

ABOUT ME

Mom of 2

Returned Peace Corps Volunteer (Senegal 2000-2002)

Author, Storytelling in the Digital Age: A Guide for Nonprofits; new book coming out fall 2019

Former Development/Marketing Director

Tweet: @JuliaCSocial, #NPC19

www.JCSocialMarketing.com





Get Digital Storytelling Workbook:

Text WORKBOOK to 345345

What We Will Cover Today



How to use digital storytelling to build and deepen relationships with donors and supporters



How to create a system to collect and craft the best stories across your organization



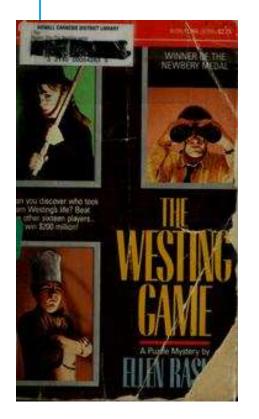
How to write a captivating story that will spur people to take action

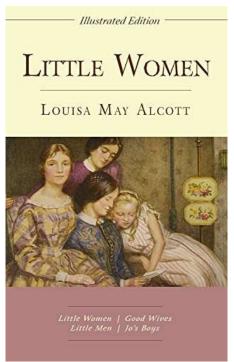


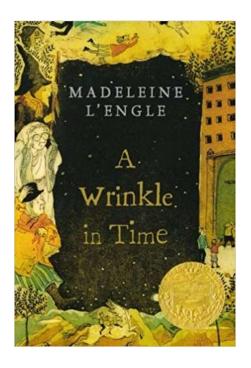
Real-world examples from nonprofits leveraging digital storytelling

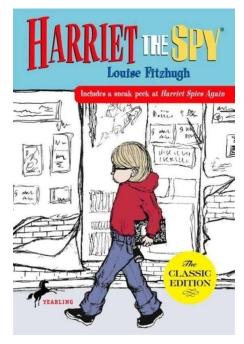




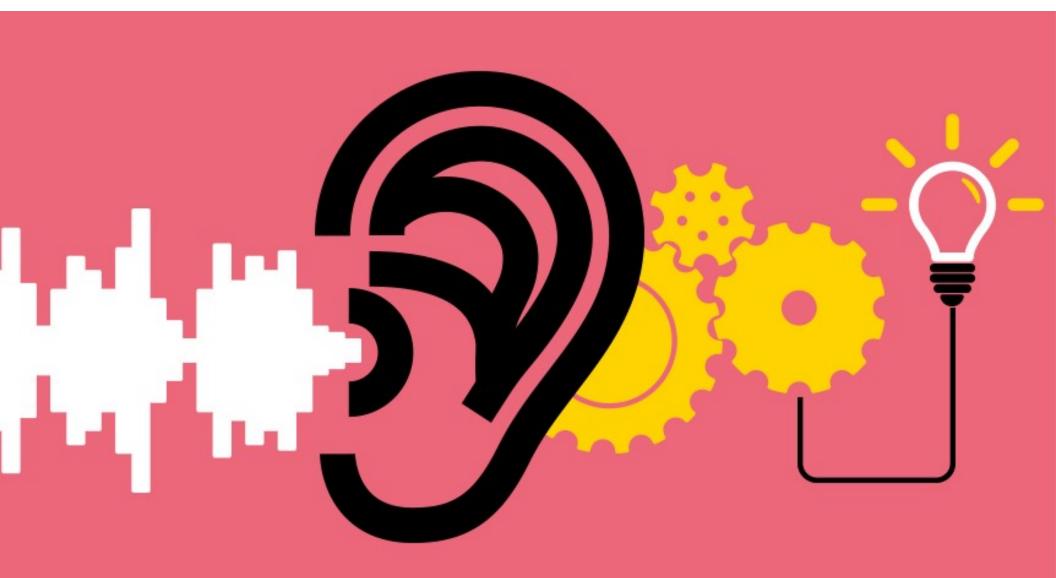








The stories we tell CREATE the world WELIVEIN.





STOP THINKING OF STORYTELLING AS A MEGAPHONE TO PROMOTE YOUR AGENDA.



START THINKING OF IT AS A GIFT FOR YOUR SUPPORTERS.



TWEET: @JULIACSOCIAL #NPC19



WE HAVE A MORAL OBLIGATION TO SHARE OUR STORIES.

Homeless people want to live in the street.



The arts are nice but not necessary.





The poor will always be with us.

Some kids are just bad kids.



3-PART DIGITAL STORYTELLING FRAMEWORK









SHARE

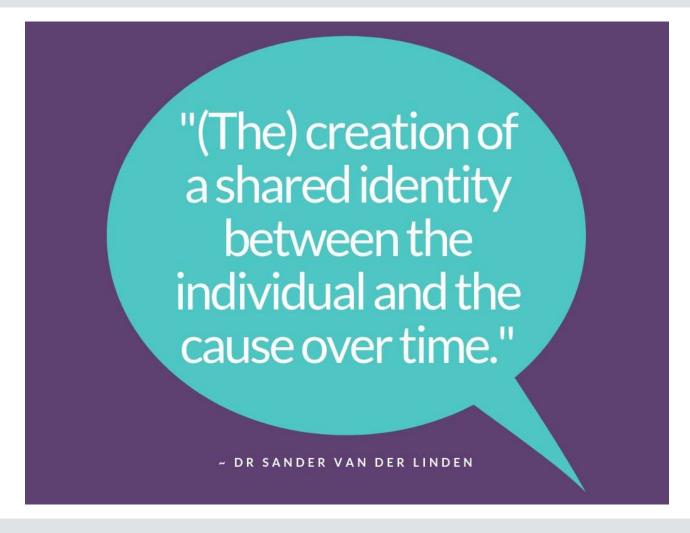




Why are we collecting stories?

What would success look like if we achieve our digital storytelling goals?

START WITH WHY



KNOW YOUR AUDIENCE

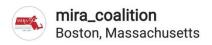
Who are your supporters?

What do they value?

What motivates them?

What drives them?

What makes them irrationally passionate?





MY BROTHER IS LOSING HIS STATUS AND THERE'S NOTHING I CAN DO. I DON'T WANT TO THINK ABOUT LOSING HIM.

- MARIAM

TWEET: @JULIACSOCIAL #NPC19



KNOW YOUR AUDIENCE

In their words, what are the top 5 reasons that your supporters get, and stay, involved?

Find the answers and collect stories around those reasons.

