## **Sue Fidler**

www.suefidler.com

sue@suefidler.com

# e-communications on a budget

**Sue Fidler** 

# Optimizing

- Communicating
- Creating a Buzz

# Fundraising

# **Optimizing:**

# Making your website work harder.

• meta tags

Text only   Sitemap   water   Sanitation   Hygien										giene
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💄 www.wateraid[1] - Notepad
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File Edit Format View Help

<!DOCTYPE html PUBLIC "-//W3C//DTD HTML 4.01 Transitional//EN" "http://www.w3.orq/TR/html4/loose.dtd"> <html lang="en"> <!-- \*\*\* Powered by www.dotEditor.co.uk - Content generated at 3/2/2009 13:03 \*\*\* --> <head> <title>WaterAid - water and sanitation for all - International site</title> <meta name="Description" content="WaterAid is an international NGO dedicated exclusively to the provision of safe domestic water, sanitation and hygiene education to the worldus poorest people." /> <meta name="Keywords" content="water, sanitation, hygiene, projects, wateraid, communities, educational 1.fundraising.development.charity.hygiene.poorest.aid.lobbying.advocacy.in ternational,foundation,newsletter africa. asia" /> <meta name="Author" content="WaterAid" /> <meta name="Expires" content="none" />
<meta name="Copyright" content="WaterAid" />
<meta name="Distribution" content="Global" /> <meta http-equiv="Content-Type" content="text/html; charset=ISO-8859-1" /> <link rel="stylesheet" href="/includes/layout\_style.css" title="Contemporary" type="text/css" /> <link rel="stylesheet" type="text/css" href="/includes/default.css" /> <script src="/includes/javascript.js" type="text/javascript"></script>
<script src="/includes/flash\_detect.js" type="text/javascript"></script>
<script src="/includes/AC\_OETags.js" type="text/javascript"></script></script></script></script></script</pre> <script type="text/javascript"> <! --

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## <u>chobds</u> <title>WaterAid - water and sanitation for all - International site</title> dedicated exclusively to the provision of safe domestic water, sanitation and hygiene education to the worldos poorest people." /> <meta name="Keywords" content="water, sanitation, hygiene, projects, wateraid, communities, educational, fundraising, development, charity, hygiene, poorest, aid, lobbying, advocacy, in ternational, foundation, newsletter, africa, asia" /> <meta name="Author" content="WaterAid" /> <meta name="Expires" content="none" /> <meta name="Copyright" content="WaterAid" /> <meta name="Distribution" content="Global" />

• meta tags

#### TITLE = SITE OR PAGE NAME on search engines and browser window



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<head>
<title>WaterAid – water and sanitation for all – International
<meta name="Description" content="WaterAid is an international NGO</pre>
dedicated exclusively to the provision of safe domestic water, sanitation
and hygiene education to the worldos poorest people." />
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content="water, sanitation, hygiene, projects, wateraid, communities, educational, l, fundraising, development, charity, hygiene, poorest, aid, lobbying, advocacy, in
ternational,foundation,newsletter,africa, asia" />
<meta name="Author" content="waterAid" />
<meta name="Expires" content="none" />
<meta name="Copyright" content="WaterAid" />
<meta name="Distribution" content="Global" />
```

• meta tags

DESCRIPTION

#### appears as description on search engines

Web

Results 1 - 10 of a



**Ethical Property Foundation** ( > 00:59 **Ethical Property Foundation** Blog Click here for our new blog which includes news from the charity and property media, and a chance to put your own views ... www.ethicalproperty.org.uk/ - 11k - <u>Cached</u> - <u>Similar pages</u> - (

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File Edit Format View Help
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<head>
<title>WaterAid - water and sanitation for all - International
site</title>
<meta name="Description" content="WaterAid is an international NGO</pre>
dedicated exclusively to the provision of safe domestic water, sanitation and hygiene education to the worldDs poorest people." />
<meta name="Keywords
content="water, sanitation, hygiene, projects, wateraid, communities, educationa
l,fundraising,development,charity,hygiene,poorest,aid,lobbying,advocacy,in
ternational,foundation,newsletter,africa, asia" />
""""
<meta name="Expires" content="none" />
<meta name="Copyright" content="WaterAid" />
<meta name="Distribution" content="Global" />
```

• meta tags

• KEYWORDS

what people might search for you by

- meta tags
- site map

Helps search engines trawl your website and list your content

- meta tags
- site map
- search engine registration
  - CHECK you are listed
  - Do all FREE listings

Site	First Page?	Placed	Listed As	Above the fold?	Sponsored Link?
www.altavista.com	Yes	1st	Sightsavers	Yes	Yes
www.aol.com	Yes	1st	Sightsavers	Yes	No
www.ask.com	Yes	1st	Sightsavers	Yes	No
www.bing.com	Yes	1st	Sightsavers	Yes	yes
www.everyclick.com	Yes	1st	Sightsavers	Yes	yes
www.google.com	Yes	1st	Sightsavers	Yes	No
www.yahoo.com	Yes	1st	Sightsavers	Yes	Yes

## Make sure you are registered with all search engines - cheap search placement

- www.ineedhits.co.uk
- www.jayde.com
- www.wpromote.com
- www.enhance.com
- www.mixcat.com

#### 'buzz' marketing

- sites that talk about sites
  - www.dmc.co.uk
  - <u>www.b3ta.com</u>
  - del.icio.us
  - digg.com
  - mashable.com

- meta tags
- site map
- search engine registration
- links
  - who links to you?
  - how important are they?



