

# Types of donors

**Large Donor** 

Rational decision

Very interested in how resources are allocated



## **Conventional Donor**

Emotionally connected

Takes time considering amount

Responds to print materials



## **Digital Donor**

Emotional decision
Impulse give
Immediate gratification
Requires process be easy



# The Digital Donor

Banks online

Multitasker

Impulse giver

Active in social media

Makes decisions quickly

On-the-go, busy lifestyle

Prefers quick updates on impact

Prefers digital communication over print

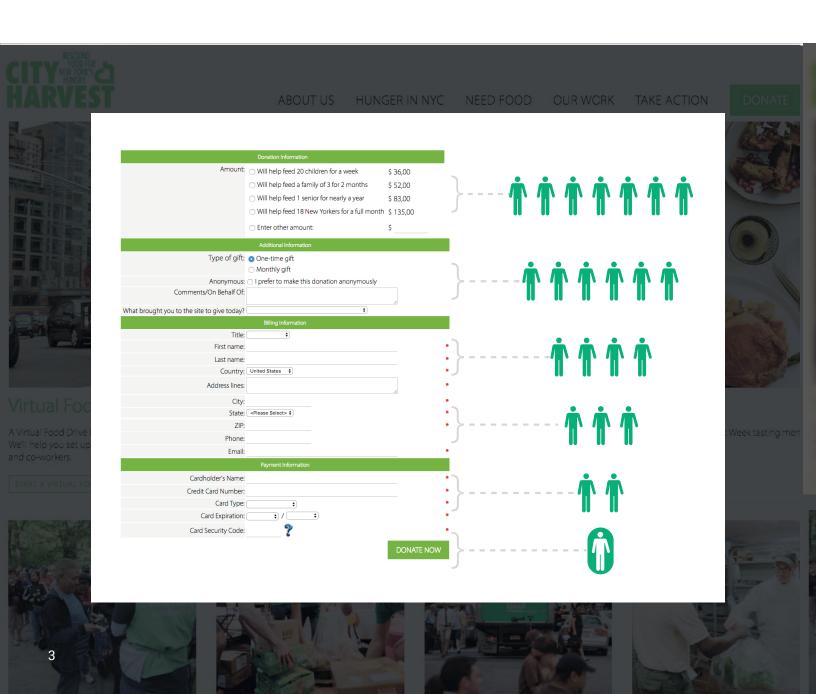
Wants efficiency and immediate gratification



## Friction loses donors

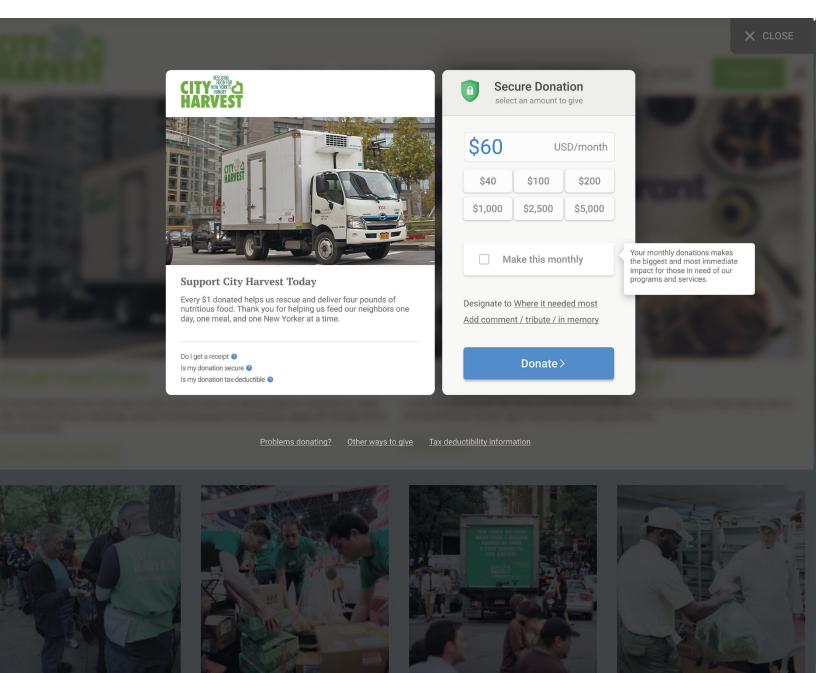


6 out of 7 donors abandon the online donation process—this rate is even worse on mobile! That is a significant amount of money being left on the table.