4 TYPES OF NONPROFIT STORIES TO COLLECT



IMPACT STORY

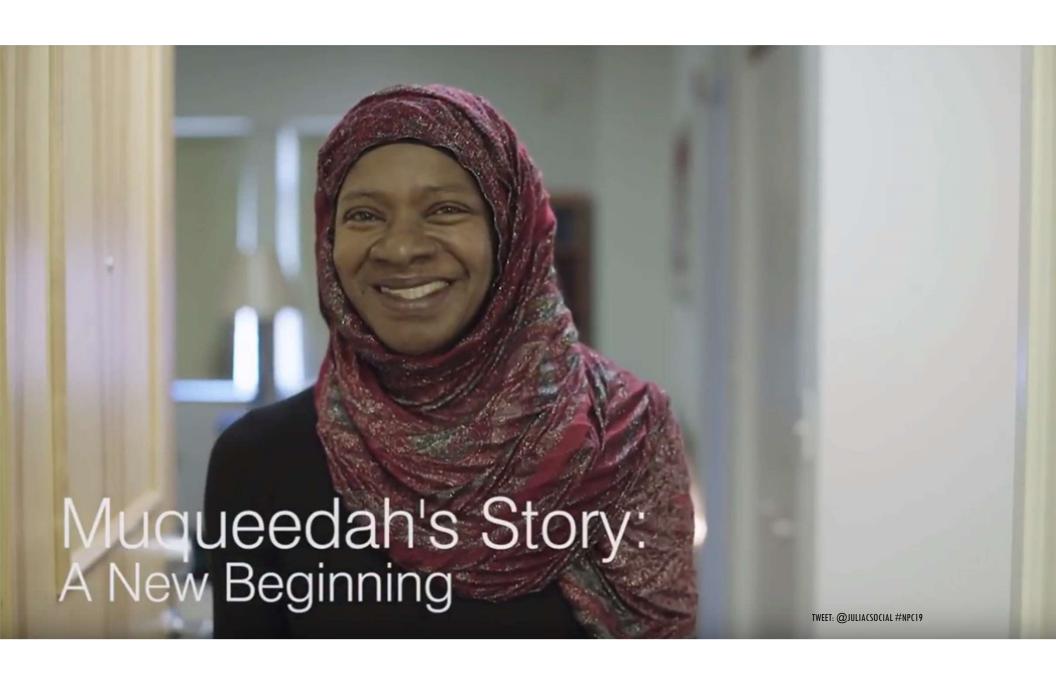
Life changed; trajectory altered.

Not data-driven.

Benefits not features.

Not as much about WHAT they went through, but how they FELT.

Address knowledge gaps about the population and the program.





WEEKLY NEWS

Featured patient story



Together for Myra

Through the spring and early summer of 2016, Myra was in and out of the doctor's office, plagued with headaches and unable to find the root of the cause. By July, her pain was nearly unbearable. When tests revealed she had a rare form of lymphoma, Myra's family turned to St. Jude for help.



"My friendship with Sara means the world to me... We have been matched for a while, but I know I have made a friend for a lifetime. I'm so grateful for Best Buddies, a program that introduced me to the coolest girl I know!"

- Olivia, Marcos de Niza High School #BestBuddiesMonth







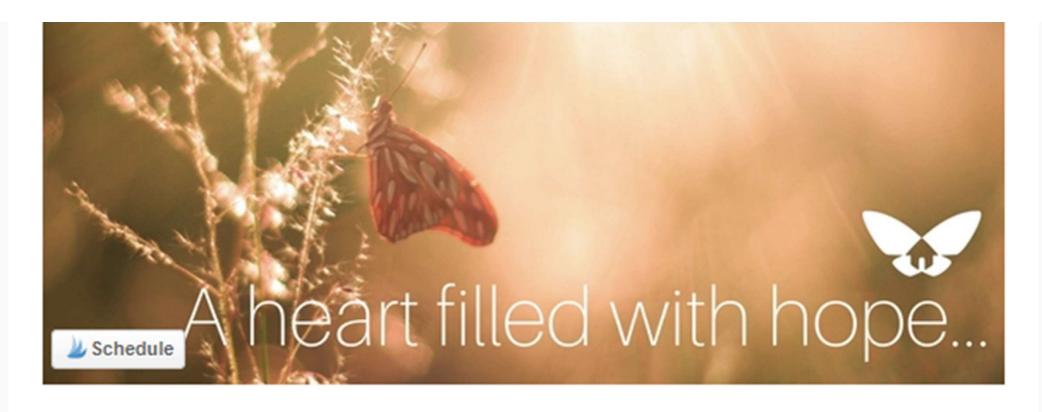
"There's so much that's not 'normal' about raising a kid with a disability. [Goodwill's LifeWorks] is something with a focus and routine he can do every day." gwnne.org/2TgAx95 #goodwill #disability #caregivers



11:13 AM - 26 Feb 2019

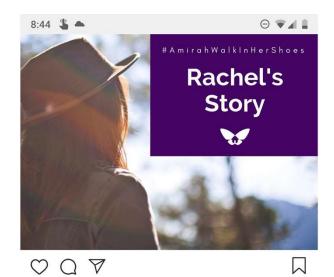
WE CAN'T SHARE DETAILS ABOUT OUR CLIENTS.





This is what hope looks like...

This week, Survivor Iris graduated from Phase 1 of her program moving into Phase 2. This is a HUGE step in a woman's program, as she takes on more responsibilities and begins both vocational trauma recovery as well



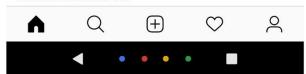
20 likes

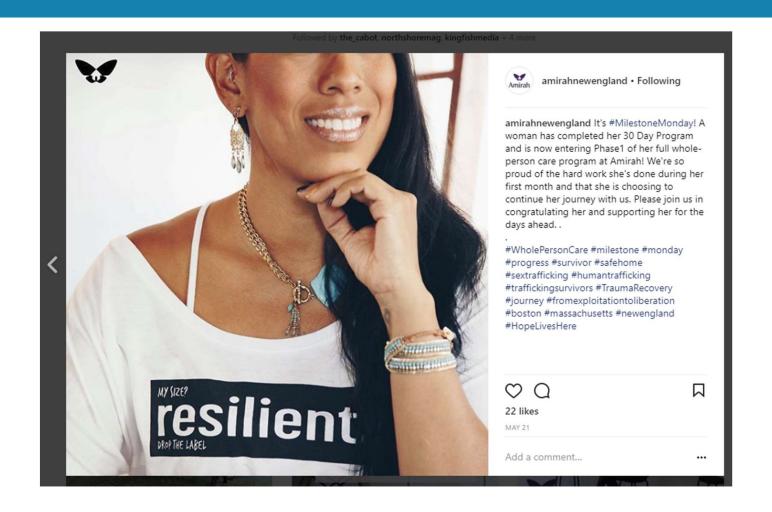
amirahnewengland Rachel spent years bouncing from house to house, always wondering where she would be the next day. She finally met the man of her dreams who promised her the world, but it was all a lie. He forced her to sell herself to other men and kept all the money for himself. Rachel was often hurt and abused, but nobody seemed to care. Eventually, Rachel was able to escape and through connections with local law enforcement, found home at Amirah. She has begun her physical recovery, has broken through her distrust of others and is developing real friendships for the first time in years. Rachel hopes to finish a college degree and is hopeful for her future.