#### links: suefidler.com

About 222 results (0.31 seconds)

Search

Advanced search

Serverything
More

The web Pages from the UK

More search tools

[реп<u>Jlide 1</u> 🛱 File Format: Microsoft Powerpoint - View as HTML

who links to you? how important are they? Sue Fidler. Optimizing: search engine placement. Sue Fidler. Optimizing: search engine placement ... www.suefidler.com/other/startdownload.asp?openType=forced...138

#### Terms and Conditions - Sue Fidler Ltd

This website may contain **links** to websites which are not under the control of **Sue Fidler** Ltd. **Sue Fidler** Ltd does not accept responsibility or liability for ... www.**suefidler.com**/10.asp - Cached

Show more results from www.suefidler.com

#### (PDF) Sue Fidler Ltd

File Format: PDF/Adobe Acrobat - Quick View 28 Mar 2007 ... Sue Fidler Ltd. VAT No: 888323679. Reg Co. No. 05921202 ... Also don't waste the top of your page with a list of links. ... www.charityemail.co.uk/other/startdownload.asp?openType=forced...

#### Best practice for building and designing email newsletters: ICT ... 🏫

28 Mar 2007 ... Best practice, send the user a **link** to a web based form, don't include the form ... Sue Fidler Consultant, Sue Fidler Ltd www.suefidler.com ... www.ictknowledgebase.org.uk/buildingnewsletters - Cached - Similar

Best practice for sending email newsletters: ICT Hub Knowledgebase

5 Mar 2007 ... By Sue Fidler. Email is a great way to communicate with our stakeholders but too ... Sending links behind the HTML, as we do on the web, ... www.ictknowledgebase.org.uk/bulkemail - Cached - Similar

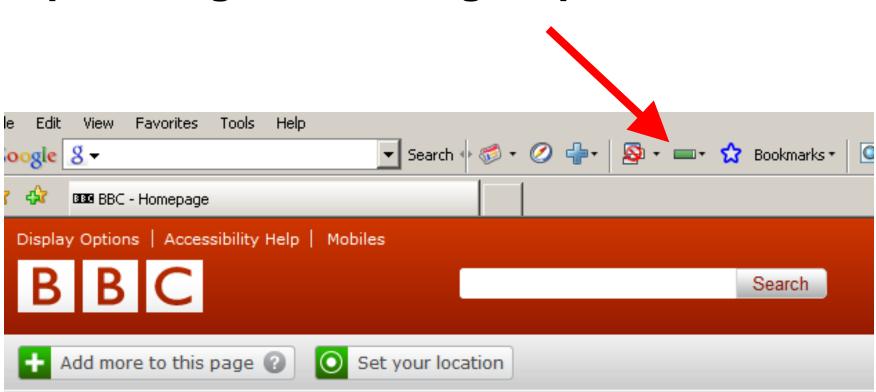
Show more results from www.ictknowledgebase.org.uk

#### E-newsletter providers | UK Fundraising 🕸

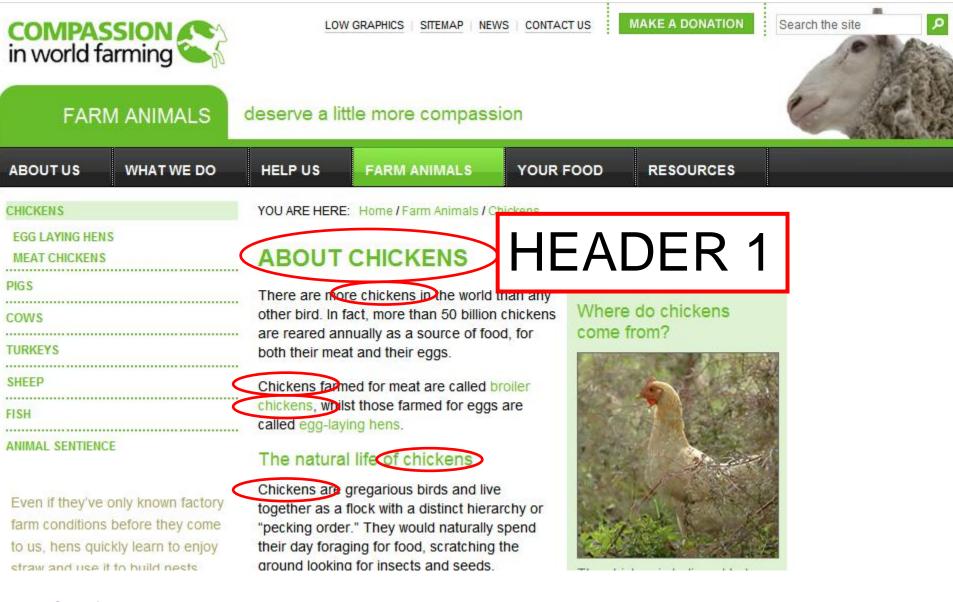
7 posts - 4 authors - Last post: 19 Mar 2009 **Sue Fidler's** report looks likely to be very handy. ... http://www.**suefidler.com**/papers/default.asp ... UK Fundraising Social Links ... www.fundraising.co.uk > Forums > New media - Cached - Similar

