



Top Trends in Digital Creative:

What's Working in Email, Social, and Digital Advertising

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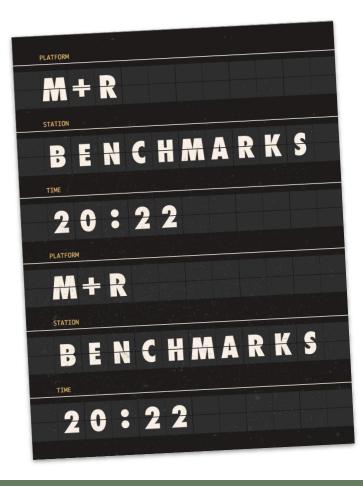
M+R

We are communicators, marketers, fundraisers, and campaigners who help causes that inspire people to act. We work exclusively with nonprofits who are alleviating suffering, fighting for human rights and democracy, dismantling inequality, making art and knowledge accessible to everyone, and fostering a healthier and sustainable world. Our services include:



Each year, we help nonprofits raise hundreds of millions of dollars online and cultivate a thriving digital audience.





Points of interest

- → Total online revenue grew by 3% in 2021.
- → Monthly giving increased by 24%, and accounted for 22% of all online revenue in 2021.
- → Digital advertising investment by nonprofits increased by 19%.
- → Return on ad spend was highest for search ads (\$3.72). Return on ad spend for display and social media were \$0.59 and \$0.57, respectively.
- \rightarrow Email list sizes increased by 7%.
- → For every 1,000 email addresses, nonprofits had an average of 736 Facebook fans, 229 Twitter followers, and 141 Instagram followers.

Read it all at: mrbenchmarks.com

Today's Takeaways:



what digital trends have been most productive for nonprofits and agencies



past/recent successes that you may be able to bring back to your organization



how to fit new trends/developments into your fundraising plans

DISCOVER DIGITAL TRENDS

+

New approaches to connecting with your audience

- Stunning creative is more important than ever.
- But it's not all bells and whistles: go back to the basics for thumb stopping creative in the cookieless era.





DOUBLE YOUR IMPACT: 2X MATCH Donate

Let your creative do

the talking. Draw

people in with

stunning visuals that

tell your story in new

ways.

READY TO FIGHT FOR SOME REAL CHANCES?

GET STARTED

PAID FOR BY UNITED WE CAN, SEIU.ORG. NOT AUTHORIZED BY ANY CANDIDATE OR CANDIDATE'S COMMITTEE.



Your audience needs to see themselves in the creative you make.

Create **relevance** by inviting the viewer to interact with your ad using rich media or HTML5 creative.



News articles are more than a powerful third party validator — by echoing news headlines your audience is already seeing, you're **making your cause and ask both relevant and timely.** **Urgency** is likely to become an even more valuable tactic in commanding attention.

But go beyond countdown clocks...





...immerse your audience in the **moment** using rich media creative to create emotion, empathy, and unmistakable urgency.

In the time it takes you to read this, locusts will have eaten

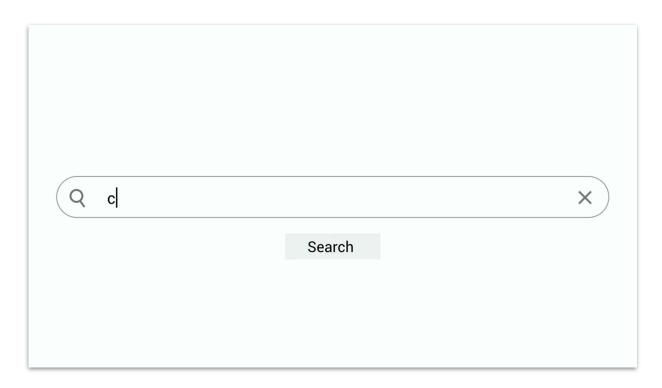


12 people's food supply

Families are starving. DONATE NOW →

Turn Audio On

Advocacy and awareness creative



Snapchat and TikTok creative

join me in supporting Planned Parenthood **NO ONE CAN TELL ME WHAT TO DO WITH** MY BODY. **AGREE?** Planned Parenthood lanned Parenthood Action Fund . lanned Parenthood OC E Ð 111 Home

Responding to Ukraine



Amnesty International USA 🥑 Sponsored · Paid for by AMNESTY ···· X INTERNATIONAL O. . .