Rachel is just one of the many survivors we serve. Will you take a Walk In Her Shoes? Your \$25 will be matched and go directly toward her recovery.

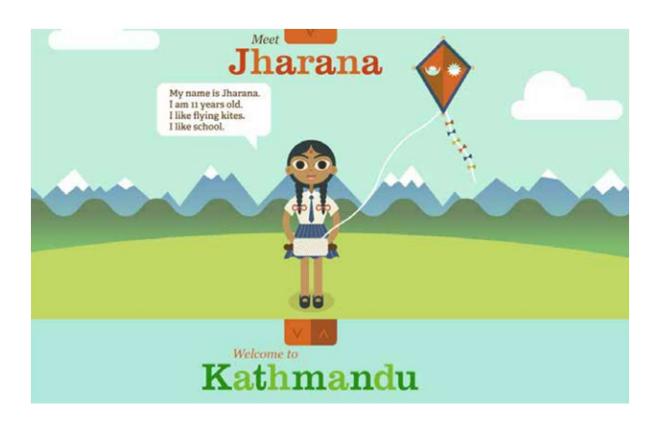
Sign up today at www.amirahnewengland.org/walk-in-her-shoes. Link in profile.

#AmirahWalkInHerShoes

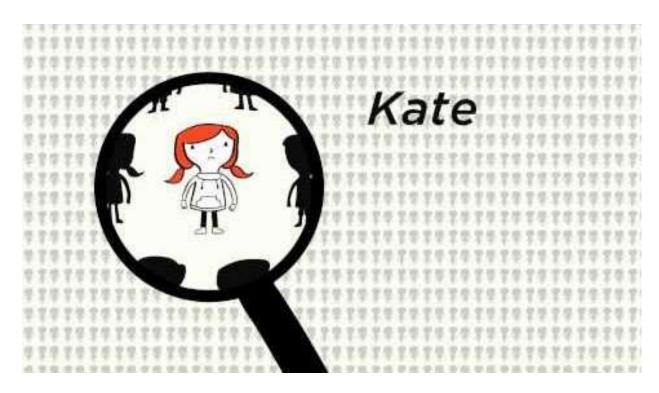




SPLASH — MEET JHARANA



HUNGRY KATE: THE GIRL WITH A BELLY ACHE



INSIDER STORY

Who works with and for your organization?

Why do they do it?

What have they learned?

What has been their best experience?

What has been the hardest?

Behind-the-scenes insight

Humanize the brand





Swords to Plowshares ② @vetshelpingvets · 17h

Leon Winston arrived at Swords to Plowshares — a Bay Area **nonprofit** that serves homeless veterans — as a client, fresh out of rehab and in need of housing. Now, he is our COO and housing director. Read more about his story in this @usfca alumni feature. bit.ly/2PamKfE



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twloha We're continuing our Q&A blog series with #TWLOHAinterns past and present. Here's current intern @lauraalewiss answering today's question: "What is the most difficult aspect of the internship?" This answer and more at twloha.com/blog. (Link in profile)

thelastcfus @

taylorstaygold It's one of my dreams to able to be an intern for TWLOHA one day.

©

meeeowgan @iamhalsey thought this was so fr

poppunkking182 Very Well Put

poppunkking182 ·Rise Above Suicide · You Can Do It Because You Matter.

kelmichelleh @suz_nne this looks like you..

suz_nne @kelmichelleh I see it!!







1,597 likes

TWEET: @JULIACSOCIAL #NPC19

OCTOBER 23, 2014

DONOR STORY

Powerful form of social capital.

Why did they give?

Why do they continue to give?

What does this mean to them?

Susan Shobe

I grew up in Tucson and southeast Arizona; my kids are now 3rd generation at their public school here. My heart beams to hear my kids exclaim, "Look at the vegetation!!" after a desert rain, or "The hawks have left the nest!!", or "Dad, you need to put more sugar water out for the hummingbirds." We are a part of this desert and this community, and it is a part of us.

I've been a long-time supporter of the Coalition because I've been inspired by the work they've accomplished in protecting our vanishing wild desert areas. They truly are a coalition—building relationships and working with others to find common ground while holding true to the mission of protecting habitats that will sustain the full range of our native species to the greatest extent possible. Their work reminds us again and again what is best about Pima County, and that the hard work and dedication to saving it really can pay off.



"We are a part of this desert and this community, and it is a part of us."

When my husband and I had our 2nd child, we decided to become monthly donors—we find it easier to budget in a small amount each month rather than to part with a large sum at once, and it provides more certainty that we are able to meet our heart's desire to contribute when finances are tight. We actually contribute more now, because it's all in small increments. We are happy to have this option that allows us to continue to support the Coalition's great work, and we encourage all families or others on a small or fluctuating budget to consider this option.

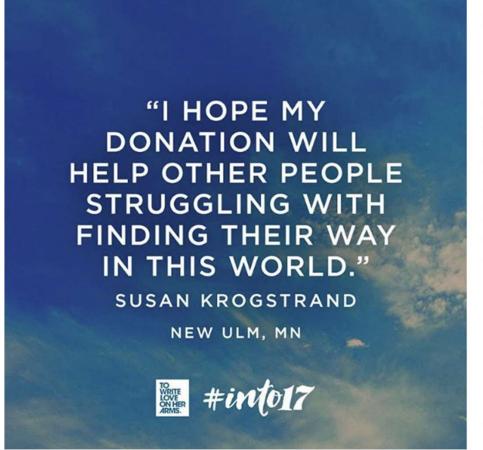
See all Donor Spotlights »



Danny Palmer

DONOR SPOTLIGHT

"I support Bag&Baggage because - after about 3 years away from the art form - they reminded me of everything I cherish about theatre: their commitment to the community, their demand of the quality and craft of their work, their instance on entertaining us while expanding us. I have a small test after seeing a piece of art: how much my friends and I talk about after viewing it. And there is not a single Bag&Baggage production I've seen where we haven't talked about it for hours."





Follow

1,467 likes

1w

twloha There are just two days left in our #into17 campaign, and we're just under \$10,000 away from our goal of raising \$100,000 by 2017. With your help, we can bring hope #into17, and help more people who are struggling to find their way. (Link in Profile)

rissxann So wish I could help. I pray you will reach the goal soon 🔬 🔯 💍

dmk.creativeyouth 💙

vxla @liane___z

Add a comment...

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COMMUNITY STORY

Volunteers.

Influential and well-respected community members.

Community partners.

Legislators, politicians, media personalities.