#### Online fundraising | Torbay Community Online

Link to other communications media – email newsletters, RSS, social networking groups. .... fundraising - http://www.suefidler.com/other/startdownload.asp? ...



- meta tags
- site map
- search engine registration
- links
- copy



## **Optimizing: your homepage**

make best use of your space

## st michael's hospice

Search Enter search term



About Us

Care Services

Get Involved Trading

j Donate

Contact Us

Jobs

Training

#### Welcome to St Michael's Hospice



At St Michael's Hospice we firmly believe that our extensive and flexible range of services are only postible by working closely with families and local communities. We hope that this site will encourage you to know more about our work and become more closely involved in it.

Whether you are a patient, relative or friend, a medical professional, a supporter or someone simply wanting to find out more about our work offering high quality palliative care and support to the communities of Hastings & Bether, we

#### **Donate Now**

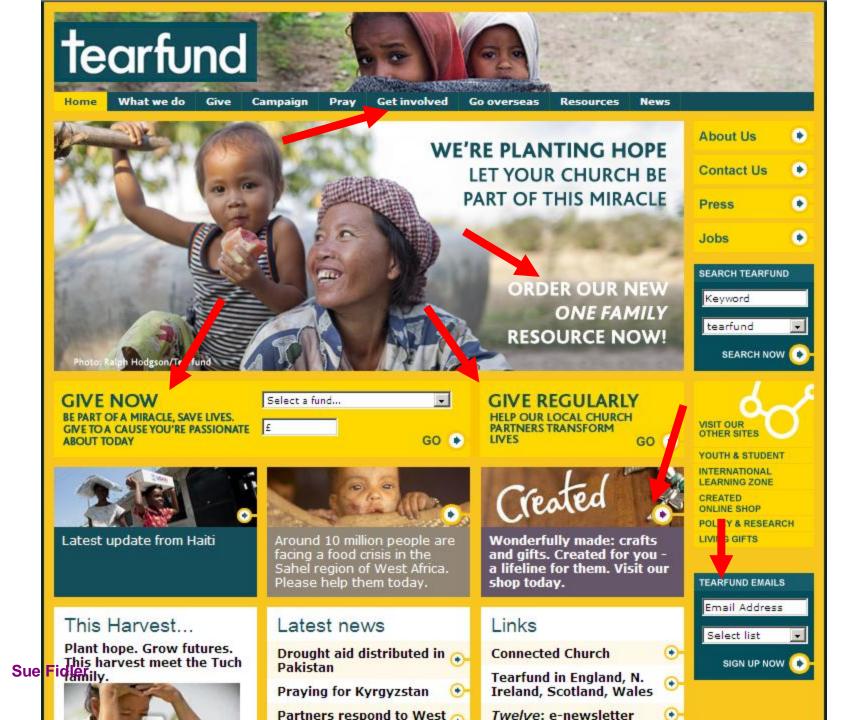
If you would like to support us please visit the donation page

#### Get Involved

How you can get involved and volunteer

#### Sign up for Email sign up to receive our email newsletter here.

**Sue Fidler** 



# **Communicating:**

# Cheap communications and re-using copy

• email

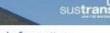
- email
  - cheap £50 set up and £10 pcm
  - easy html editor, address book manager
  - personalised name and content
  - instant
  - regular
  - name gathering from website form
  - instant reporting

- email
- Facebook, MySpace and Bebo

#### facebook 💵 🛲

Search

You are the WORLd's ultimate source of renewable energy,



Add to my page's favourites

Suggest to friends

Subscribe via SMS

Sustrans is the UK's leading sustainable transport charity.