How can we hold the Russian government accountable for its aggression against civilians in Ukraine?

Document in painstaking detail evidence of war crimes and human rights violations Deliver evidence to international authorities. like the International Criminal Court

Mobilize a global outcry to demand justice and accountability

Donate to help put crisis investigators and researchers on the ground and support Amnesty International's Ukraine emergency response.

AS OF 1 MARCH 2022

KYIV

Fòs Feminista Org FOS

Sponsored · Paid for by Fos Feminista · @

EMERGENCY: Women and girls fleeing Ukraine

These refugees are facing dire threats: sexual violence, human trafficking, and unwanted pregnancy. Time is of the essence ()

Donate now to help provide free counseling, emergency contraception and more essential care for Ukrainian refugees.

URGENT: Support Women & **Girls in Ukraine**

FOSFEMINISTA.ORG Make an Emergency... Not affiliated with Facebook

UKRAINE EMERGENCY DONATE NOW





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×

; About this ad

DONATE NOW

WEBSITE AND DONATION LANDING PAGES

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Interstitial Pages



War, violence and persecution have forced millions of families from their homes. They urgently need shelter, protection and safety.

What is USA for UNHCR?

USA for UNHCR helps and protects refugees and people displaced by violence, conflict and persecution. Supporting UNHCR – the UN Refugee Agency – and its partners, we provide lifesaving essentials including shelter, water, food, safety and protection. Around the world, we help refugees survive, recover and build a better future.

What we do

USA for UNHCR protects refugees and empowers them with hope and opportunity.









Sesame Workshop is on a mission to reach young children in a way no one else can: with the proven power of the *Sesame Street* Muppets.

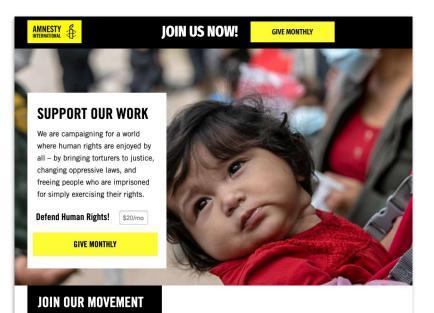
SESAME WORKSHOP

Right now, children around the world are facing some pretty serious challenges to reaching their full potential. Half of the world's refugees are children. 1 in 4 children in the U.S. are growing up in poverty. The COVID-19 pandemic has created new challenges for families everywhere.

Sesame Workshop is doing everything we can to meet children's needs in more than 150 countries. Your support helps us reach millions of children with vital lessons on screens, in classrooms, in communities—using unforgettable characters to bring joyful learning into children's lives.



Interstitial Pages



Amaste International is a slabal management

Amnesty International is a global movement of more than 10 million people who take injustice personally.

We accept zero dollars from governments for our campaigns and research. At every step of the way, our wins are made possible because of our members

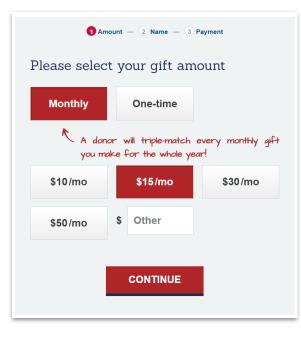


improvement in conversions

80% increase in average gift and

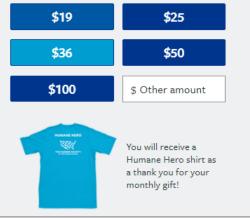
revenue per visitor

Monthly Giving Nudge & Upsell



MONTHLY OONE-TIME
 Giving monthly is the best way to provide ongoing support in our fight to protect all animals.

SELECT MONTHLY GIFT AMOUNT





Monthly Default

Select Gift Type

Giving monthly is the best way you can support sciencebased solutions for a healthy, safe, and sustainable future.

