs for their team.

## EXECUTE

- Use your planned messaging to launch the campaign. Consider using video messages from your organization's leadership to encourage donating.
- Send messaging throughout the campaign on a company-wide level.
- Finalize campaign results with your online giving platform. Submit payroll deduction information to your HR or payroll processing department.
- Consider sending a thank you note to the entire company and a group of donors.
- Thank your campaign team.
- Celebrate your results!



# Make it S.O.C.I.A.L.

## **S** SHORT & SWEET

Digital campaigns are best when kept to 2 weeks or less. The longer the time, the less momentum.

## **O** OVERALL GOALS

Clearly state your goals – dollars raised, number of participants, average donation, volunteer hours.

## **C** COMMUNICATE

A picture is worth a thousand words! Use photos or videos when possible in your communication and storytelling. This helps connect people to the mission.

## **I** IMPACT

How your investment makes an impact in Pitt County.

- \$1.20 a paycheck ensures a homebound senior receives 5 hot meals for a week.
- \$5.76 a paycheck gives a new book monthly to a child from birth to age 5.
- \$10 a paycheck provides 600 meals for a year.
- \$24.03 a paycheck ensures access to a 24/7 crisis intervention hotline for a month.
- \$57.69 a paycheck provides a year of intensive job skills training and development for an individual.
- \$96.15 per paycheck provides a struggling/ disadvantage child K-3 tutoring and support services.

## **A** ACCELERATE SUCCESS W/ GAMES

Daily prizes, trivia, raffles, etc. are a great way to keep people connected. Consider having individual prizes for those who reach their personal goal and for teams who reach their goals.

## **L** LIVE UPDATES ON GOAL PROGRESSION

Celebrate your wins! Keep momentum going by celebrating daily wins and keeping the progress of the campaign at the top of all communication.



# BEST PRACTICES

## KICKOFF

- Record a video from a senior executive to be distributed electronically to all employees. United Way speakers are also available to talk about the impact of gifts made to United Way of Pitt County.

## UTILIZE AVAILABLE RESOURCES

- The Workplace Campaign toolkit is available online at [www.uwpcnc.org/campaign-central](http://www.uwpcnc.org/campaign-central). This toolkit includes sample email messaging, video links, pdfs of collateral materials and more.
- Your United Way staff can guide you through all steps of running a digital campaign as well as help you goal set, train your team and more.
- Need something that is not available in the online tool kit? Just ask!

## COMMUNICATIONS

- Consolidate and coordinate outgoing communications to avoid overwhelming employees.
- Promote any corporate match, corporate gifts or other incentives to increase contributions.
- Have your Campaign Committee make individual asks of their team. If possible, this is always done best face-to-face. Consider phone calls instead of emails as well. People give to people.

## INCENTIVES

- Popular prizes include a day off with pay, rewards, or raffles for unique experiences.
- Consider using their completed pledge forms as entrance into the raffle, rather than an additional cost for a ticket.

## EVENTS

Encourage employees to participate in virtual volunteer opportunities on their own, or as a company. Opportunities include writing encouraging notes to health care providers, teachers, even students, or make videos of yourself reading books to be shared with local non-profit agencies supporting children.

- Find opportunities to create virtual events: host a Zoom kickoff for employees to hear from company and campaign leadership, have a virtual silent auction with prizes like gift cards or lunch with the CEO, or have a virtual day of impact.
- If possible, consider having in person events once the campaign is launched to promote donation options and have a little fun.
- Or plan a fun-engaging virtual volunteer opportunity. Check out UWPC's Volunteer page <https://www.uwpcnc.org/virtual-volunteering> for several examples.
- Popular events include dress down days, potluck lunches, silent auctions and bake sales. Your United Way Relationship Manager can provide you with messaging and talking points for these events.