http://www.sustrans.org.uk

#### Information

Founded: 1977

#### 2 friends like this.





Jenny Sheriff David Atiyah

7,833 people like this

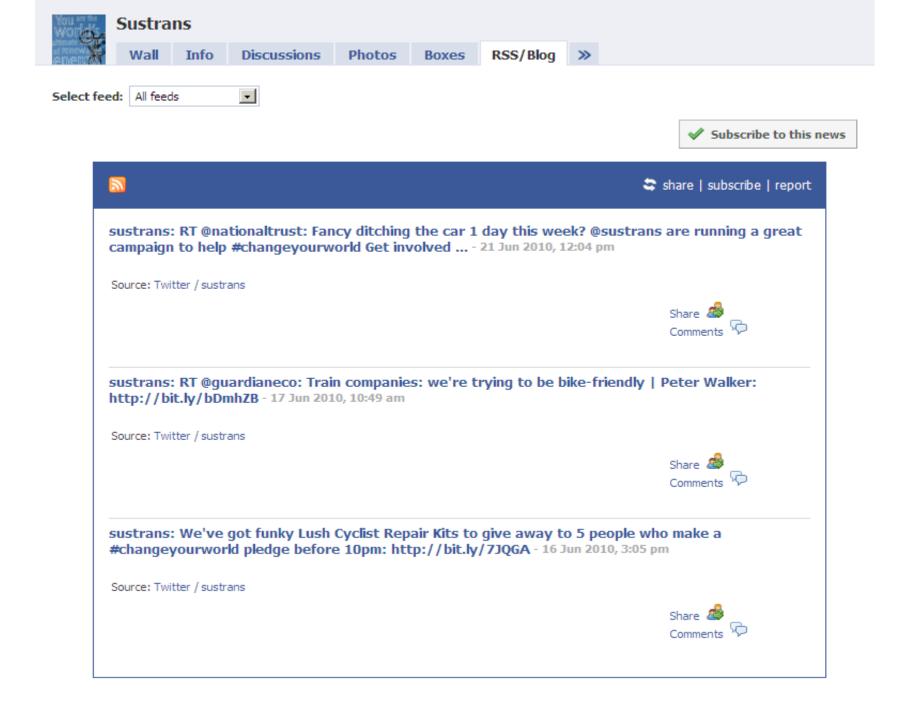






Q

Have you seen the new limited edition Cyclist's Repair Kit from Lush Cosmetics? Made for both boys and girls, the kits contain everything you need to get your body ready for riding.



- email
- Facebook, MySpace and Bebo
- twitter



The Woodland Trust is the UK's leading woodland conservation charity

woodlandtrust.org.uk





### 

Home Profile Find People Settings Help Sign out

#### 

WOODLAND TRUST

Follow

≣ Lists▼ ⋠

#### RT @fashion\_xtra I love this Woodland Trust Bird Print Top .. http://bit.ly/avm2QD <-- so do we ;-)

about 13 hours ago via web

#### @Betti\_Moser We're looking forward to this project too - glad to have you on board :-) about 13 hours ago via web in reply to Betti\_Moser

#### SussexWildlife Ten things you never knew about stag beetles http://bit.ly/cszB51 #biodiversity #wildlife

about 13 hours ago via web Retweeted by WoodlandTrust and 3 others

FREE minibeast pack from Nature Detectives bursting with 60 activities to celebrate National Insect Week, 21-27 June: http://ow.ly/211Rw

about 24 hours ago via HootSuite

Don't forget the BBC Wild Night In tonight 8pm BBC 2 - with the Springwatch team live from London Zoo :O) http://ow.ly/20etm 3:05 PM Jun 20th via HootSuite

#### HackneyHarvest Woodland Trust Free Community Tree

#### Name Woodland Trust Location Grantham Web http://www.woodla...

Bio Sharon from the Woodland Trust Digital team along with a few colleagues from around the organisation keeping you posted on what we do and what you can do ;-)

227 2,643 262 following followers listed

Tweets 1,701

Favorites

Lists

WoodlandTrust/phenology

@WoodlandTrust/friends

@WoodlandTrust/we-lovetrees

@WoodlandTrust/charitytweeters

View all

Actions

message WoodlandTrust block WoodlandTrust report for spam

Following





- email
- Facebook, MySpace and Bebo
- twitter
- YouTube and Flicker

- email
- Facebook, MySpace and Bebo
- twitter
- YouTube and Flicker
- blogs



Young People	Donate	Support BullyingUK	Parents	Schools	Adults	You	About	Our Blog	Shop	Home		
Young People		You are he	re :						facebool	k		
Donate Support BullyingUK Parents Schools		Blog	Blog							Bullying UK You like this. Unlike		
Adults You About <u>Our Blog</u> • General updates			Bullying not worse on internet, says expert							ay to cc/a2izAU 85 e so far, Can 00 today?		
UK News		Written by L	Written by Liz Carnell							Yesterday at 17:27 · via TweetDeck		
Shop Home			Children are three times more likely to be bullied in real life than on the internet, says a cyber security expert.						Bullying UK We have been mentioned by Howard Lake in his UK Fundraising Article about			
			Dr Julian Dooley, of Edith Cowan University, told a government committee in Melbourne, Australia, that 10 per cent of sturdents surveyed claimed to have been bullied online whereas 30 per cent said they were bullied in the real world.						Donate a Tweet a Day			
Search the web us box and we will re Donation for every	ecieve a	have been							Constant Con			
make.		networks w	Facebook's chief privacy advicer,. Mozelle Thompson, said that social networks were part of the solution against bullying on the internet, rather than being the problem.						Bullying UK has 7,588 fans			
Terms and Condition		We're here								Have you entered any of our Online Raffles yet?		
Set your browsers s support BullyingUK and every search yo create a donation.	using this pag		advice and support.						COME ON ENGLAND!			