4 likes

jfscolorado A big shout-out to this volunteer, as we conclude our #NationalVolunteerWeek posts. She serves as a translator for our Arabic-speaking clients and shares, "I like to help people, especially with language boundaries." We hope these posts have helped inspire you to get involved in your community! #NVW #whylvolunteer #Ivolunteerbecause #Ivolunteer

Volunteer Spotlight

Boys & Girls Clubs of the Austin Area



Texas Bluebonnets



bgcaustin

Following

bgchouston, holliwood12, mrs.kriegel 29w and gogogretch like this

bgcaustin For the past year and a half, the Texas Bluebonnets have volunteered with our Webb M.S. Club. These friendly and helpful gals teach Top Chef, and are always willing to assist Club events. The kids loved their company at last year's Fall Festival and Club Carnival during BGC Week this March. Thank you, Texas Bluebonnets, for your investment in #Greatfutures!

Add a comment...

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43 likes

pinestreetinn Jessie recently moved into his own apartment but had no furniture. Our friends @mybobs donated all the furniture for his new place. "I can't believe I have this great apartment and this beautiful new furniture! I am so, so happy and grateful!" #newhome #newfurniture #gratitude #generosity

"SO, TELL US YOUR STORY..."



What is your favorite memory?

How has our organization made you feel?

How did you feel when you first discovered us?

What is one reason that you continue to support us?

What impact have you witnessed in the community because of our work?

WHERE TO FIND STORIES?

Think like a journalist.

Write every story idea down, no matter how small.

Look at current events to see what's newsworthy.



Happy #GivingTuesday! Julia Scherer-Hoock from our Development Team writes about her experience seeing PEM's inspiring mission in action in today's blog post.

If PEM has enriched your life or the lives of your loved ones, consider contributing to our vibrant programming at the link below! http://pem.org/support/annual_fund_giving_tuesday



#GivingTuesday | Connected | Peabody Essex Museum

connected.pem.org

WHERE TO FIND STORIES?

Review all print materials and collateral.

This includes annual reports, grants, event programs, press releases, brochures, etc.

Re-examine past and present events.



TWEET: @JULIACSOCIAL #NPC19



CAPTIVATING STORY BUILDING BLOCKS











CHARACTER

STAKES

DETAILS



were at the doctor's office because Michael wasn't feeling well.

While waiting their turn, Michael turned to Josh and asked,

"If I died, who would come to my funeral?"

Michael wasn't joking. Not even close. His heartfelt question accurately reflected his situation. He and Josh knew the answer was grim.

No child should ever have to wonder about the answer to that question.

The young men and women who come into Plummer's programs often have been bouncing around the foster care system for years. During that time, they have lost touch with siblings and extended family. Sometimes they don't even know if they have

That time I almost died in Honduras

October 16, 2018 | Mary Speta, Development Director



"We have to go. Now." I don't remember who said it, but it made the reality of the situation hit like a rocket. From where I was lying, I could only see the ceiling and a few heads bobbing around the room. It began to dawn on me that this was worse than just a bad case of the flu.

Everything hurt – the kind of hurt that makes a broken arm seem like a paper cut. Within 36 hours I went from having a blackout to complete paralysis. No one knew what had happened. I couldn't move anything, but the level of pain was beyond anything I knew existed. All I wanted was to be held and told that everything was going to be okay, but the pain prevented any human contact from lasting more than a few minutes.

TWEET: @JULIACSOCIAL #NPC19

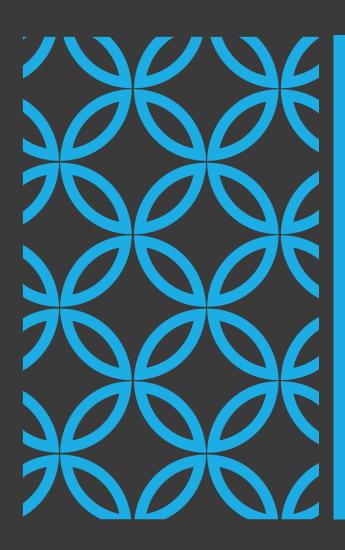
Unusual Support Group Brings Together People Affected In Different Ways By Suicide

For Steven Palm, the blazing days of July are the toughest time of year.

The Taunton resident lost his 14-year-old daughter, Kacie, to suicide in July of 2014.



TWEET: @JULIACSOCIAL #NPC19



COMPELLING CHARACTER



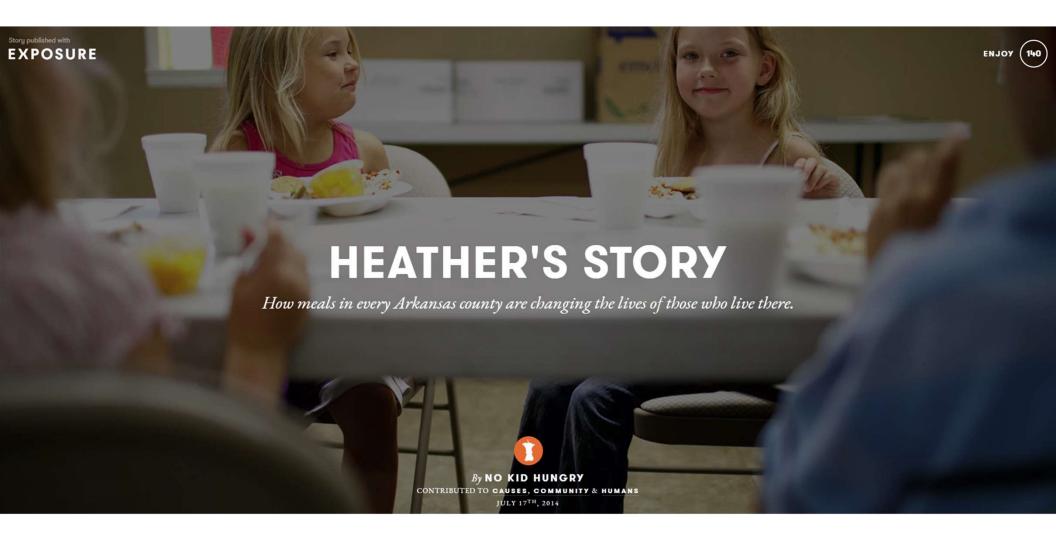
"It made me feel so good to move in."

Our Outreach team met Christine on the streets, and talked to her at length about coming in to shelter. They told her about a house in JP where she could live if she worked to get sober. Finally, she said yes.



If you can see it, you can be it.

Lisa faced many challenges throughout life, but worked hard and dedicated herself to moving beyond these obstacles. Once homeless and battling addiction, she completed Dine Street's two job training.