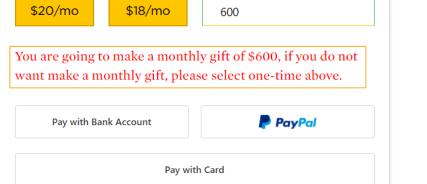


\$85/mo

Select Gift Amount

\$50/mo





\$35/mo

\$25/mo

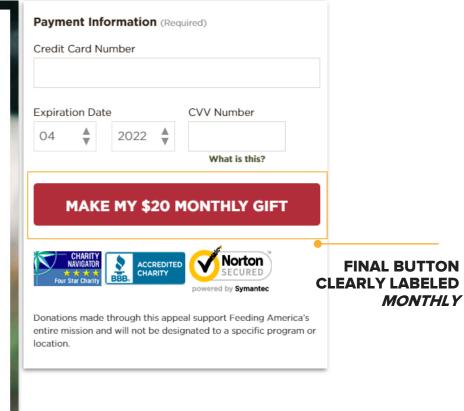
BUTTONS CLEARLY LABELED PER MONTH

Monthly Default

Your impact: \$1 = 10 meals

Every dollar you give can provide at least 10 meals to families in need through the Feeding America network of food banks.

Gift Amount (Required) Monthly One-Time Giving monthly is the most effective way to help feed kids and families year-round. **BUTTONS CLEARLY** LABELED PER MONTH \$100/mo \$50/mo \$35/mo \$20/mo \$15/mo \$10/mo TANGIBLE \$ other IMPACT Will help provide 200 meals each month LANGUAGE



LEAD ACQUISITION THROUGH DIGITAL ADVERTISING

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Goal & Deadlines

Help convey urgency / "why me and why now?"

4:5 Video

Gripping compelling image / eye contact is a plus

CTA in headline



NRDC NRDC Action Fund

Fund · @

them. Speak out today! 🤞

Sponsored - Paid for by NRDC Action

The Trump administration wants to auction off almost all of America's oceans for oil and gas drilling — putting seabirds, whales, dolphins, and other marine wildlife at mortal risk.

We need 1,000 more people to sign our

emergency petition by 6/30 to help us protect

FUND

ACTION FUND ...

SIGN UP

Problem & Solution

What's the threat?

Overlay CTA button

CTA button

86% of Facebook's advertising revenue is from mobile, so it's important to ensure your creative and landing pages look good on mobile devices.



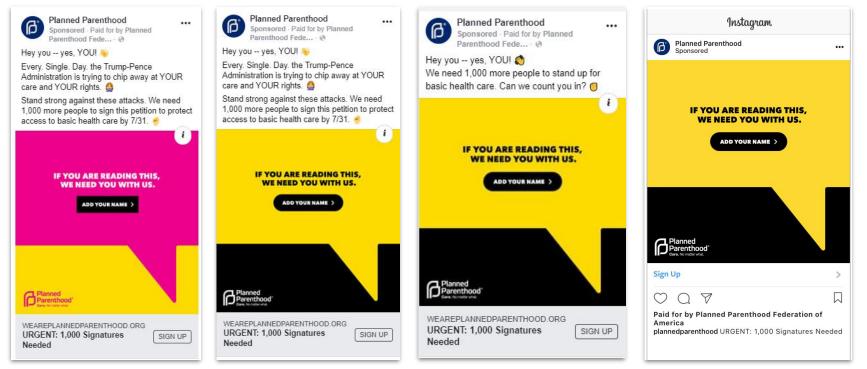
Planned Parenthood Action Sponsored - Paid for by Planned Parenthood Acti... · @

We need 1,000 signatures by tomorrow to tell lawmakers to STOP using abortion bans to make YOUR choices for you.



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Example of Image/Copy Testing



LEARN FROM PAST/RECENT SUCCESSES

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MESSAGE TESTING With Feeding America

+

states

Creative testing

Develop images and refine messaging, and test out how real people respond to them, using a tool called Swayable

Percentage point increases in support for SNAP on the right are for **Moderate and Very Conservative** audiences in key 6.3pp increase in support for SNAP

Without the right nutrition, children can struggle in school — and beyond. There's a lot of evidence that hunger can impact a child's physical and mental development. Fortunately, the Supplemental Nutrition Assistance Program (SNAP), formerly known as food stamps, helps kids get the food they need to grow up healthy and strong.