Recommend

Be the first of your friends to recommend this.

WIN A SIGNED

### **Cheap Communications:**

### **Reusing copy**

**Sue Fidler** 





#### CARING IN KENYA

20 - 26 June 2010

Many people depend upon our regular flights to reach those they serve.

We give thanks, O God, for our unity in Jesus Christ, enabling Christians from all nations to work together for the fulfillment of Your Kingdom

#### Tuesday, June 22 Pilot Laura Westley and her husband Mike Bundy joined our team in Nairobi this month. Pray that they will quickly settle into their new location, and for Laura as she adjusts to flying in Kenya.



#### MAF UK Prayer Diary

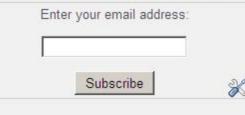
Prayer and fellowship are at the heart of MAF.

We need to know God's will for the organisation, where He wants to lead us, and how.

We invite you to join us in praying for the needs of MAF, our partner missions and the vulnerable people that we serve.

There are several ways in which you can pray effectively for us. Our prayer items page details our latest prayer needs, while our Prayer Diary helps you to remember MAF in prayer every day. Or perhaps you would like to join or start up an MAF prayer group in your area.

#### Get the Prayer Diary by email:



#### Monday, June 21



Remember Andrew and Jean Boyd (pictured left). Andrew serves as Quality Manager for Kenya. Give thanks for the faithful service of Clement Siloba, a member of our maintenance team, and Clatus Macowenga who has worked in

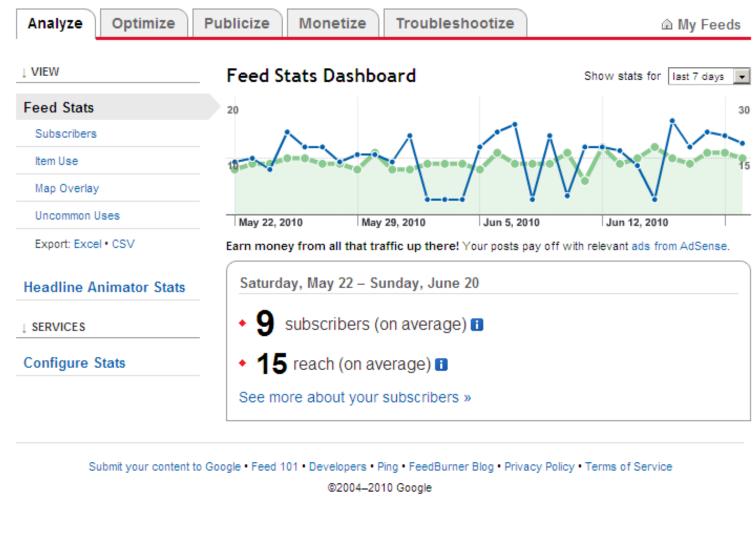
### Blog Archive

 ▼ 2010 (171)
 ▼ 06/20 - 06/27 (3)
 Pilot Laura Westley and her husband Mike Bundy jo...

### MAF Prayer Diary



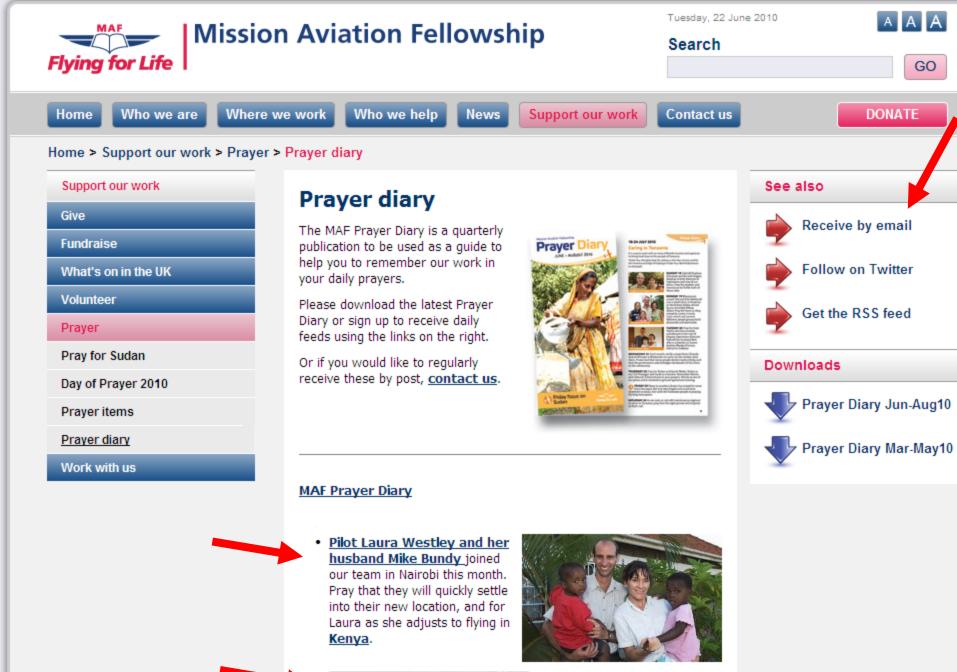
🔊 🔲 Edit Feed Details... | Delete Feed... | Transfer Feed...





