

# *engaging* NETWORKS Community Conference

**Wednesday 19th and Thursday 20th June**

wallacespace Clerkenwell Green 18 Clerkenwell Green, London EC1R 0DP

**Follow the event: #ENCCUK19**

**With thanks to our sponsors:**



## Agenda for both days

<b>8:30am</b>	Breakfast and arrival
<b>9:30am</b>	Keynote (day 1), Open Space sessions (day 2)
<b>10:15am</b>	Session one (all channels)
<b>11:20am</b>	Session two (all channels)
<b>12:20pm</b>	Break
<b>12:30pm</b>	Session three (all channels)
<b>1:30pm</b>	Lunch
<b>2:30pm</b>	Session four (all channels)
<b>3:35pm</b>	Session five (all channels)
<b>4:40pm</b>	Closing and networking

# Session Description

Detailed information about all the presentations for each session is below.

To help you decide which presentations to attend, we've added some symbols next to each description to explain the type of session and the general topic it will focus on. Some presentations have a broader focus, so we've tagged them as 'general interest'. Some presentations are for more technical users of the software and have been tagged accordingly. We've also marked the presentations that will be repeated.

## Session types:



Case study



Learning session



Product workshop



Innovation session

## Topics:



Fundraising



Campaigning



General interest



Data



Email



Technical



Repeated Session

# Day 1 - Wednesday 19th June

8:30am – Arrival and Breakfast

9:30am - Key Note

## On the Move

**Graham Covington, Founder & CEO, Engaging Networks**

10:15am – Sessions



## Case Studies



**Cancer Research UK's 'Shoulder to Shoulder Against Cancer' - a campaign on NHS workforce shortages**

**Kirsten Rhodes and Victoria Wilson, Cancer Research UK**

The 'Shoulder to Shoulder Against Cancer' campaign launched last year. Since then, there have been successes – and setbacks. The Campaigns team at CRUK will share their learnings on campaigning in a challenging environment, interweaving online and offline actions, the pros (and cons!) of developing campaign videos and testing innovative content with their supporters. Engaging Networks was key to testing content and providing a platform for supporters to share their stories with key policy decision makers. It'll also be a chance to reflect on what to do with campaign setbacks and how to keep up the momentum of a long-term campaign.

**How Care2 used Engaging Networks to change the law on upskirting**  
**Rhiannan Sullivan and Beth Granter, Care2**

In July 2017, Care2 reached out to victim of upskirting, Gina Martin, to offer to help her to seek justice. Using Care2 campaigns combined with Engaging Networks, almost two years later, they have successfully changed the law to make upskirting a specific sexual offence. Care2 will talk through the story of the campaign from start to finish.



**How new templates, analytics and Google Optimise are helping online giving and advocacy**



**Bryan Casler, 4Site Studios**



Do you have "Template Anxiety," "Page Envy," or worry you might not be tracking the right metrics for your campaign? Then this session is for you. Bryan will review from start to finish the complete overhaul of Ocean Conservancy's Online Giving and Advocacy pages, as well as similar overhauls for

Organic Consumers and the International Campaign for Tibet. He'll discuss:

- What motivated their change
- Design approach
- Technical underpinnings for the project
- Migration strategy
- How campaign performance is measured
- How Google Optimise is helping drive improvements

Come join the session to learn more about these organisations and be given **free page templates** you can start using today in your Engaging Networks account.



## Email marketing: engagement tips and tricks

**Presented by Engaging Networks**



Email is one of the most powerful ways to communicate with your supporters. You can send emails to thousands in a few clicks and in return raise money and win campaigns. But it's important that you make the most of this opportunity.

In this session, we'll go over how split tests and conditional messaging can ensure you are presenting your supporters with the most effective content to increase your conversions both in the email and associated landing pages. We'll explain what options you have for selecting your supporters using profiles and within the query builder, plus we'll give some tips on making an effective email template that can be read on any device.