Anyone can lose a job, get sick, or need to care for a loved one. SNAP (sometimes called "food stamps") is there to help 'til you're back on your feet.



3.8pp increase

4.4pp increase

Anyone can lose a job, become sick, or need to care for a child or family member. The Supplemental Nutrition Assistance Program (SNAP), formerly known as food stamps, helps people afford the food they need to be healthy, until they're back on their feet.

"SNAP HELPS MY FAMILY GET BACK ON OUR FEET."



Anyone can lose a job, get sick, or need to care for a loved one. SNAP (sometimes called "food stamps") is there to help 'til you're back on your feet.



1.7pp increase

Localized, Values-Driven Messages Overperformed As Well



The generic message led to a 2.4pp increase in support for SNAP and a 0.5pp increase in support for SNAP beneficiaries. Floridians know how important it is for every child to have enough food to eat so that they can grow up healthy and strong. Our whole community is brighter when children are thriving, not struggling in school because they're too hungry to focus. That's why we need to come together to support Florida's Food Assistance Program, which gets kids the food they need to grow, learn, and play – like every child deserves.

Florida's kids depend on SNAP.

The Florida-specific message led to a 4.3pp increase in support for SNAP and a 3.3pp increase in support for SNAP beneficiaries.

Launch & Measurement

Measuring Impact

- **Favorability:** How favorable is your view of the Supplemental Nutrition Assistance Program (SNAP)?
- Attribute Rating: How would you rate the Supplemental Nutrition Assistance Program (SNAP) in terms of its impact on your community?
- Intent: How likely are you to take action the next time you see an ad for Feeding America?



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Second Harvest Food Bank of
Central Florida
Sponsored - 10
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For thousands of people and families in Florida, SNAP benefits provide temporary relief when times get tough.

SNAP helps people get back on their feet.

-Second Harvest

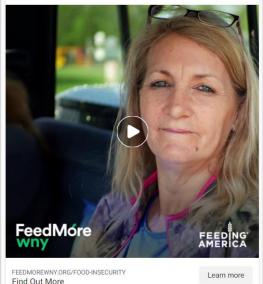
LEARN MORE

ACT.FEEDHOPENOW.ORG A helping hand in hard times Find out more about SNAP. --- d

FeedMore WNY Sponsored ID: 943390132977785

Even when we're trying our best, we can fall on hard times and need a helping hand.

For millions of people in Western New York, SNAP benefits can do just that: provide temporary help to families in crisis, until they're back on their feet.



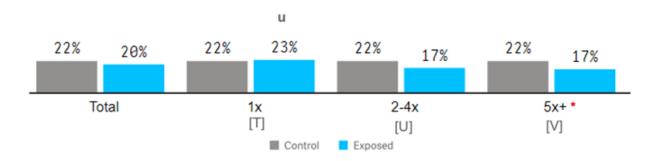
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What We've Found

Though not statistically significant, showing an ad 1x led to better ad recall. Nielsen observed a statistically directional difference in higher Ad Recall for those shown an ad once. For Feeding America, this meant they could

reach even more people than anticipated with their budget, because it only took seeing an ad once to make an impact.

Ad Recall: Do you recall seeing an ad for Feeding America in the last day?

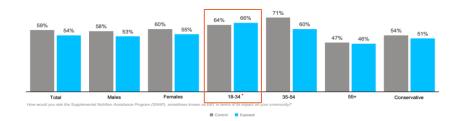


What We've Found

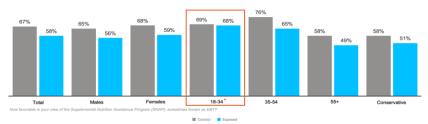
Younger audiences are more likely to rate SNAP highly. Respondents between the ages of 18 and 34 who saw ads from Feeding America were more likely to rate SNAP highly on based on Attribute Rating and Favorability than other age groups.

Respondents who were shown our ads on mobile devices were significantly more likely to rate SNAP highly — unsurprising, as mobile viewership tends to skew younger.

Attribute Rating: How would you rate the Supplemental Nutrition Assistance Program (SNAP) in terms of its impact on your community?