### Name MAF Prayer Dairy Web http://www.maf-uk... Bio Mission Aviation Fellowship is a Christian organisation. Our mission is to operate light aircraft in remote places where flying is not a luxury, but a lifeline. 0 22 0 following followers listed 148 Tweets Favorites Actions block MAFPrayerDiary report for spam Following RSS feed of MAFPrayerDiary's tweets

5:33 AM Jun 18th via twitterfeed





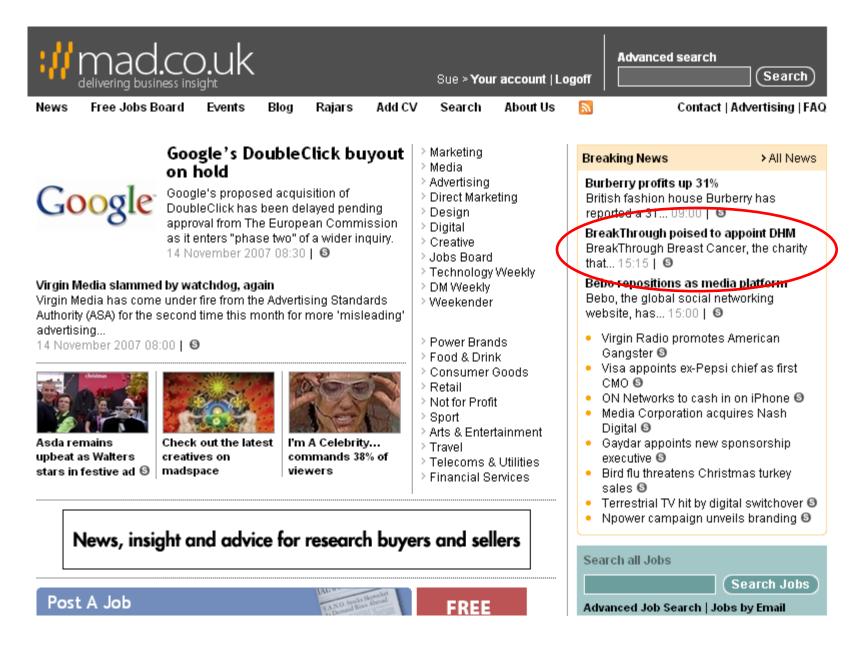
Remember Andrew and Jean Boyd (pictured left). Andrew serves as Quality Manager for

### **Building a Buzz**

### **Building a Buzz:**

### News, PR and web-watchers

- Build a list off online sites to send PR to:
  - CharityComms
  - mad.co.uk,
  - PRWeek,
  - NMA,
  - Revolution,
  - Brand Republic,
  - Marketing Week...



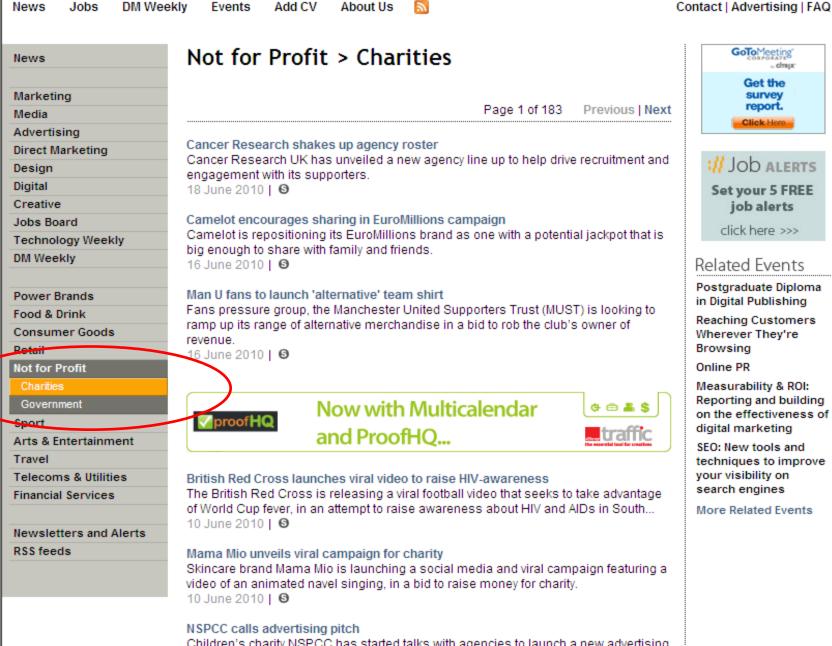


Subscribe Logon

Advanced search

Search

Contact | Advertising | FAQ



### **Building a Buzz:**

**Topical marketing:** 

- discussion boards
- email newsletters
- affiliate sites
- local groups
- amateur specialists
- regional and community groups
- myspace, facebook, beebo groups and networks