## Get the most out of the Academy & Supportal

**Simon Dunant, Engaging Networks**



Engaging Networks is a powerful platform used by an increasing number of organisations and becoming an expert in the tools is a valuable set of skills to add to your CV. To help you get the most out of the system we've created a great set of online learning tools to support your ongoing personal development. In this session we'll be launching our new 'Supportal 2.0' where you can find instant answers and get fast access to on the spot product knowledge when you most need it, and we'll be taking a look at how you can earn your Engaging Networks digital badges in the Academy to showcase your expert status on the platform.

## 11:20am - Sessions



### Fight for Flash

**Andy Soar, Diabetes UK**



**Glyn Thomas, Root to Branch**

Flash Glucose Monitoring is a new technology which makes it easier for people living with diabetes to test their sugar levels. It means they don't have to prick their fingers as much and means they test more often. This helps them manage their condition and live a fuller life. However, it was only available on prescription in 30% of Clinical Commissioning Group areas (of the ~200). If you couldn't get it on prescription, 'Flash' cost £120 a month. Diabetes UK wanted to make this quite niche issue real for MPs and create an 'email to MP' action which was a little bit different. They wanted to tell the story of the lifestyle benefits of this new piece of technology. Here's how they used Engaging Networks to do that.



## Managing digital change - creating solutions

**Brani Milosevic, Digital Leadership Ltd**



This is an interactive workshop where participants will be able to co-create solutions to top issues they are experiencing when implementing digital change projects/programmes. Brani will start by helping participants identify common challenges. Then, with the help of some creative and coaching techniques, participants will work in groups or individually to figure out next steps and co-create plans of action. If you're managing a digital programme or a digital project and you've come across an obstacle (a person, a process, a strategy or a budget) you will come out of this session enthused because you'll know what to do next. And you'll meet some amazing colleagues who can help you on this journey. There will be post-its, there will be Sharpies, there will be flipcharts, there will be sitting wherever you feel comfortable. Certainly not your usual workshop but no weirdness either, promise! Everyone will be helped to feel welcome.



## How to raise more money through Engaging Networks



**Presented by Engaging Networks**

Are you struggling to raise money from your online donations? Do you need to find new ways to grow your donor base? Highlighting plenty of examples along the way, we will look at the top ways to rejuvenate your donation pages using Engaging Networks. We'll go through the available payment gateway options and how to add additional payment methods (pay via paypal, one click...) to your pages. We'll discuss how to add both single and recurring payment options to the same page and will run through the 'Highest Previous Contribution' functionality that can present different 'asking strings' to your donors based on the level of their previous gift(s). We will look at how you can test different versions of your page through our split testing tools, helping you to decide the best layout for your supporters and we'll also discuss the other fundraising page types that are now available in the platform, including membership, eCommerce, surveys and premium donations. You'll leave this workshop with clear advice on how to increase your conversion rates and return on investment of your donation pages.



## Ensure your email is being delivered

**Gwynne Dixon, Engaging Networks**



The email deliverability landscape is changing: The General Data Protection Regulation (GDPR) shifted the way we ask for and maintain email marketing consent and the major webmail providers continue to tighten the screws on large volume senders. It's never been more important to closely monitor your active subscriber lists and actively segment your email delivery.

In this workshop, we'll uncover the methods that providers use to prioritise your emails, when they're likely to penalise you with spam placement or hard bounces and how to avoid the most common pitfalls of this rocky terrain. From maintaining the data hygiene of your subscriber list to investigating strategies that can remedy a list in trouble, we'll provide all the tools and insight you need to assess your own email delivery health along with a range of methods to maintain it going forward.



## Technology review and roadmap

**Graham Covington, Engaging Networks**



This session will update you on the progress of our 2019 product commitments to date, and will look forward to the major projects that are still to be released later this year, and beyond.

## 12:30pm - Sessions



### Health Charity Campaign : Stop Unfair Asthma Prescription Charges



**Jo Warner and Joe Aldrich, Asthma UK**



As a new Engaging Networks client, this was Asthma UK's first venture into an integrated digital fundraising and campaigning project! It required new strategies, new tools and new ways of working within the organisation. Plus the project kick-started wider improvements to their digital acquisition, engagement, UX and journeys. In this session Jo and Joe will discuss: - How they developed a supporter journey designed to convert to financial support. - How they increased their email list by nearly 60% in just two months - The varying levels of engagement they saw from the different cohorts of supporters - The suppliers, tools and technologies they used to deliver and optimise the campaign experience.