Favorability: How favorable is your view of the Supplemental Nutrition Assistance Program (SNAP)?

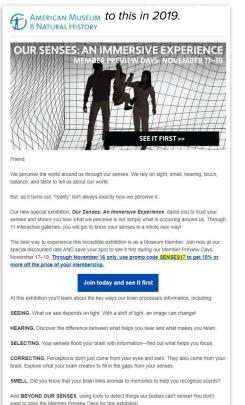


A BOLDER APPROACH With the American Museum of Natural History



Going Big with Graphics

Creative went from this in 2018 ...





Engaging Audiences

D AMERICAN MUSEUM & NATURAL HISTORY



T. rex: The Ultimate Predator is coming-are you ready?

You know 7, rear from TV, film, and history but how well do you really know one of the most kconic dinosaurs in the world? Did you know that baby 7, rex had feathers? Or that to grow to its full size, 7, rer gained up to 140 pounds (5kg) per month?

Starting this March, come face to face with this legendary mega-predator. From the sized models to theater and a multiplayer within reality experience, this is your chance to get to know Tyrannosaurur rex in a whole new way. Before you step into the world of Trex, test your knowledge of this fearsome dinosaur and the Tyrannosaur group!

Which of these is a tyrannosaur?

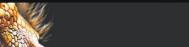








C AMERICAN MUSEUM & NATURAL HISTORY



You're correct!

In fact, all four choices are correct—they are *all* tyrannosaurs.

The term "tyrannosaur" refers to all the dinosaurs in the superfamily Tyrannosauroidea, which encompasses *T. rex* and more than two dozen relatives, including *Tarbosauras*, *Yutyrannus*, *Guanlong*, and *Xiongguanlong*.







BONUS QUESTION: What year did the American Museum of Natural History announce the discovery of *Tyrannosaurus* rex?

(HINT: It was 36 years after the Museum was founded.)

The year was **1905**. Based on fossils found in 1902 in Montana by famed dinosaur hunter Barnum Brown, Jyramosaurur erc, a new species of dinosaur, was formally described in a 1903 edition of the Bulletin of the American Massem of Natural History.

Members see it first and for free!

Learn more amazing facts about *T. rex* with a membership. As a Member, you'll not only see *T. rex: The Ultimate Predator* first during Member Preview Days from March 8-10, but you'll see this and other special exhibitions for free! Member also get access to a Member entrance, free durinsion to all the permanent exhibition halls-refo days are are-and other incredible benefits.

Family
\$150
ee General Admission and free admissio
all special exhibitions for 2 adults and 4 ildren
cess to a Member entrance 7 days a wee
clusive access to events just for Member
e exhibition preview days
free tickets (4 for adults, 8 for kids) to 2
d 3D giant-screen movies, the Hayden
anetarium Space Show, or The
atterfly Conservatory
scounts at Museum cafés and shops

JOIN NOW

B:

Adult \$115 dmission and free

Guanlong

 Free General Admission and free admission to all appeid abhiltions for 2
 Access to a Member entrance 7 days a veck Exclusive access to events just for Members, like exhibition preview days
 4 free tickets to 2D and 3D gant scores movies, the Regular Planetaution Space Show, on The Butterfy Conservatory Discounts at Measum caffs and shops

WON NIOL



Hybrid Graphic

and Text Emails

🕤 American Museum 🕆 Natural History



EXCLUSIVE MEMBERSHIP OFFER

Email: teamamnh@mrss.com Your Membership Status: PENDING

Promo Code: Use code REX at checkout to get \$20 off a year-long membership and FREE entrance to *T. rex: The Ultimate Predator* before it opens to the public. Promo Code Status: UNCLAIMED

Limited-Edition Membership Cards: Available Deadline: Thursday, March 7



JOIN FOR \$20 OFF

Join the American Museum of Natural History as a Member today to get an exclusive first look at our upcoming exhibition *T. rex: The Ultimate Predator*— Member Preview Days are March 8-10.

Multi-Channel, of course



Facebook



Get unlimited access to the Museum + be the first to see new exhibition, T. rex: The Ultimate Predatorl Become a Museum Member today—save \$20 when you use promo code REX. Offer ends 3/7.



