WEBINAR

# **How Non-Profit** Organizations and NGOs Find Success with **ActiveCampaign**



### Read the full customer stories:

See how <u>TSR increased website engagement:</u>

- 297% increase in email opens in the first
  6 months
- 40% drop in unsubscribes
- Integrated website data with ActiveCampaign, tracking each visitor's behaviors and engagement
- 48% higher click-through-rate than the NPO/NGO average

See how <u>Cancer Wellness Support improved</u> <u>data accuracy:</u>

- 70% increase in data accuracy
- 300 person hours saved **per month**
- 30% increase in memberships and managing entire membership portfolio with automated renewal reminders and tracking
- Donations are up by 14% YoY
- Volunteer inquiries are up by 32% YoY

### **Engagement Tagging Automations**

#### Part 1 — <u>Import the automation recipe!</u>

- This automation has no start trigger. Instead, you will bulk add all initial contacts after building out the automation.
- The automation waits periods of 7 days, 21 days, and more between status checks and assigns tags as a contact becomes less engaged. You can adjust wait times as you prefer.
- The automation ends until they engage again.

#### Part 2 — <u>Import the automation recipe!</u>

- This automation triggers when a contact performs an action to re-engage. (This can be things like opening or clicking an email, visiting a web page, or subscribes to a new list.)
- Once the automation triggers, the "exit other automation" step pulls the contact out of Part 1.
- The "enter other automation" step restarts the contact at the beginning of **Part 1**, reapplying the *Engaged* tag removing any *Disengaged* tags. The condition needs to be set for Part 1 Engagement Tagging Automation Recipe.
- The automation ends.

### ActiveCampaign CRM video resources:

- Adding Automation to the CRM
- Creative Uses for the Deals CRM

### **Custom Reporting Resources:**

- <u>Custom Reporting resource library</u>
- <u>Custom Reports Webinar</u>

## More info on Cancer Wellness Support

- <u>Cancer Wellness Support</u> Homepage
- <u>Digital Transformation Case Study on Cancer Wellness Support</u>
- Donation link
- Cancer Wellness Support Amazon Wishlist

## **More info on TSR:**

- TSR Homepage
- <u>Vision Zero Fleet Forum</u> TSR's annual virtual conference
- <u>Donate link</u>
- Get involved!