### The ABC of AB testing



**Jamie Woolley, Freelance**



Keen to start testing emails and websites but don't know where to start? This session will give you all the basics on when and how to run tests, and - most importantly - what the results mean. You'll also leave with plenty of ideas for tests you can use in your own work to optimise yourself silly.



### How to achieve your campaign goals with a little help from Engaging Networks



**Camille Teasdale, Engaging Networks**

Join this session and help kick-start your advocacy campaigns. Highlighting plenty of examples along the way, we'll look at the top ways to increase conversion rates through Engaging Networks, helping you to bring about change for your organisation. We'll run through all the available page types and discuss the personalisation features that can make your advocacy campaigning more effective, such as 'editable areas', message swapping, reference data, action redirect and redirect and filter. We'll look at how you can test different versions of your pages through our split testing tools, helping you to decide the best layout for your supporters and we will flag up the new technology that will be incorporated into the advocacy tools in future releases. Some exciting updates are coming!

You will leave this workshop with clear advice on how to create advocacy pages that can help you to achieve your campaign goals.



### Engaging Networks Services (ENS)



**Iain Ure, Engaging Networks**

An overview session to review the Engaging Networks Services (ENS). Learn how to create, update, view and delete supporters and how to process page requests through external forms. For the more technical user, this session will mainly focus on the REST services that are programmatically accessed outside of the software.



## What would you like to see?

Presented by Engaging Networks



At Engaging Networks, we release new features every few weeks and a lot of these ideas have come as a result of your requests. In this open session, we'd love to hear what tools you'd like to see built into the software going forward. Get your thinking caps on!

**1:30pm to 2:30pm – Lunch**

**2:30pm - Sessions**



## Boost your online donations through persuasion design



**Orsi Fullop, Project Aware**  
**Eugene Flynn, 54 Degrees**

Are you seeking to increase your online donations? Frustrated with your current donation pages? Interested in practical design tactics that you can easily use to persuade people to give? Last year Project AWARE approached a redesign of their Engaging Networks landing pages and email templates. In this session Orsi Fullop (Project AWARE) and Eugene Flynn (54 Degrees) will share what motivated the redesign, insights and practical tips on the finer points of persuasion design and how the new donation pages have impacted on results.



## Mega Marketing Automations: Showcase & Share

**Keira Roth Engaging Networks**



Want to know more about Marketing Automations and what kind of impact these 'supporter journeys' can have? Join this session to see real examples and success stories that will inspire you to build your own engaging Marketing Automations for a wide range of strategies. This non-technical session will focus on strategies such as supporter re-engagement and will include open discussion for you to share ideas and ask questions.



## Data management made easy

**Corin Hartley-Pearce, Engaging Networks**



In 2018 when The General Data Protection Regulation (GDPR) came into force, it strengthened and unified data protection legislation. As an organisation that collects and uses personal data, you will need to know how to use the various tools available within the Engaging Networks platform to help fulfil your supporter policies.

We will cover how to manage supporter data requests, the host of options to look after consent data, the page types that allow your supporters to manage their own data, how automations can help you ensure your opt-ins are up to date, plus tips on page design and security.





## Peer-to-peer fundraising & events management

**Jonathan Purchase, Engaging Networks**



Our Peer-to-peer fundraising module allows your supporters to create personal and team fundraising pages so their friends and family can make online donations to support their fundraising goals. In our peer-to-peer module, you can also create fundraising event websites where supporters can raise money to help your organisation's mission and encourage participants to form teams and appeal to family and friends to raise money and awareness. With new features coming out every 6-8 weeks, we continuously update the product too.

Learn how to leverage the power of your supporters to raise more money in this peer-to-peer workshop. We'll also run through our out of the box events management software which acts as an excellent alternative system, depending on the type of pages you are trying to create. Plenty of example pages will be provided for inspiration!



