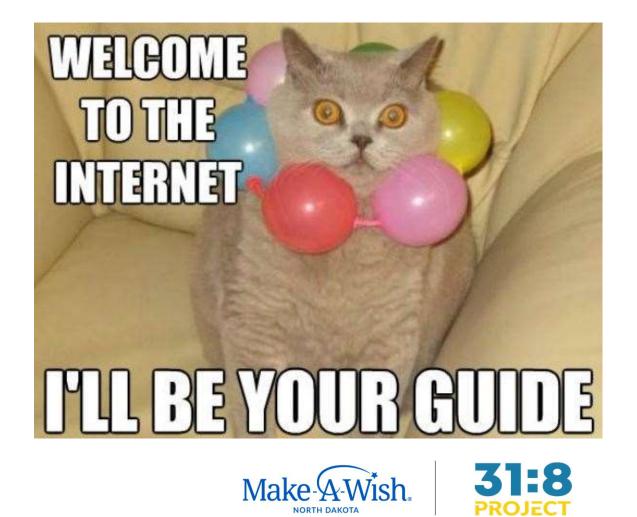
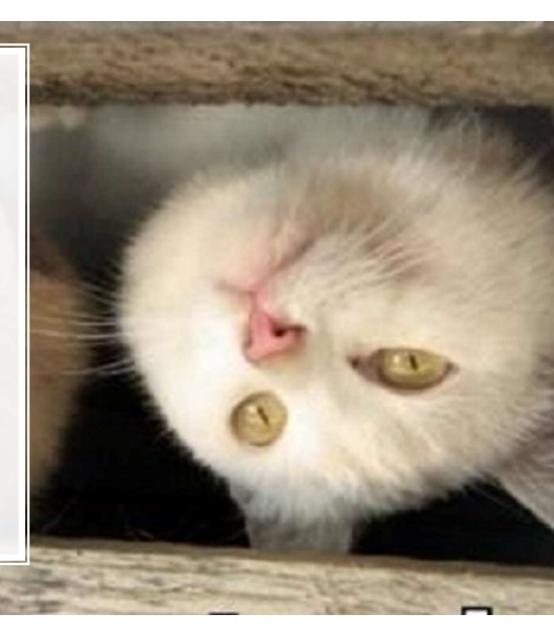
### Not Just Cat Memes:

Making the Most of Social Media with a Limited Budget



### **Check your Mindset**

- Social communication cannot be an afterthought.
  - Integrate social media into your <u>regular</u> activities.
  - If it's not on social media, did it happen?
- Almost everyone is on social media:
  - The people you serve
  - The donors you seek
  - Volunteers and potential volunteers
  - Media
  - General public
- Social media is like the new storefront window. Make the mannequin look good!



### Planning

"Failure to plan is a plan to fail" – It's too easy to give up if you don't have a plan to help when things are busy ...

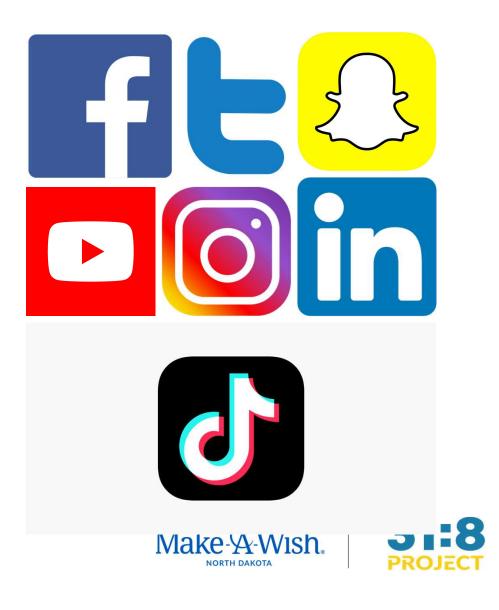
Which is all the time.