## GIVING SOCIETIES

- When asking for donations, remember that United Way Giving Societies are a way for employees to extend their impact and deepen their engagement with our work. Based on their giving level, employees can join the following Giving Societies and take part in meaningful, year-round events, volunteer opportunities and engagement.
  - » Tocqueville Society (\$10,000+)
  - » Community Leader (\$5,000+)
  - » Community Champion (\$2,500+)
  - » Community Partner (\$1,000+)
  - » Community Investor (\$500+)

## RECOGNITION AND THANKS

- Send thank you e-cards from your CEO, Campaign Chair, Campaign Co-Chair, Campaign Coordinator, or other team members.
- Send personal thank you notes to each of your campaign committee members.
- Highlight givers of a certain level on a team call or monthly e-newsletter.
- If possible, host an event for donors who give at a certain level.
- Publicize results and reiterate the impact of gifts via your company newsletter, email or intranet.

# FREQUENTLY ASKED QUESTIONS

## Q: WHEN SHOULD OUR GIVING CAMPAIGN RUN?

A: Most campaigns take place from August to December, but they can happen at a time that is best suited for your organization.

## Q: HOW LONG SHOULD OUR VIRTUAL WORKPLACE CAMPAIGN RUN?

A: The average campaign runs for one or two weeks. Longer campaigns often take up additional time and resources for both the campaign coordinator and employees. One to two weeks is sufficient to kick off your campaign, get the message out effectively, and make your ask without overburdening staff. An exception could be if you are the campaign coordinator at a very large or multisite company.

## Q: HOW CAN WE COLLECT DONATIONS ONLINE?

A: United Way of Pitt County offers a free online giving platform to collect your employee donations. This platform offers various levels of customization and can collect payroll deduction and credit card/debit card donations. For more information, or a demonstration of the site, contact Sue Tidd at [stidd@uwpcnc.org](mailto:stidd@uwpcnc.org).

## Q: HOW SECURE IS THE UNITED WAY'S ONLINE CREDIT/DEBIT CARD OPTION?

The financial information is transmitted securely via encrypted link and at no time is any financial information stored on our servers/or website. The website only stores IP address and session information in a cookie. It does not store any other user information.

## even more impact YOU can make

*Our community was hit hard by the Covid-19 pandemic. Now more than ever, we need to rally to recover. Here are examples of how your gift will help our community.*

**\$5.02 BIWEEKLY** will provide a homebound senior a month's worth of delivered hot meals.

**\$9.10 BIWEEKLY** will provide 5 lunches and 3 dinners a week for someone who is food insecure.

**\$15.37 BIWEEKLY** will provide 4 adults a months of GED instruction, tutoring, and testing.

**\$24.47 BIWEEKLY** will give a family of 4 a safe place to stay for seven days, free from violence and abuse.

## Q: WHEN DOES PAYROLL DEDUCTION START?

A: Payroll deduction usually runs from January 1 – December 31. However, United Way does not set your payroll schedule; it is a company decision.

## Q: ARE DONATIONS TO UNITED WAY TAX DEDUCTIBLE?

A: Yes. United Way is a recognized 501 C 3 organization with a tax ID # 56-0671360

## Q: CAN EMPLOYEES DESIGNATE THEIR DONATION?

A: As a service to donors, we make it possible to specify charitable organization that is a registered 501C 3 tax-exempt organization to receive your donation. The designation must be at least **\$50 minimum**.

However, the direct investment of your dollars designated to United Way of Pitt County goes further to strengthen education, income and health – the building blocks of opportunity – in Pitt County communities. We guarantee that your dollars remain in our local communities doing the most good for all.

## THANK YOU!

Thank you in advance for your efforts! By agreeing to lead your company's workplace campaign, you join a passionate group of change-seekers and trailblazers creating lasting change in Pitt County.

You are a frontline volunteer who raises awareness about the vital role United Way of Pitt County plays in the community.

Together with passionate supporters like you, we are leading the charge to improve education, income and health – the building blocks of opportunity for all! We hope this guide will provide you with the necessary resources to run your campaign virtually. Please reach out to United Way with questions.

We can provide additional support and guidance to you throughout your campaign.

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# Planning Notes

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Committee Members:

Company Leadership:

2020 Total Raised:

2020 Participation:

2021 Company Goal:

2021 Participation Goal:

Campaign Theme:

Activities:

Kick-off Date:

Campaign Wrap-up by:

NOTES:

