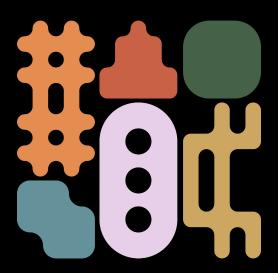
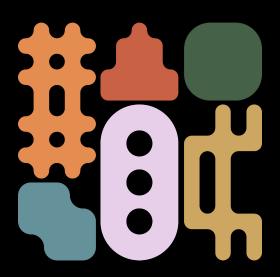


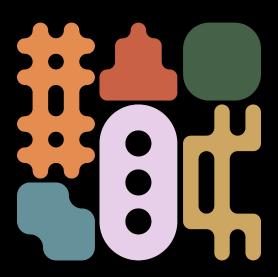
1. Who we are



- 1. Who we are
- The digital landscape and why lead generation works



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- The humble handraiser (which you should all be doing!)

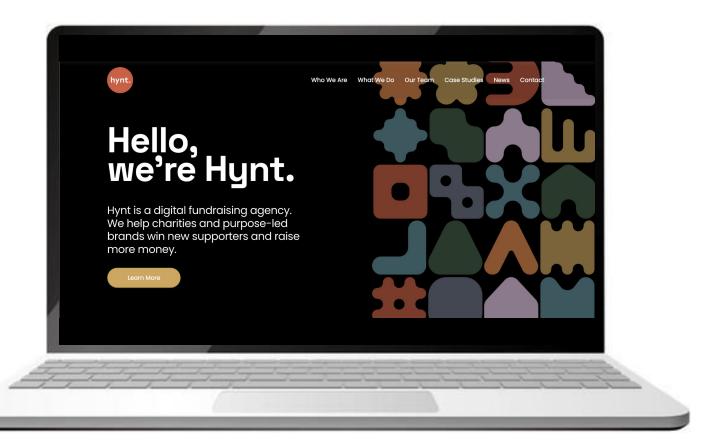


- 1. Who we are
- The digital landscape and why lead generation works
- The humble handraiser (which you should all be doing!)
- 4. Applying the model



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Our digital mindset for lead generation

We're operating in different times

OLD DIGITAL FUNDRAISING MINDSET

Aligned with your direct mail cycle



NEW DIGITAL FUNDRAISING MINDSET

We align with the real world events, audience expectations and shared values with the cause



We need to be audience led

OLD DIGITAL FUNDRAISING MINDSET

Aligned with your direct mail cycle

We focus on traditional creative development: brand-first, and strict



NEW DIGITAL FUNDRAISING MINDSET

We align with the real world events, audience expectations and shared values with the cause



A cross-team approach that starts with values, and an audience-led approach



And we need to provide lots of ways to engage

OLD DIGITAL FUNDRAISING MINDSET

Aligned with your direct mail cycle

We focus on traditional creative development: brand-first, and strict

Piecemeal and ad hoc comms, broadcast on digital channels

NEW DIGITAL FUNDRAISING MINDSET

We align with the real world events, audience expectations and shared values with the cause

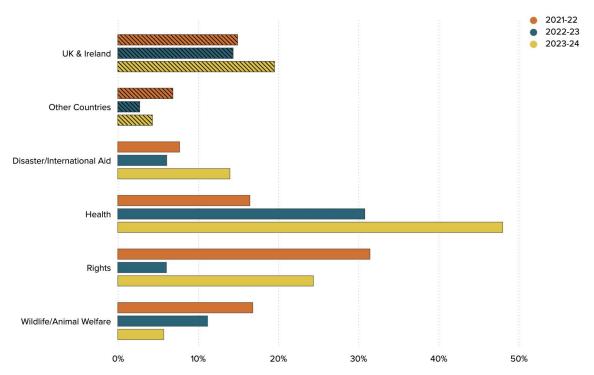
A cross-team approach that starts with values, and an audience-led approach

Strategic, conversational comms, focused on action, with a number of ways to engage





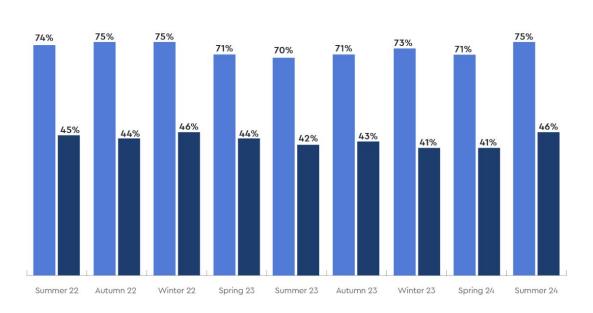
List growth is a focus for most of the sector, and it's growing year-on-year





61% of all donations in the last three months were made online

Figure 3: Percentage donating online in last three months





Building a list of First Party Data is a big focus area for all organisations

- It's two fold in terms of increasing your prospect base for donors (as well as legators, community fundraisers, volunteers, customers and active members of your community)
- And also driving up income it can critically reduce CPAs for Cash and RG donors
- It means you own the data, and you can control the messaging your audience sees



But also do it all while Mark Zuckerberg plays havoc with our platforms...

Meta plans crackdown on health-related user data

The changes, which come amid ongoing scrutiny of Meta ad tools, could be "catastrophic" for certain advertisers, one marketer said.



Let's take a look at what lead generation is...

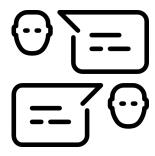
The mobilisation model in action



Attract people who share your values



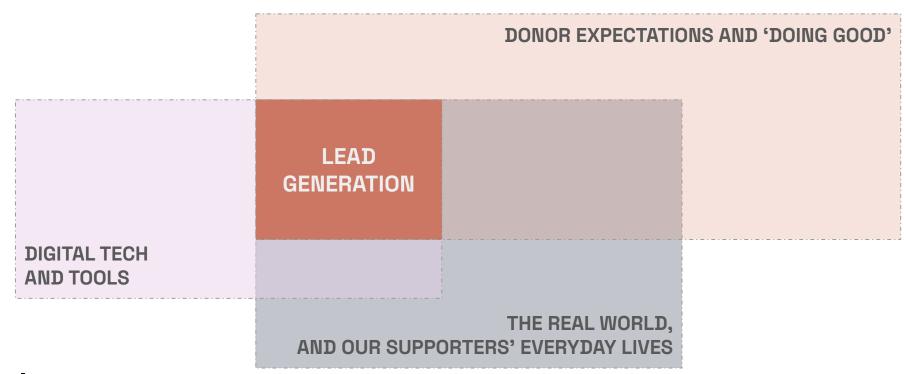
Make it easy for them to take action



Keep in touch with meaningful actions for them to do, and drive impact



Lead gen brings together your donor, the real world they live in, and the new digital landscape



Driving low cost leads on topical news, by speaking to the *actual* headlines

'Extreme' US anti-abortion group ramps up lobbying in Westminster

The UK branch of the Alliance Defending Freedom has increased its spending and is forging ties with key MPs

A rightwing Christian lobby group that wants abortion to be banned has forged ties with an adviser to the prime minister and is drawing up policy briefings for politicians.

The UK branch of the US-based Alliance Defending Freedom (ADF) has more than doubled its spending since 2020 and been appointed a stakeholder in a parliamentary group on religious freedoms in a role that grants it direct

£0.28 / €0.33 CPL



Being present in everyday moments to lobby a group can create *real* change

UK government in talks with charter airline over Rwanda deportation flights

AirTanker revelation comes amid government confidence that deportations will start soon

Government 'operationalising' Rwanda flights amid reports RAF Voyagers could be used

The government has not denied reports RAF jets could be used as part of the controversial deportation scheme after the Home Office failed to find an airline to charter the flights.



You can take timely action, AND drive income

£0.51 / €0.60 CPL

In one vulgar swoop, Suella Braverman has humiliated every single migrant in the UK Nesrine Malik

Suella Braverman claims 'hurricane' of migrants on way as she vows to close asylum hotels

UN rebukes Suella Braverman over her attack on refugee convention

UNHCR defends 1951 convention after UK home secretary's speech on 'uncontrolled and illegal migration'

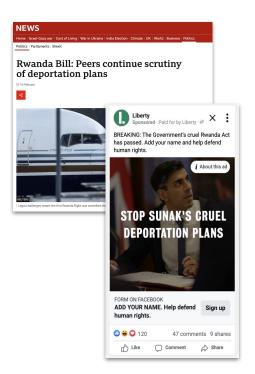
Praxis, for Migrants and Refugees Sponsored · Paid for by Praxis, for Migrants an... The cruel immigration system is denving thousands of people any certainty about their futures. It's time the Government gave people the security they need to get on with their lives. Add your name - it just takes 30 seconds >> ¿ About this ad act.praxis.org.uk Everyone should feel like they Sian Up belong. Add my name >>

0.7% RR to Cash 0.60 ROAS

Moving quickly and efficiently, you can respond to news as it breaks each and every week





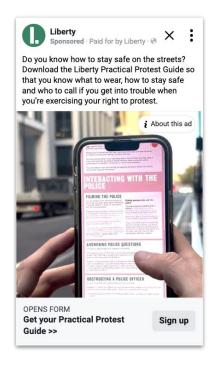


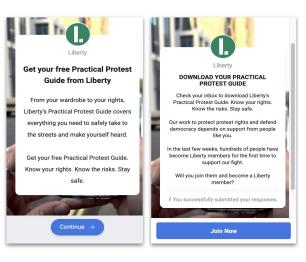
Hand-raisers are...

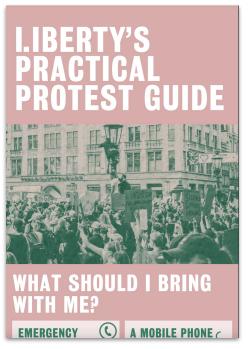
- Quick and easy to produce
- Values-led and impossible to deny
- No fulfilment

Digital Val-Ex

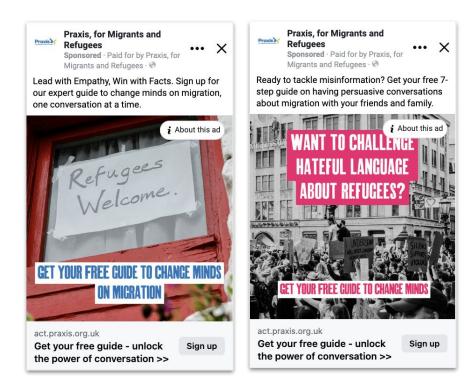
Liberty's Practical Protest Guide





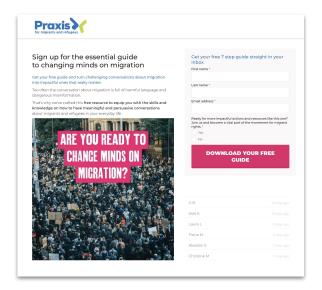


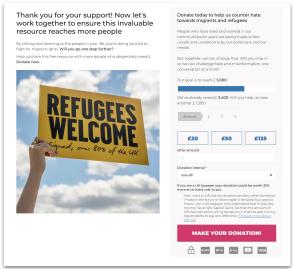
Praxis' guide for changing minds on migration





Praxis' guide for changing minds on migration





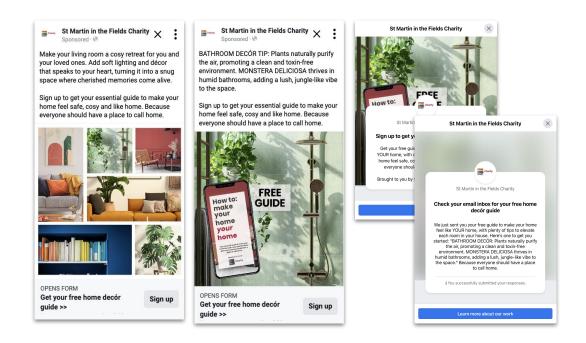


People move, always have and always will. Since 1983 Praxis has welcomed and supported migrants and refugees. Today we do this through expert legal

advice, community groups, and campaigning for change. We're the largest provider of free immigration advice in London, assisting more than 2,500

people every year.

St Martin Charity's home decór guide





Mines Advisory Group's dynamic quiz







Praxis email course







Want to stand up for migrants and refugees? Sign up to our short email course Solidarity not Strangers.

Join our free email course Solidarity not Strangers, and you'll receive expert information for tackling tricky conversations about migrants and refugees, our top tips on writing a powerful email to your MP, and so much more.

When we raise our voices together, we can drown out the lies told about migrants and refugees. When we organise in our communities, we can make real change.

Sign up today and let's build communities of solidarity not strangers.



Sign up to Solidarity not Strangers - a short email course to stand with migrants.

You'll receive six simple and powerful actions to take in your local community.

2,102 people have signed up and started taking action. Will you join them?

First name *

Last name *

Email address *
sarah@hynt.studio

SIGN UP NOW!

Read our privacy policy here

Digital Value Exchange

- No fulfilment
- Sent out via email welcome journey
- Mobile-first

Physical value exchange



Move over tote bags...

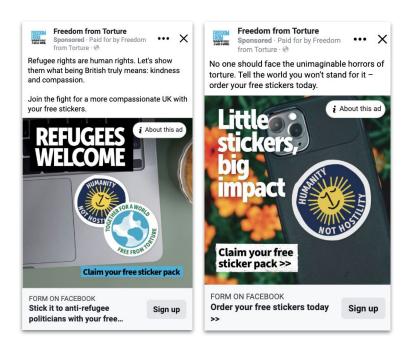


Physical items that are valuable to your supporter, and to your brand





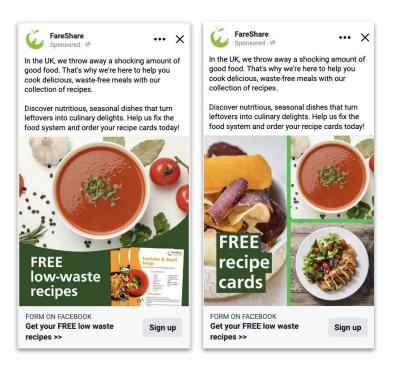
From stickers and posters...

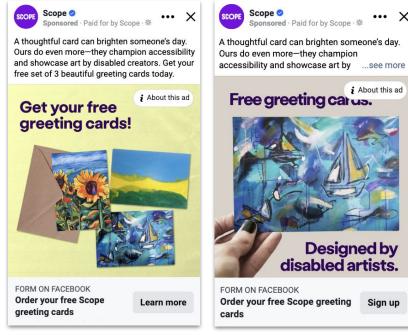






To recipes and greeting cards





hynt.

¿ About this ad

Designed by

Sign up

Value Exchange

Physical items to wear or use with pride

Higher TM conversion rates

Legitimate reason to call

The best lead magnets are relevant. They're rewarding.

And they make the supporter feel good.

First, what's your objective?

What kind of supporter do you want to attract to your cause?

Supporter

Cash donor

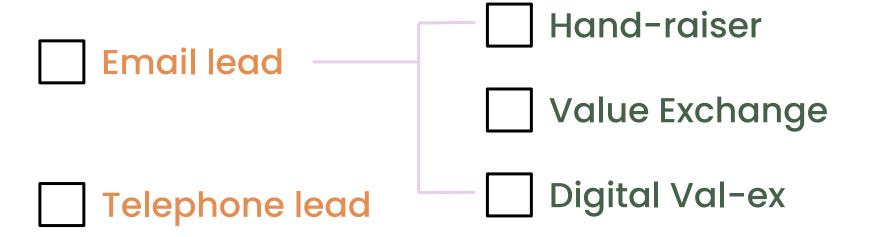
____ Regular donor

hynt

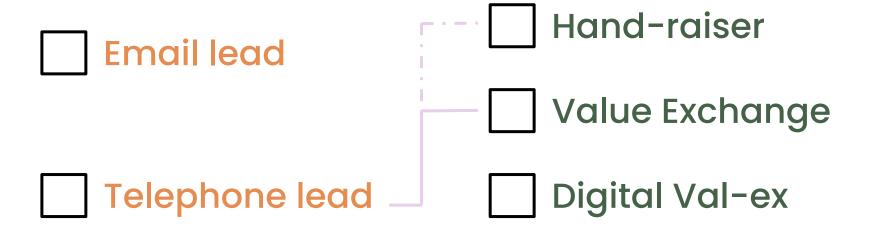
So, what kind of lead do you need?

Supporter
Email lead
Cash donor
Regular donor
Telephone lead

What kind of lead magnets should you create?



What kind of lead magnets should you create?



Next, think about your story.

What are the core themes of your charity story, or the types of stories you tell?





What are the core themes of your charity story, or the types of stories you tell?





Policy

Human Rights

Legal

Safe Protest

Welfare

Security

Support

Home

Now, think about your audience.

What part of your story or cause is most accessible to your audience?



St Martin in the Fields

Policy man Ria

Human Rights

Legal

Safe Protest

Welfare

Security

Support

Home

What part of your story or cause is most accessible to your audience?





Policy

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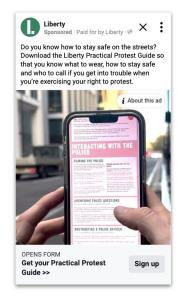
Welfare

Security

Support

<u>Home</u>

How can people connect with your brand story in a way that excites, delights or benefits them?



Safe Protest



Home

Do you have everything you need to create your first lead magnet?





Automated email welcome journey



TM Agency (optional)

Item production and fulfilment

Now it's your turn: scan here for your free Lead Gen worksheet and resources >>