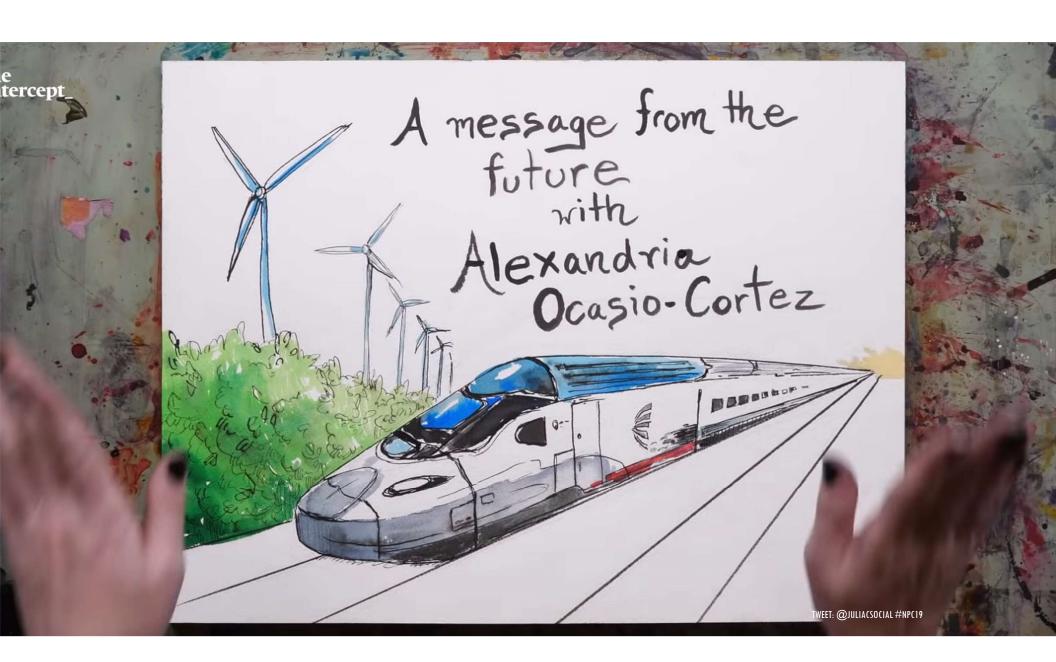


https://newrepublic.com/article/154618/new-american-homeless-housing-insecurity-richest-cities



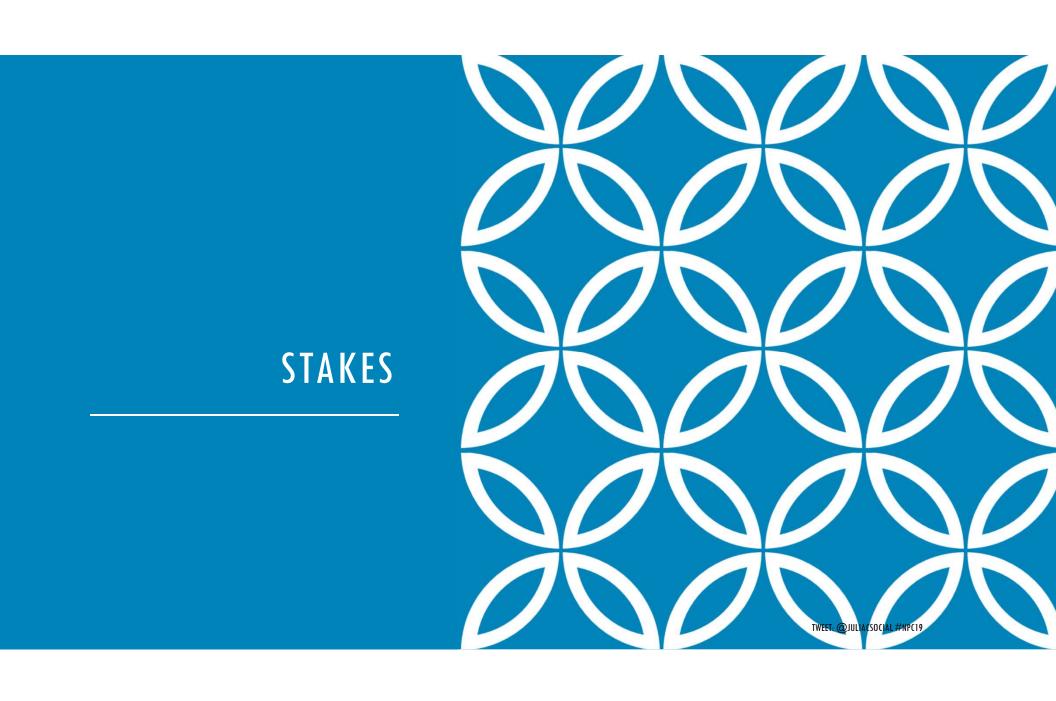
WE DON'T PROVIDE DIRECT SERVICES.

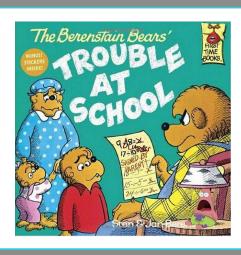


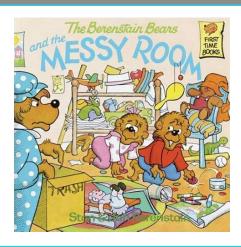


GOOGLE SEARCH: REUNION















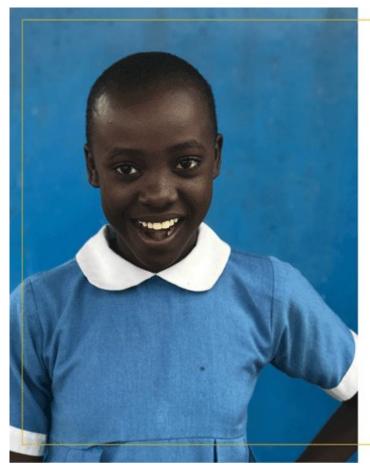
Joe found himself unexpectedly unemployed. Unable to feed his family, he turned to the Falmouth Food Pantry. Now back on his feet, he gives back to the community.

"When I walked through those sliding doors at the Service Center, the overwhelming feeling of being welcomed just hit me."

http://bit.ly/StoryofHope-Joe

#HungerActionMonth





"The Kibera School for Girls has helped me work towards my dream and potential. It has helped my family because they do not have to struggle to pay school fees.

I will pursue my dreams and become the world's most famous lawyer. I will come back and give to the community.

I will empower young girls who have big ambitions just like me."

- Christian, 8th grader

REAL-LIFE STORIES

What Is It Like to Be a Childhood Cancer Survivor? It's Complicated.

by Zoe Enderle Wagner

① June 25, 2018

Honored Kid Zoe was diagnosed with acute myeloid leukemia when she was a teenager. Now, almost four years after finishing treatment and getting the news that the cancer was gone, Zoe is taking a look at what she's learned during her cancer — and cancer-free — journey.



TWEET: @JULIACSOCIAL #NPC19

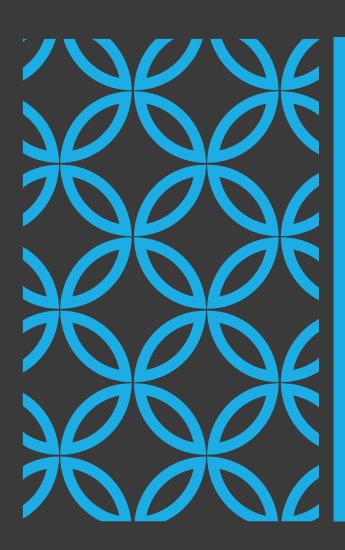
DOORWAYS FOR WOMEN AND FAMILIES



"Although Leila's story is not unique—her happy ending is.