## An introduction to Machine Learning

**Graham Covington & Duane Raymond, Accessible Intelligence**



Artificial Intelligence, and the specific discipline of Machine Learning, is coming to your Engaging Networks dashboard. We have been thinking about which digital challenges facing charities could be tackled with the help of Machine Learning. For example, convincing campaigners to make a donation is something that all charities would like to see happen. Can Machine Learning replace the 'brute force' methods being used now by charities with a more sophisticated approach that leverages patterns in transactional data? This session will let you know which challenges, or use cases, we have prioritised for this new and exciting programme. We will also be asking you to tell us which use cases you think we should be looking at, and why. The future is here.



### 3:35pm - Sessions



## From a national interest to a local activist. Take reference data for a spin.



**John Robertson, Links Street**



Digital consultant John brings along his 100% fictional cycling charity Pedal UK to tell us how in one fell swoop he was not only able to engage the public with a national campaign but was then also able to nudge the new supporters into one of 30 (hypothetical) local activist groups where they could find campaigns they can get involved with, find their local group contact details and download cycle maps for routes near them. Pedal UK relies on these groups to make change happen at a local level, and this new campaign has expanded the group numbers exponentially (hypothetically of course!). How did we avoid having a page for every group? Reference data of course! Warning: graphic imagery of Excel spreadsheets.



## More Signups, Shares and Donations: Optimising Your Page Builder Template



**Michael Thomas and Alex Lloyd Hunter, Forward Action**



As digital campaigners and fundraisers, if our action pages aren't optimised, we're leaving tens or even hundreds of thousands of actions and donations on the table. In this session, the team from Forward Action will talk through how to make the most out of your Engaging Networks 'page-builder' templates. The session will cover:

- How to use scrolling action "daisy chains" to get more supporters taking high bar actions
- The fundamentals of how to create signup and donation pages that convert well
- How to set up and run page-builder testing in Engaging Networks
- Beyond petitions: building quizzes and other engagement tools in Engaging Networks



## Email automation: saving time and increasing engagement



**Corin Hartley-Pearce, Engaging Networks**

Email marketing automation is a powerful set of tools that can take the legwork out of manually emailing your supporters in response to various scenarios. Not only can they save a lot of staff time, but they can be used as a retention tool, to ensure your new acquisitions are properly welcomed. Plus, through precise building of profiles, you can ensure your supporters are getting the emails that match their interests, increasing engagement.

But if you've not used marketing automations before, it can seem daunting. In this session, we'll go through some examples of supporter journeys that you might want to try plus go over things to think about before launching.



## Hidden Gems and Ideas



**Simon Dunant, Engaging Networks**

Join Simon for a twist on a classic session. Instead of just going through a list of "Hidden Gems" in Engaging Networks, Simon will be encouraging a conversation about how to use the different parts of the tool. If you've ever wanted to brain-storm about how to increase digital engagement through Engaging Networks, this is the session for you.



## Reporting Plans



**Jonathan Purchase, Engaging Networks**

We're beginning the process of overhauling our reporting tools with a new dashboard UI. Dynamic report building will be introduced alongside an increased offering of 'canned' downloadable reports with expanded filtering options (for example, by origin source). This session will review all these new features and will give you a chance to ask any questions you may have.

**4:40pm - Closing and networking**

# Day 2 - Thursday 20th June

## 8:30am – Arrival and Breakfast

## 9:30am – Open Space Sessions

Find something that interests you, join the conversation or lead the debate. These Open Space Sessions will give you a chance to discuss key digital trends in the charity sector. More details on the topics covered and who will be leading each discussion will be sent round prior to the conference and spaces will be allocated in the venue during the closing session on day 1.

## 10:15am – Sessions



### Case Studies



**Easy to create, on-brand and effective pages using page builder**

**Larry Holmes, Liberty**



Liberty regularly needs to create new campaign actions and donation pages. Just like everyone else, they need their pages to be easy to create, on-brand and effective at driving conversions. And like a lot of other charities and organisations, they don't have in-house developers to build beautiful HTML wrappers for their pages. In the past Liberty either commissioned developers to build these wrappers or just kept on using the sample templates in page-builder. But last year, with a rebrand looming and a desire to have greater control over page layout, they commissioned a new custom template using one of Engaging Networks' accredited partners. The new template now allows them to quickly and easily build great looking pages, in-house, with loads of flexibility, fully in-line with their new digital brand guidelines and – most importantly – has drastically improved conversion rates.