AMNH.ORG
BIG Savings: \$20 Off Your Membership
See T. rex first during Member Preview Days!



Paid search

Museum of Natural History NYC | Big Membership Sale: Save \$20 | Limited-Edition ... www.amh.org/Membership/Sale Benefits Include Early Access To T. REX Exhibition During Member Preview Days. Plus, Now Through March 10 Save \$20 Off Membership with Promo Code REX!

Museum of Natural History NYC | Big Membership Sale: Save \$20 | See Brand-New ... www.amnh.org/Membership/Sale

Now Through March 10. Save \$20 Off Membership with Promo Code REX. Plus, Enjoy Member Preview Days For T. rex: The Ultimate Predator!

Museum of Natural History NYC | Big Membership Sale: Save \$20 | See New T. rex... www.amnh.org/Membership/Sale

Benefits Include Early Access To T. REX Exhibition During Member Preview Days. Plus, Now Through March 10. Save \$20 Off Membership with Promo Code REX!

Museum of Natural History NYC | Big Membership Sale: Save \$20 | Limited-Edition ... www.amnh.org/Membership/Sale

Save \$20 On A Year-Long Membership With Promo Code REX Until March 10. Join Now-See New Exhibition T. rex: The Ultimate Predator Before It Opens To The Public!

Museum of Natural History NYC | Big Membership Sale: Save \$20 | See Brand-New ... www.amnh.org/Membership/Sale

Now Through March 10. Save \$20 Off Membership with Promo Code REX. Join Now and See T. rex: The Ultimate Predator First During Member Preview Days!

Results

- Spring 2019 T.rex themed membership campaign outperformed its predecessor by 30%.
- Tests found that the graphic-heavy appeals, but not graphic only, significantly boosted performance.
- Also, key to the success was synchronized, effective creative that promoted the offer across all multiple channels and justified increasing in advertising spending
- And the lines to get into the exhibit were consistently out the door!

TRY THESE CREATIVE DIRECTIONS IN YOUR FUNDRAISING

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ETHICAL CREATIVE

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Core principles of ethical creative

- Promote dignity for your subject, speaker, and audience.
- Do not steal power from the powerless.
- "Do no harm" is not enough. We need to do active good.



"GOOD" CREATIVE IS SIMPLY THIS: IT IS CREATIVE THAT WORKS

Except... not all creative that is effective reflects our values.

We must develop an approach that is not only effective, but ethical.

(The good news is that we can be both.)

ASK YOURSELF

Does your creative meets your values?

SET ACTIVE STANDARDS

Set clear expectations for the values your creative should actively promote

WHO SPEAKS, WHO LISTENS Define your audience of one. Define "we."

IDENTIFY YOUR HERO

The "donor as hero" narrative reinforces the relevance and impact of support; but it can also perpetuate white saviorism

OLD version

Sponsored · Paid for by UNITED STATES ASSOCIATION FOR

USA for UNHCR

(1)



NEW version



...

YEMEN EMERGENCY. Millions of people in Yemen have been forced to flee their homes. Entire families are seeking safety and striving to care for each other. Act now, with urgency and compassion: send a lifesaving gift today

...

More than 24 million people in Yemen need urgent assistance. That's 80% of the population. UNREFUGEES.ORG/DONATE Donate Now NOT AFFILIATED WITH FACEBOOK 50 Donors Needed by Sunday

Inclusion

Concepts, language, and imagery

- Representing the communities we serve
- Reaching and reflecting diverse audiences
- Making content accessible
- Lifting up voices that need to be heard

Planned Parenthood

Share your Story.

Your story can make a difference. Whether it's affordable birth control or the right to safe and legal abortion, tell us why these services matter to you.