1 in 4 women will be affected by domestic violence in their lifetime and approximately 75% of women who are killed by their abusers are murdered when they attempt to leave or after they have left an abusive relationship."

https://www.doorwaysva.org/impact/hear-from-our-clients/



DESCRIPTIVE DETAILS

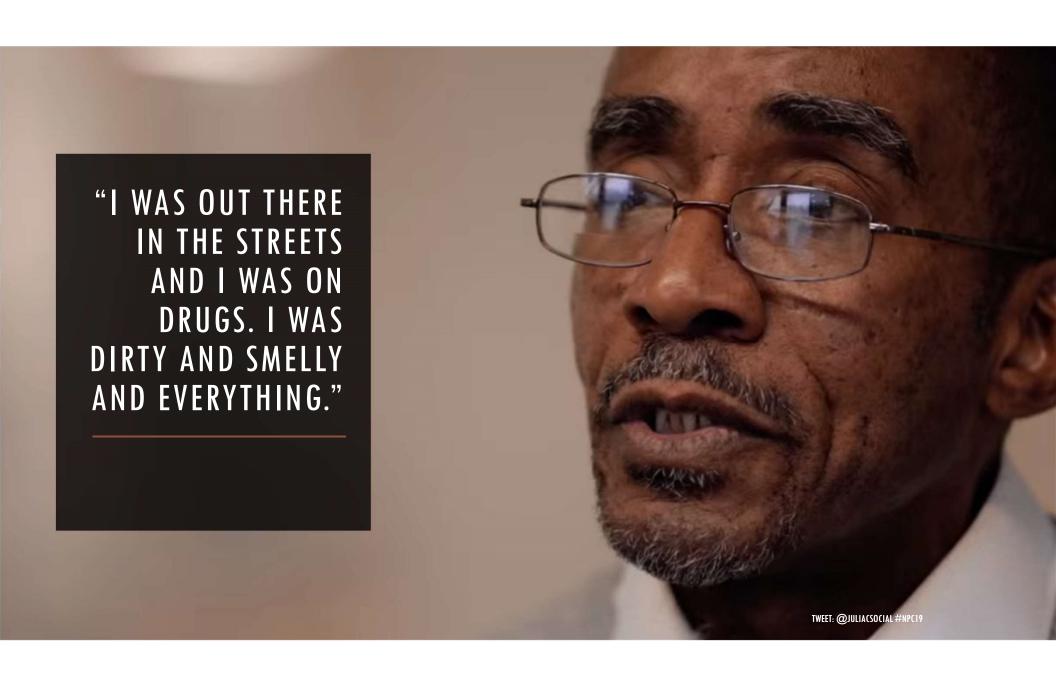


Imagine if you were homeless.



Imagine if you were homeless.

There I found myself, 47-years-old, sitting on a sidewalk begging for change in New York City. The air was cold and the longer I sat there, the more the chill cut to the bone. I had no idea where my next meal would come from. The sea of humanity swept around me as I blended into the background with my cardboard sign. No longer human, I was part of the familiar landscape of this renowned city. They say that if you can make it here, you can make it anywhere. I found myself amongst those who blended into the background, like part of the concrete, because they definitely weren't making it and there was no light at the end of the tunnel either. How did I find myself here?







"To not have the conversation because of discomfort is the definition of privilege...

Your comfort is not at the center."

~Brené Brown



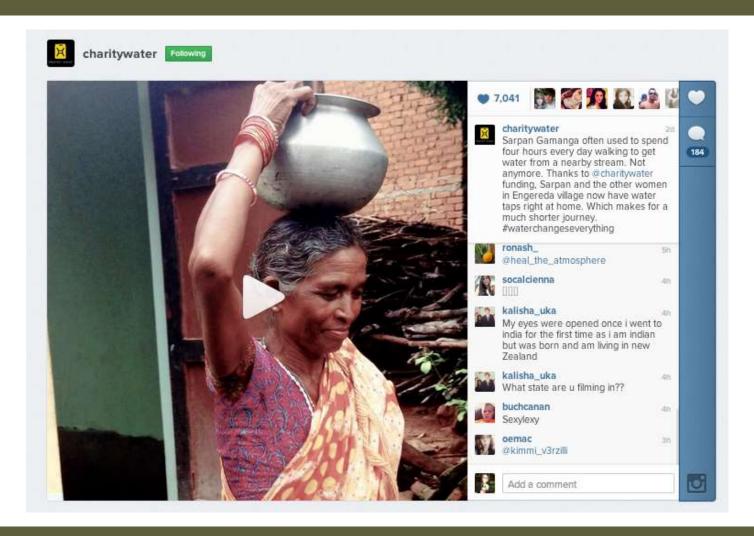
What do you want people to do?

What do they need to believe and feel in order to do it?

How can storytelling make them believe and feel that way?



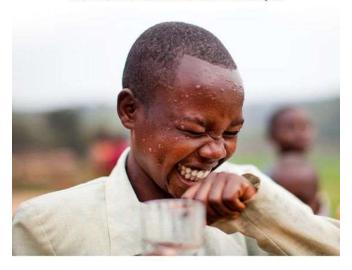




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YOU DID IT!

Today, we reached our \$1.7 million goal for water projects in Rwanda. We couldn't have done it without you.



1,788 of you started fundraising campaigns for clean water. You went out and inspired your friends to donate. And 13,782 of them did. Today, the September Campaign hit its goal of \$1.7 million raised. That means 26,000 people in Rwanda will soon drink clean water. Thank you for changing lives.

- the charity: water team





INSPIRE

Join us.

Join the movement.

Help children like Kate.

We can do this.