### When your website is a wonky donkey

**Ellen Waters and Viran Rajaratnam, Doctors of the World**

Doctors of the World launched a new website in 2016 but according to them, it was a fundraiser's nightmare: it looked pretty but had appalling functionality and spectacularly low conversion rates on donation pages and nothing could be done within the site to fix the issues. The high bounce and low donation conversions needed to be addressed urgently and, when money allowed, a new website put in place. Engaging Networks was implemented in 2017, and a new website went live at the end of 2018 - this is a story of discovery, deliberations, testing, a journey to success and what was learned.



## Getting punched in the face - how to survive when your campaign fails at the start



**Rachel Collinson, The Donor Whisperer**



This is a warts-and-all confessional from the launch of WeDialogue\*. Learn how we went from absolutely no email list, with no traction (even from really warm audiences!) to hundreds of people signing up a day. Learn from our mistakes and discover how to replicate our successes.

\* WeDialogue is a global experiment to test new solutions for commenting on news online. The objective of weDialogue is to promote humility in public discourse and prevent digital harassment and trolling.



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## 11:20am – Sessions



### Case Studies



#### Enabling campaigners to have their say: how Macmillan found success in consultation campaigns

**Shamima Blake and Katie Herbert, Macmillan Cancer Support**

Over the past year, Macmillan Cancer Support has led a series of engagement campaigns to enable supporters to have their say in the NHS long-term plan consultation, Financial Conduct Authority call for a Duty of Care, and Workforce action. Faced with clunky and hard to use consultation journeys (in their own words!), they faced the challenge of not only encouraging their campaigners to take part in the process but of also writing a personalised response to make a big impact. Come along to this session to find out what Macmillan did, what the results were and what led the Financial Conduct Authority to be flooded with responses from their campaigners.

#### Cannabis and MS: using Tweet your MP to call for change

**Ellen Buckerfield, Matija Tomanovic and Steve Frost, MS Society UK**

The session will look at how MS Society UK used the 'Tweet Your MP' function in Engaging Networks to engage their supporters in the next stage of their campaign for cannabis for medicinal use. Ellen and Steve will look at why they chose the 'Tweet Your MP' tool for this action, how it went, what was learned, and how they've implemented these learnings into subsequent actions.

#### Getting MPs along to events

**Jade Glanfield, Guide Dogs**

We know that MPs want to hear about how our campaigns affect their constituents. To bring our campaigns to life and as a real time incentive for MPs to attend Clutter Street we asked campaigners to tell us how street clutter (pavement parking, advertising boards, wheelie bins) affect them. When they submitted this, an email was then sent to their MP inviting them to the event to collect the individual comments from their constituents. More details will be provided by Helen and Jade in this session.



### Creating multichannel campaigns for maximum impact



**Eugene Flynn, 54 Degrees**

When we communicate a consistent message in more than one channel, activists benefit from a multitude of ways to engage with your cause and donors tend to give more. Email alone isn't enough to reach and engage supporters or indeed your political targets. Phone calls to targets have a greater impact than petitions or emails. Channels like SMS and Messenger deliver higher open and action rates. Weaving all these channels together can seem daunting but creating a multichannel supporter journey is not as difficult as it may sound. Eugene Flynn will share insights from movement building and campaigns on how multichannel experiences engage support and inspire action. He'll demonstrate how you can integrate these channels with Engaging Networks and ensure your supporters have opportunities to maximise the impact of your campaign.



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## 12:30pm - Sessions



### Case Studies

#### A Super Quick A/B Page Builder Test That Worked



**Michael Austin, Greenpeace International**

Greenpeace International had two similar page designs and wanted to decide which design would be best for a global push - with only 24 hours to decide - so they added both pages to the page-builder A/B tester and sent a broadcast email of the page(s) to their supporters. Although the sample set was very small, the difference between the pages was statistically significant. The winning page was then loaded to the 'Master Dashboard' and shared to the 'Community Assets' of all Greenpeace offices.