### **Building a Buzz:**

**Topical marketing:** 

- list topical keywords and phrases
- volunteer search
- build a spreadsheet
- divide by topic and type
  - subject/interest area
  - website/discussion forum/email list

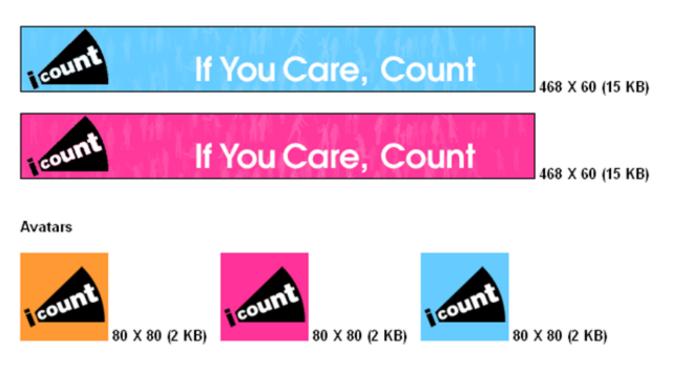
URL	Site Name	Contact Email	Telephone
http://www.greenchoices.org/	Green Choices	info@greenchoices.org	_
http://www.greenshop.co.uk/	The Green Shop	enquiries@greenshop.co.uk	
http://www.greenfutures.org.uk/aboutus/defa	Green Futures	post@greenfutures.org.uk	
http://www.green-alliance.org.uk/grea1.aspx	Green Alliance	ga@green-alliance.org.uk	
http://www.greenconsumerguide.com/	Green Consumer Guide	contact@greenconsumerguide.	+44 (0) 191 27
http://www.green-business.co.uk/	The Green Tourism Buisness Scheme	gtbs@green-business.co.uk	01738 632162
http://www.greenpeople.co.uk/	Green People Organic Lifestyle	organic@greenpeople.co.uk	
http://www.greenguide.co.uk/	Green Guide Online	mailto:editor@greenguide.co.uk	+44 (0) 1945 4
http://www.nef.org.uk/greenenergy/index.htr	The National Energy Website	mailto:kathy.wyatt@nef.org.uk%	01908 354538
http://www.greenstat.co.uk/	The Green Stationary Company	mailto:sales@greenstat.co.uk	44(0)1225
http://www.gooshing.co.uk/	Gooshing Uk	ecosponsership@gooshing.org	+44 (0)207 229 20
http://www.alotoforganics.co.uk/cats/gifts.pl	A lot of organics	mailto:contact@alotoforganics.	0845 094 649
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http://www.climatecare.org/	Climate Care	mailto:mail@climatecare.org	+44 (0)1865 207
http://www.co2captureandstorage.info/	CO2 capture and storage	mailto:mail@ieaghg.org	+44 (0)1242 680753
http://www.smmtco2.co.uk/co2search2.asp	CO2 Emissions Data	mailto:CO2@smmt.co.uk	+44 (0)20 7235 7
http://www.cru.uea.ac.uk/	Climatic Research Unit	mailto:cru@uea.ac.uk	44-1603-592722
http://coinet.org.uk/	limate Outreach and Information Network		+44 (0)1865 7
http://www.coolkidsforacoolclimate.com/	Cool Kids for a Cool Climate	coolkidsforacoolclimate@yahoo	.co.uk
http://www.theclimategroup.org/index.php?p	The climate Group	mailto:info@theclimategroup.or	+44 (0)1483 7194
http://tiki.oneworld.net/global_warming/climations	Climate change for kids	tikithepenguin@oneworld.net	
http://www.frontier.ac.uk/	Frontier	mailto:info@frontier.ac.uk	020 7613 2422
http://www.carbontrust.co.uk/default.ct	The Carbon Trust	mailto:customercentre@carbon	0800 085 2005
http://www.carbonfootprint.com/	Carbon Footprint	info@carbonfootprint.com	
http://www.carbonneutral.com/	The CarbonNeutral Company	mailto:enquiries@carbonneutra	+44 (0) 20 7833 600
http://www.lowcarbon.co.uk/	Low carbon Network		44 (0) 7974 12
http://www.whatyoucando.co.uk/?gclid=CN7	What you can do	mailto:info@whatyoucando.co.u	ık
http://climatesure.co.uk/?gclid=CMqu6ZSto	climate sure	mailto:enquiries@climatesure.c	o.uk

#### Sue Fidler

### **Building a Buzz:**

**Topical marketing:** 

- send them an email
  - ask them if they could support you:
    - add to their site
    - put in their e-newsletter
    - add to their offline news
    - give them a toolkit provide logo, copy, images, banners



#### Email copy and templates

Plain Text »

Logo (HTML)»

Full design (HTML)»

#### Press Release

#### view press release »

Logo files (EPS)

#### Sue Fidler

Logo (Pantone Colours) »

# ASK YOUR SUPPORTERS TO TALK ABOUT YOU ONLINE

They may belong to networks, groups, forums and sites that we have never heard of...