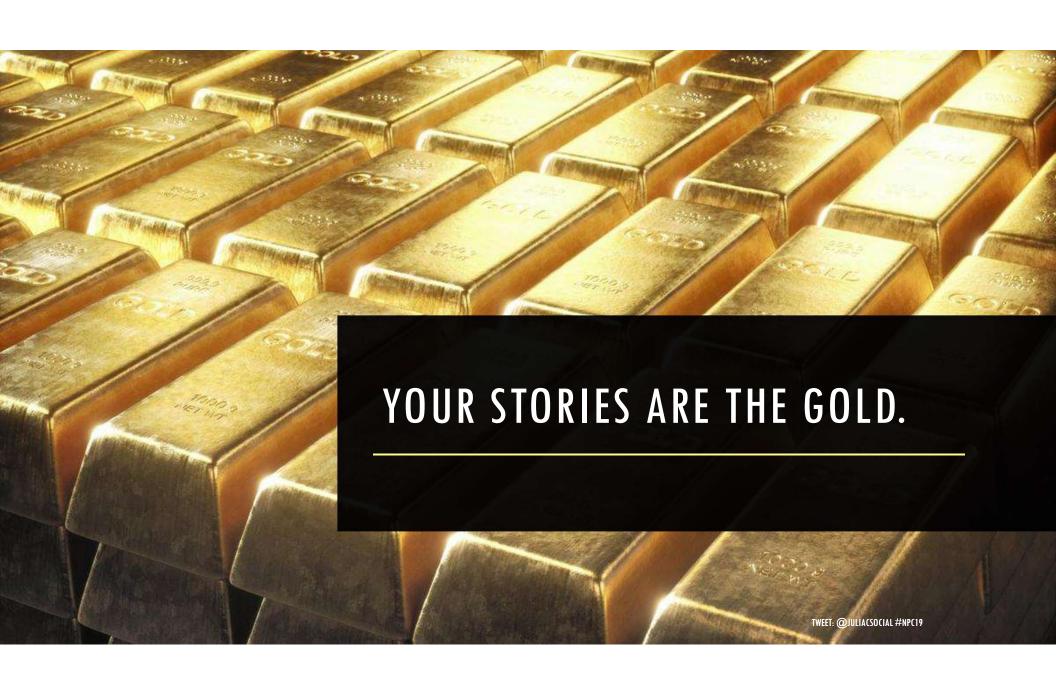
Let's work to stop this.

Let's solve this together.





PHASE 3: SHARE THE STORIES ON THE BEST PLATFORMS



Stories of Changed Lives

Evan

Evan's image of himself was distorted. Meth. Alcohol. Cocaine. He was held captive to his addiction. But he's no longer an addict. Today, he's healthy, he's sober, and he's taken on a new image.

"I had to break down and reach my hand out, and I feel like God extended His hand to me and lifted me up," he says.

READ MORE



HOW TO SHARE STORIES ON YOUR DIGITAL PLATFORMS









YOUR WEBSITE



TWEET: @JULIACSOCIAL #NPC19



Each year, more than 1 million babies die on their birth day. 98% of these deaths occur in the developing world.

What's the leading cause of these deaths? Preventable and treatable complications related to prematurity and low birth weight, including hypothermia.



The award-winning Embrace Warmer is designed for hypothermic infants in developing countries. It costs a fraction of the price of a standard incubator, doesn't require constant electricity, and is portable, hygienic, and reusable.







Watch Nissima's Story



You can donate an Embrace Warmer to a clinic in Uganda that helps women and children like Nissima and her daughter Fortunate.

Will you spread the warmth?



MEET CAROLE

"Back on My Feet helped me with discipline, responsibility, and confidence. Running with the team helps me feel so much better about myself and led to a full-time job at Accenture!" -- Carole



MEET JAMES

"I really enjoy my job; every aspect of it. It's a lot of hard work and I work long days but I wouldn't want it any other way. And I appreciate Back on My Feet's helping me find employment and helping me reach so many goals that I never thought were possible!"- James



MEET SAMUEL

"It's about running, but it's bigger than running, because the program helps you get your life back together." – Samuel

Back on My Feet combats homelessness through the power of running, community support and essential employment and housing resources.

FEATURE YOUR BEST STORIES

https://www.denverrescuemission.org/stories

https://www.amirahinc.org/blog

https://www.stbaldricks.org/blog/category/real-life-stories

EMAIL



WEEKLY NEWS

Featured patient story



Sweet 16 at St. Jude

Patient Anna wasn't able to celebrate her 16th birthday at home. Instead, a group of friends from her hometown made the journey to St. Jude, making her birthday a sweet success. Read her story.



GIVE WHERE YOU LIVE

Thanks to you, Hannah is safe with her father and will hopefully be granted legal status to stay in the US.

Hannah was 5 years-old when she entered the United States and was detained by immigration officials and forcibly removed from her father. For three months, Hannah and her father were separated. For half that time, they had no idea where the other was. Hannah and her father fled gang violence in Guatemala



and their trauma was only compounded when they were separated and detained in facilities thousands of miles away from one another. They were finally reunited in Framingham in August.

It was clear, that Hannah was in need of legal help and she was referred to MWLS by her pediatrician through our Medical Legal Partnership, Attorney Katie Condon

Grace took the case and is working to secure Special Immigrant Juvenile Status for Hannah which will allow Hannah to become a legal permanent resident.

Hannah and her father are just one example of the thousands of families ripped apart this past year when entering the United State. These families are scattered across the country. Every year people just like Hannah and her father turn to MWLS for help when they have nowhere else to go. We can't do it alone. We rely on the generosity of people like you to help disadvantaged people within our community access legal help and stand up to injustice. Please consider donating to our year end appeal so that together we can continuing fighting for our neighbors rights. Click here to donate today.

In Partnership,

Executive Director

Elizabeth a. Soule





Dear Friend,

We know two things about you:

- 1. You care about animals. It's who you are. It's what you do.
- 2. And you are always there to support the shelters and rescue groups working to make your community a better place for pets and the people who love them.

Strut for the faces you love >





feedingamerica "When Hurricane Maria was approaching, we went and stayed with my grandfather farther inland. The hurricane brought water all the way inland, and our houses flooded. Mud and water reached up to the top of the door frame and washed everything away.

My house is completely destroyed. I'm just trying to put our life back together." - Deborah. To support families like Deborah's, visit the link in our profile.

cillasflowers kickzstartnonprofit ♥ ♥ ♥

quickwitsocial ♥ ♥









317 likes

AUGUST 23

I as is to like or common as



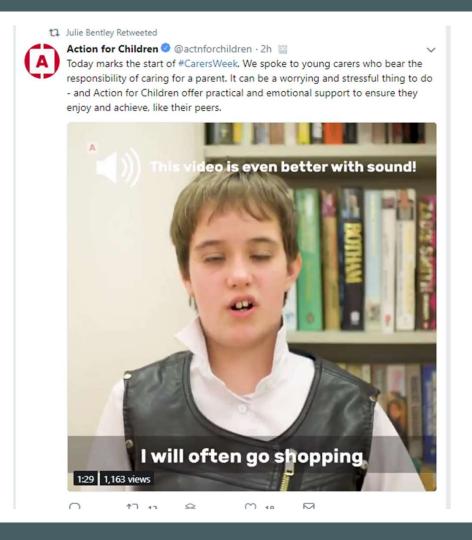
Tatiana, Worcester, MA, 12 years old

66

Girls Who Code makes me feel brave because I'm confident in myself; I know that I can do it. I'm a 12-year-old, and usually I have to listen to an adult—but now I know that girls can be inspired to try new things and know they can be engineers.