If you are unfamiliar with the terms 'Master Dashboard' and 'Community Assets' and want to find out more about how Greenpeace manage international campaigns through Engaging Networks, come along and listen to what Michael has to say.

#### Greenpeace Turkey: how page testing can boost your campaign results

**Ayberk Goktepe, Greenpeace Turkey**

Ayberk from Greenpeace Turkey will share stories about their recent coal energy campaign. Through paid advertising and promotion, they were able to test various versions of their Engaging Networks petition pages, ending up with a fully optimised layout which in turn boosted page performance and got supporters involved in a campaign that was initially tricky for them to engage with. In this session Ayberk will look at the results of the campaign and will talk through how Engaging Networks has helped to support their testing process.

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## Making your templates as user friendly as possible

**Glyn Thomas, Root to Branch**



A good user experience will mean more people taking part in your campaigns, making donations and responding to your emails. This session will look at best practice for page and email template design, to maximise your conversion rates. We'll look at examples of lots of different organisations' templates and explore the elements that make for a great user experience for your supporters.



## How to achieve your campaign goals with a little help from Engaging Networks



**Camille Teasdale, Engaging Networks**

Join this session and help kick-start your advocacy campaigns. Highlighting plenty of examples along the way, we'll look at the top ways to increase conversion rates through Engaging Networks, helping you to bring about change for your organisation. We'll run through all the available page types and discuss the personalisation features that can make your advocacy campaigning more effective, such as 'editable areas', message swapping, reference data, action redirect and redirect and filter. We'll look at how you can test different versions of your pages through our split testing tools, helping you to decide the best layout for your supporters and we will flag up the new technology that will be incorporated into the advocacy tools in future releases. Some exciting updates are coming! You will leave this workshop with clear advice on how to create advocacy pages that can help you to achieve your campaign goals.

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**1:30pm to 2:30pm – Lunch**

**2:30pm - Sessions**



## **Building an online supporter base from (almost) nothing**



**Hannah Winter and Mark Rowley, Refugee Action**



Two years on from the beginning of their digital acquisition programme, and one year on from GDPR, the digital team from Refugee Action share insights, stats and the do's and don'ts they've learned from building an online supporter base from (almost) nothing. They'll share where they started, what they learned and what they wished they'd learned sooner, as well as what they're trying next (and why).



## **Selecting the right CRM for your charity and the importance of data**



**Tory Cassie and James Glover, m-hance**

As a leading Dynamics 365 Gold partner in the not-for-profit sector, m-hance will talk about the main factors to consider when selecting a CRM solution in this sector. This session will be solution independent and cover topics including how to establish whether a new solution is actually required to measuring the benefits of an implementation. We will also outline, based on our experience, the top 10 tips for a successful project. One key area is data, whether it be data migration or integration of data from other sources. James Glover, NfP Solutions Architect, will discuss how good data management, during the project and post go-live, will ensure that charities have the information required to support charities on their missions.



## **Email marketing: engagement tips and tricks**

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## Get the most out of the Academy & Supportal

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In this session we'll be launching our new 'Supportal 2.0' where you can find instant answers and get fast access to on the spot product knowledge when you most need it, and we'll be taking a look at how you can earn your Engaging Networks digital badges in the Academy to showcase your expert status on the platform.



## An introduction to Machine Learning

**Graham Covington & Duane Raymond, Accessible Intelligence**



Artificial Intelligence, and the specific discipline of Machine Learning, is coming to your Engaging Networks dashboard. We have been thinking about which digital challenges facing charities could be tackled with the help of Machine Learning. For example, convincing campaigners to make a donation is something that all charities would like to see happen. Can Machine Learning replace the 'brute force' methods being used now by charities with a more sophisticated approach that leverages patterns in transactional data? This session will let you know which challenges, or use cases, we have prioritised for this new and exciting programme. We will also be asking you to tell us which use cases you think we should be looking at, and why. The future is here.