# Where will you be?





### Content Calendar

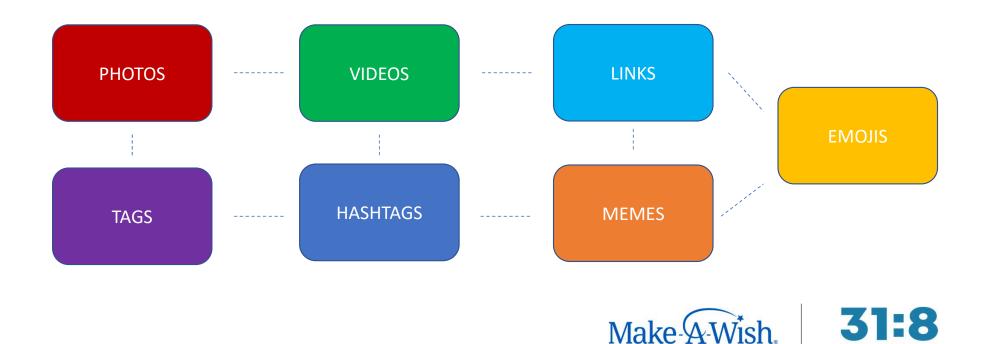
- What to add
  - Events
  - Meetings
  - Milestones
  - Opportunities to donate
  - Showcase services
  - Professional recognition days/months (ex: National Nurses Week)
  - Staff / board spotlights (intro new people, honor milestones, etc)
  - Appreciate those you serve
  - Repost media coverage





### Content Calendar

• What else to think about?



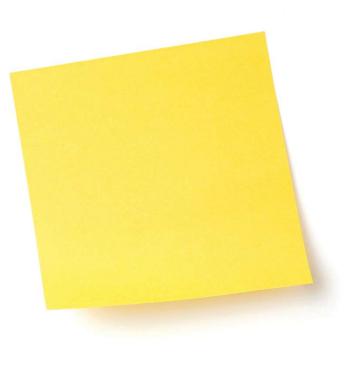
NORTH DAKOTA

## Content Calendar

|   | Jan                    | Feb                    | Mar                    | Apr                       | May                       | Jun                    | Jul                       |
|---|------------------------|------------------------|------------------------|---------------------------|---------------------------|------------------------|---------------------------|
|   |                        |                        |                        | World Wish<br>Month       |                           |                        |                           |
| 1 | Happy New<br>year      | GHD promo              | Ways to give           |                           | World of<br>Wishes        |                        |                           |
| 2 | 2019 recap             | Wish<br>Wednesday      |                        |                           |                           |                        |                           |
| 3 | Volunteer of the Month    | Volunteer of<br>the Month | Volunteer of the Month | Volunteer of<br>the Month |
| 4 | ND Today<br>appearance | Adopt-A-Wish           |                        | Wine &<br>Wishes          |                           |                        |                           |
| 5 | Sophie's Wish          |                        |                        | Volunteer<br>Appreciation |                           |                        |                           |

### Posting

- Directly in social platforms
- Hootsuite
- CoSchedule (local!)
- SproutSocial
- Post Planner
- Etc
- Etc
- Etc





### Expanding your reach

- Check the calendar
  - Hashtags
  - Pre-existing campaigns
- Tag! You're it.
- Use your community
- Let's get visual. Visual.
  - Canva
  - Etc.
- Wait, where are we going?







### Using @tags & #hashtags



- Tag A person's/organization's/account's profile
  - Use "@" to connect to a username/handle
  - This is the WHO
  - Example:
    - Instagram @31.8project
    - Facebook @31.8project
    - Twitter @31\_8project
- Hashtag Identify a specific theme or topic
  - Use "#" create searchable word/phrase
  - This is the WHAT
  - What's trending?
  - What's popular in your industry?
  - What's unique to your campaign/event?
  - Example:
    - #EndHumanTrafficking #BeTheVoice #SpareTrafficking





### Examples

#### 31:8 Project April 28 at 3:28 PM - C

Welcome to our newest board member!

Josh grew up in North Dakota, where farming and ranching shaped his childhood. He earned his education at Bismarck State College and Dickinson State University. Josh is a Personal Banking Officer at BNC National Bank.

Josh's perspective and dedication to community will help 31:8 Project continue to grow.  $\fbox{}$ 



Mary Lou Zimmerman, Sandy Hundley and 61 others 16 Comments 17 Shares

### 4340

...