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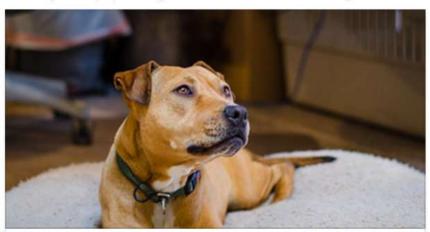


TWEET: @JULIACSOCIAL #NPC19



Though she's only six years old, Fiesta has survived the cruel life of a dogfighting ring — and she has the health issues to prove it. Thankfully, now she's at Best Friends, where she'll receive all the medical attention she needs and, with any luck, the chance to open up and love.

Can you give just \$5 to help Fiesta and other animals like her? It's easy to make a gift today by clicking the DONATE button below! -abigail



Fiesta

Some people think Fiesta looks a little older than she really is. And it's easy to understand why. Though she's only six years old, she's survived the cruel life of a...

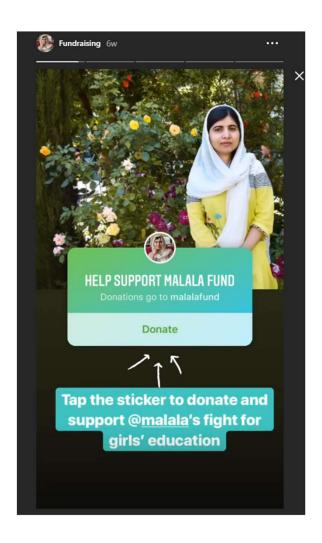
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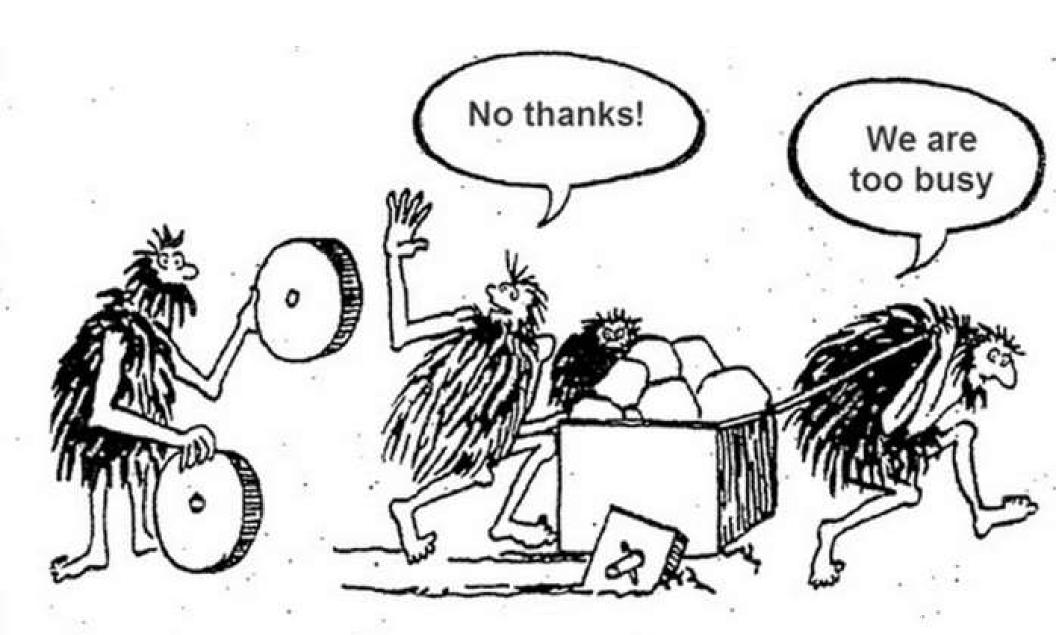




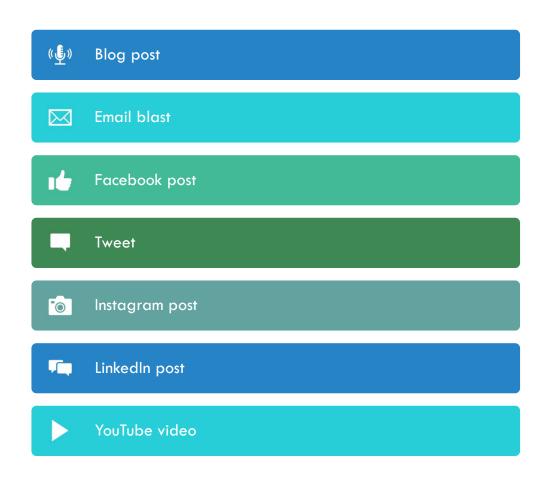
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https://animoto.com/business/non-profit/

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YOUR STORIES MAKE YOUR IDEAS REAL FOR YOUR AUDIENCE.





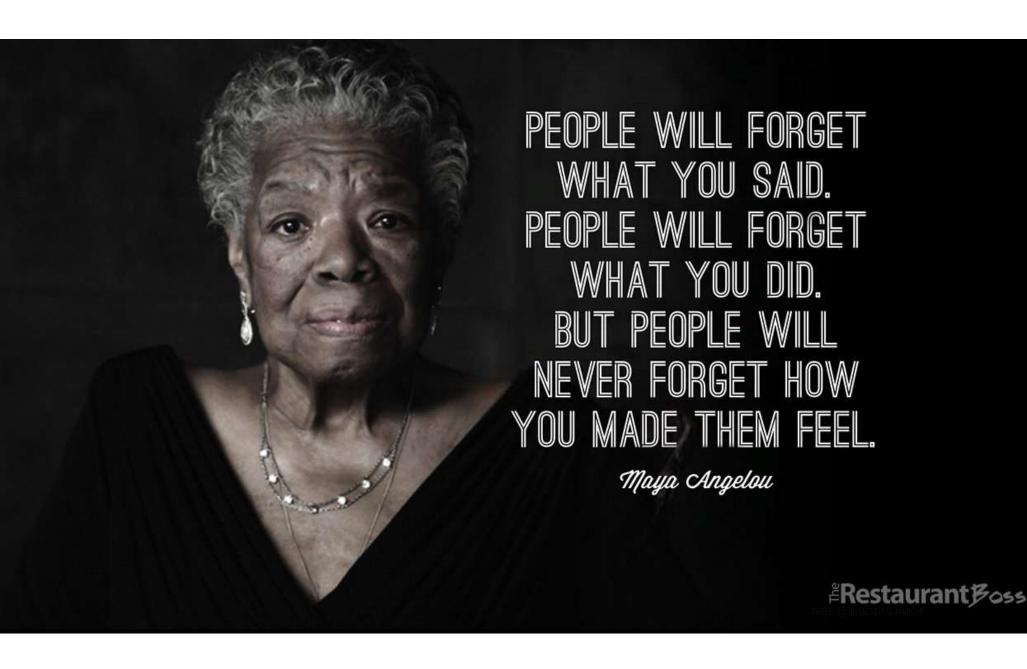
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Are they interesting?

Are they challenging assumptions in creative and engaging ways?



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