### 3:35pm - Sessions



## Turbocharging Engaging Networks

**Bryan Casler, 4site Studios**



Bryan from 4site will look at a collection of bespoke projects that pushed the boundary of what Engaging Networks can do and discuss other audacious ideas they have. From one project that's helping advocates take multiple actions in a single click. Another that was aimed at reducing the time it takes for trip coordinators registering classrooms worth of students for multiple events. And even diving into the unexpected challenges that came up when figuring out how to handle the "Country" dropdown for a multi-market, multi-region, multi-language international organisation. They'll have time for Q&A, and they'll wrap by sharing their favourite account settings you might not know about, plus a few small 'quality of life' improvements you can implement in your account at any time.



## Learning Session



### How to get the most out of working with your tech agency

**Richard Edwards, Outlandish**

Outlandish is a digital agency committed to positive social change. They create websites and campaigns that mobilise audiences, and they build web apps and tools that give actionable insights into complex data.

They're also a worker-owned business, partnering with their clients who share their passion for making the world a better place, like Greenpeace, the BBC, trade unions, and more. Their flagship School Cuts campaign (mobilising people against school funding cuts in the run up to the General Election) got nearly 1 million users in just 6 weeks, and contributed to 750,000 people changing their mind on who to vote for.

In this session Outlandish will share some of the principles and processes that they use with their clients (and internally!) that lead to better projects - both on Engaging Networks and beyond. Expect to hear about 'sociocratic' decision making, theories of change, iterative deliveries, running effective Kick Offs and more, so that you can start to apply this to your own projects with agencies, internal teams and stakeholders.



### Strengthening the Safety Net Campaign

**Sarah Wayman and Jacq McNee, The Children's Society**



In March 2019, The Children's Society launched a campaign to Strengthening the Safety Net, taking action to save Local Welfare Assistance Schemes. These schemes are council-run emergency funded, provide a vital safety net when people experience a crisis (this might be benefit delays, a bereavement, a broken boiler) and as a result have no money to afford the basics like heating and food. Alongside local charities and food banks, these small grants and loans can keep the most vulnerable from spiralling in to debt and destitution.

But funding cuts in councils are putting this safety net at risk. One in seven councils across England have already lost their schemes. Where they remain, two-thirds of councils have cut budgets making accessing support much harder. In this session, The Children's Society will be talking about how they've used Engaging Networks to empower people to find out about their local areas and engage councils to make change.



### How to raise more money through Engaging Networks



**Presented by Engaging Networks**

Are you struggling to raise money from your online donations? Do you need to find new ways to grow your donor base? Highlighting plenty of examples along the way, we will look at the top ways to rejuvenate your donation pages using Engaging Networks. We'll go through the available payment gateway options and how to add additional payment methods (pay via paypal, one click...) to your pages. We'll discuss how to add both single and recurring payment options to the same page and will run through the 'Highest Previous Contribution' functionality that can present different 'asking strings' to your donors based on the level of their previous gift(s). We will look at how you can test different versions of your page through our split testing tools, helping you to decide the best layout for your supporters and we'll also discuss the other fundraising page types that are now available in the platform, including membership, eCommerce, surveys and premium donations. You'll leave this workshop with clear advice on how to increase your conversion rates and return on investment of your donation pages.



## Engaging Networks Services (ENS)

**Simon Dunant, Engaging Networks**



An overview session to review the Engaging Networks Services (ENS). Learn how to create, update, view and delete supporters and how to process page requests through external forms. For the more technical user, this session will mainly focus on the REST services that are programmatically accessed outside of the software.



## Reporting Plans

**Jonathan Purchase, Engaging Networks**



We're beginning the process of overhauling our reporting tools with a new dashboard UI. Dynamic report building will be introduced alongside an increased offering of 'canned' downloadable reports with expanded filtering options (for example, by origin source). This session will review all these new features and will give you a chance to ask any questions you may have.

**4:40pm – Closing and networking**



The Engaging Networks software platform is used by several hundred non-profit organisations in the United Kingdom, Australia, United States, Canada and around the world. Our annual community conference brings together both users of our technology in the non-profit sector, and non-users that want to find out more about how Engaging Networks can transform digital engagement.