People Reached

#### 607

#### Reactions, Comments & Shares

| 486            | 1            | 43      |
|----------------|--------------|---------|
| 🕐 Like         | 😮 Wow        | O Love  |
| 0              | 0            | 0       |
| 🝯 Haha         | 😪 Sad        | 💀 Angry |
| 61<br>Comments | 17<br>Shares |         |

#### 958 Post Clicks

730885Photo ViewsLink ClicksOther Clicks

#### **Negative Feedback**

| 3           | 0        | 0         |
|-------------|----------|-----------|
| Hide Post   | Hide All | Report as |
|             | Posts    | Spam      |
| 0           |          |           |
| Unlike Page |          |           |

#### 31:8 Project May 8 at 9:00 AM - 🔇

155

People Re

In times of stress or fear, what helps you stay optimistic? #FridayInspiration

### "All shall be well, and all shall be well, and all manner of thing shall be well."

| Ju     | lian of Nor      | wich  |
|--------|------------------|-------|
|        |                  |       |
| eached | 2<br>Engagements | Boost |

155

...

People Reached

2 Reactions, Comments & Shares

| 2        | 0      | 0       |
|----------|--------|---------|
| 🖒 Like   | 😮 Wow  | C Love  |
| 0        | 0      | 0       |
| 😸 Haha   | 😖 Sad  | 👴 Angry |
| 0        | 0      |         |
| Comments | Shares |         |

#### Post Clicks

0

Post

0 0 0 0 Photo Views Link Clicks Other Clicks

#### **Negative Feedback**

| 0         | 0        | 0         |
|-----------|----------|-----------|
| Hide Post | Hide All | Report as |
|           | Posts    | Spam      |





#### Make-A-Wish North Dakota Published by Tori Schrantz (?) - April 27 - 🔇

Governor Burgum has proclaimed this Wednesday, April 29th, #WorldWishDay in North Dakota. If you swing by the capital you'll see 950 flags representing the over 950 wishes in granted across the state since 1985



|                         | Comments and Shares<br>nis post, you'll show it to mor | e people. |           |
|-------------------------|--|-----------|-----------|
| 6,995<br>People Reached | <b>641</b><br>Engagements                              | В         | oost Post |
| 00 100                  |  | 1 Comment | 30 Shares |
| ြို Like                | 💭 Comment  | 🖒 Share   | 0-        |

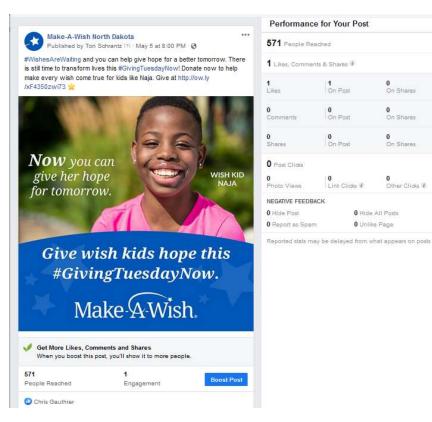
#### Performance for Your Post

#### 6,995 People Reached

...

358 Reactions, Comments & Shares @

| 224               | 69<br>On Post        | 155<br>On Shares       |
|-------------------|----------------------|------------------------|
| 100<br>O Love     | 35<br>On Post        | 65<br>On Shares        |
| 2<br>😝 Haha       | On Post              | 2<br>On Shares         |
| 1<br>Wow          | On Post              | 1<br>On Shares         |
| 1<br>Comments     | 1<br>On Post         | 0<br>On Shares         |
| 30<br>Shares      | 30<br>On Post        | 0<br>On Shares         |
| 283 Post Clicks   |                      |                        |
| 84<br>Photo Views | 0<br>Link Clicks (1) | 199<br>Other Clicks (i |
| NEGATIVE FEEDBACK |                      |                        |
| 3 Hide Post       | O Hide /             | All Posts              |
| 0 Report as Spam  | 0 Unlike             | e Page                 |







### Budget

- There isn't one answer.
  - What are you trying to achieve?
  - Does social media make sense for your goal?
  - What else are you doing besides social media?
- Use ad tools in the social platform to price check.
- Evaluate past ads to determine future expenses.
- Reserve funds for boosting opportunities as they present themselves.



# Digging in Deeper

- Going "live"
- Videos
- Branding
- SEO
- Insights/Reach