# **Fundraising:**

# Offering alternatives to cash

### Fundraising:

- credit and debit cards/CAF/Paypal
- direct debits
- online, phone and post

volunteering

- volunteering
- events



About us Services Campaigns

Take part in an event

Get involved Resources

Donate News

Search

💽 Zoom Help Sitemap

My life

Families

Professionals

Local groups

#### Take part in an event

Running events

Cycling events

UK events

Overseas events

Extreme events

Special events

What's on

Raise money for Mencap

Your voice counts appeal

Summer raffle

Volunteer

Become a member

Snap! photo and film competition

Corporate partnerships

### Join the Dennis the Menace team and get running for Mencap. From 5k runs to extreme challenges, there's a run for everyone!



#### Cycling events

Running events

Whether you choose London, France or India, there's no excuse not to get on your bike for Mencap in 2010.

#### **UK** events

events are going on close to you.



#### Special events

Join us for Mencap's exclusive balls, dinners, carols and much more.



#### Extreme events

Join Mencap's extreme team and push your limits for people with a



**BIG FUN RUN** 

Join Mencap at a Big Fun Run near you

### FACEBOOK

Join the Mencap events team online



Polo in the park, half marathons and motorbike days out; find out what



#### **Overseas events**

Spanning four continents, the world is your oyster. Why not fulfill your sense of adventure and take up the challenge with Mencap?

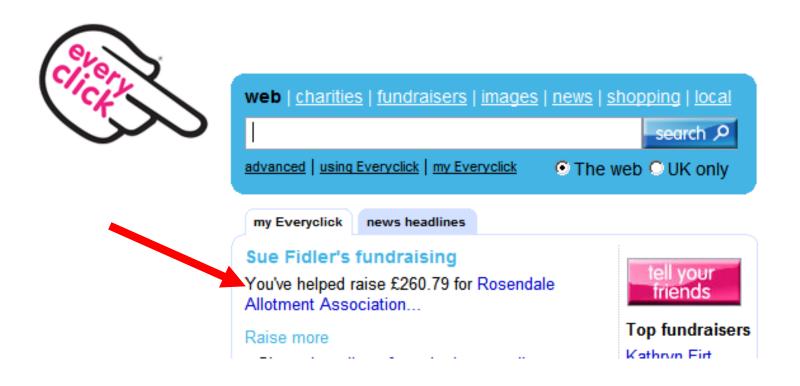
- volunteering
- events
- shopping
  - Christmas or all year
  - Direct sale or through a fulfilment company

- volunteering
- events
- shopping
- affiliate shopping
  - chocolates
  - flowers

- volunteering
- events
- shopping
- affiliate shopping
- alternative giving / "in celebration"
  - wedding lists
  - birthdays

- volunteering
- events
- shopping
- affiliate shopping
- alternative giving
- ebay
  - •ebay have special charity auction system run by missionfish <u>www.missionfish.org.uk</u>
  - Sellers can also opt to donate a % of their sale to the charity of their choice

- volunteering
- events
- shopping
- affiliate shopping
- alternative giving
- ebay
- search engines



- volunteering
- events
- shopping
- affiliate shopping
- alternative giving
- "in celebration"
- ebay
- search engines

# Its all about relationships:

- Being seen
- Being friendly
- Being helpful

### **USEFUL RESOURCES**

#### PAPERS

Passion Persistence and Partnership www.nfpsynergy.net

#### **COMMUNITY BUILDING**

Free, Online Discussion Groups http://www.managementhelp.org/gen\_rsrc/newsgrps/newsgrps.htm

Using Message Boards to Build Community http://www.icthubknowledgebase.org.uk/messageboards

Options for Online Discussions - Using the Internet to facilitate policy discussions http://www.techsoup.org/learningcenter/internet/page5270.cfm

#### **EMAIL**

Why do email newsletters? <u>http://www.icthubknowledgebase.org.uk/whydoenews</u>

Best practice for sending email newsletters http://www.icthubknowledgebase.org.uk/bulkemail

Best practice for building and designing email newsletters <a href="http://www.icthubknowledgebase.org.uk/buildingnewsletters">http://www.icthubknowledgebase.org.uk/buildingnewsletters</a>

lots more at http://www.charityemail.co.uk/resources

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### FORUMS TO JOIN/FOLLOW Charity Web Forum http://tech.groups.yahoo.com/group/charitywebforum/

Frogloop – very good articles on online fundraising etc <a href="http://www.frogloop.com/">http://www.frogloop.com/</a>

TOOLS Google Analytics http://www.google.com/analytics/

Blogger http://www.blogger.com/home

Feedburner http://www.feedburner.com/fb/a/home

Google links checker google search "links:www.mydomain.org.uk"

Addictomatic http://addictomatic.com/

Search engine info; http://searchenginewatch.com/

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