We like to uplift a broad range of stories and perspectives to help show lawmakers, the media, and supporters just what we're fighting and advocating for. Examples of the types of stories you may want to share could include your personal experience with:

- Abortion
- Accessing birth control
- Accessing sex education
- The Affordable Care Act ("Obamacare")
- Cancer diagnosis and/or treatment
- General care at a Planned Parenthood health center

Your Information:

First Name	Last Name
É	
Date of Birth (Optional)	Preferred La
MM/DD/YYYY	- Select -
Pronouns (Optional)	
- Select -	
Gender (Optional)	Sexual Orie
- Select -	- Select -
Agender	
Cisgender	
Gender Fluid	
Gender Non-conforming	
Gandaraueer email@email.com	Mobile Pho

Promoting Dignity

For those we serve and our audiences

- Avoiding white saviorism
- Not exploiting suffering
- Centering the agency of those we serve
- Operating with openness and transparency



USA for UNHCR Sponsored + Paid for by UNITED STATES ASSOCIATION FOR UNHCR

Rush your gift today and help refugee families find safety and put food on the table. Please, donate today.



Embracing Justice and Equity

Cross-sectionality and a broader mission

- Understanding and communicating context
- Partnering with a broader movement
- Challenging your audience

TELL BANKS: DO NOT FUND DRILLING IN THE ARCTIC REFUGE

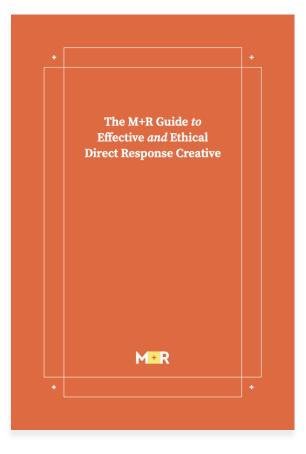
√LCV

The Arctic Refuge is sacred to the Gwich'in people and one of the largest remaining intact ecosystems in the world. But right now, the Trump administration is rushing to open the iconic Arctic Refuge to oil and gas drilling.

Free Resource

The M+R Guide to Effective and Ethical Direct Response Creative

www.mrss.com/guide



NEED MORE INSPIRATION?

+

Unexpected Thermometers

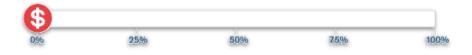


Help us reach our year-end goal



Match Your Gift

\$0	\$50,000	\$100,000	\$150,000	\$200,000	\$250,000
\$25	5,000 \$75	,000 \$12	5,000 \$17	5,000 \$225	5,000





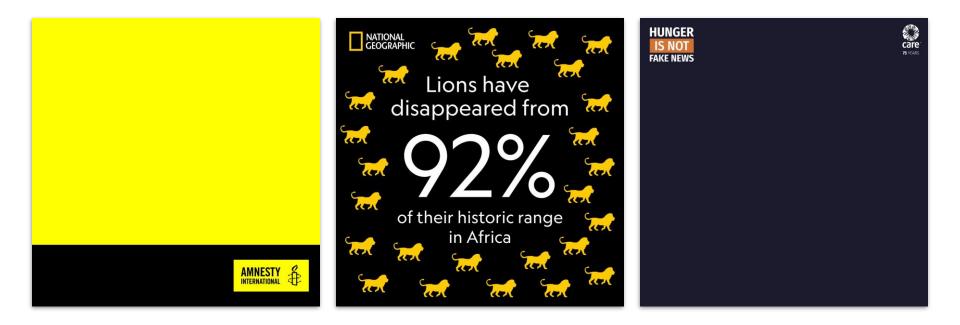
Animated stats





Foundation for Adoption^{*}

Icon-based animation in social media



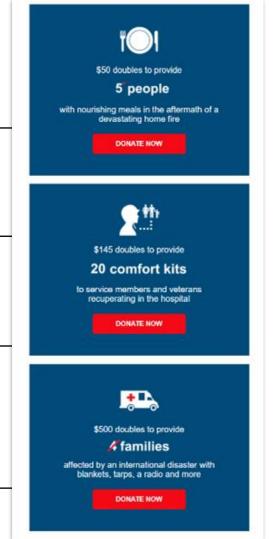
Icons in email



<u>A gift of \$15</u> could help IFAW plant eucalyptus trees that provide a safe habitat for koalas.

<u>A gift of \$40</u> could help provide veterinary care for a sick or injured koala.

<u>A gift of \$100</u> could help fund research projects on new and better ways to locate, rescue, rehabilitate, and release sick and injured koalas.







QUESTIONS?

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