## We remove that friction

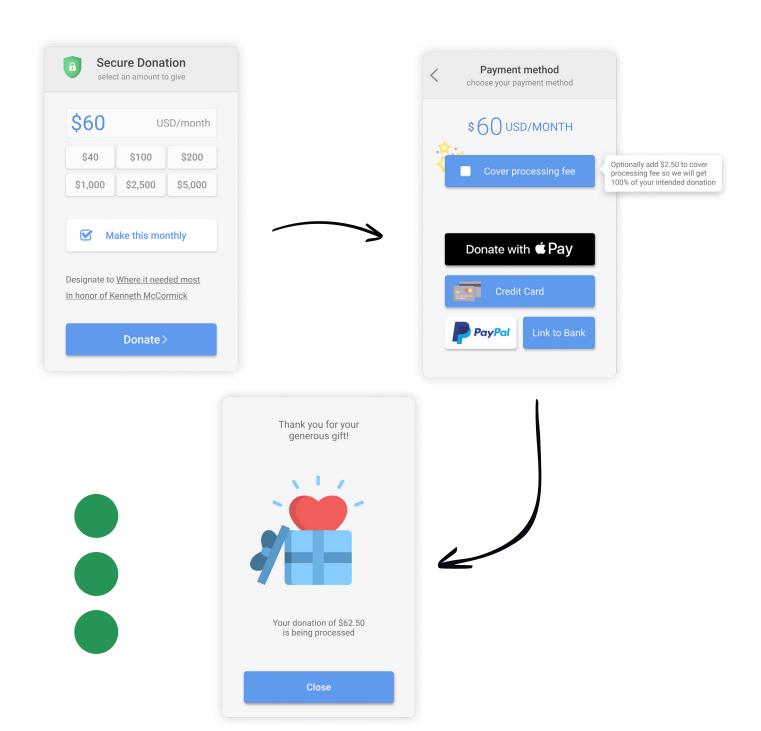
We study user behavior, use artificial intelligence, leverage gamification, employ state of the art UX, and have separate unique experiences for mobile, tablets and desktops.



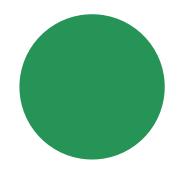
# 3-tap donation



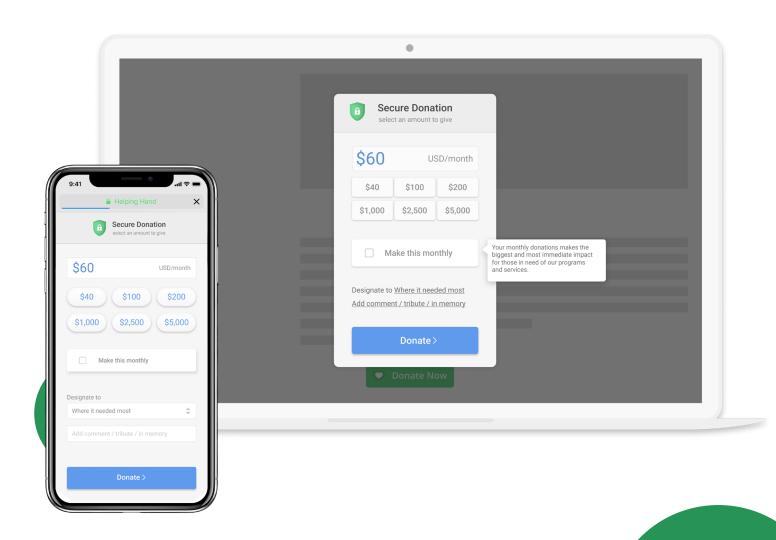
We break complex forms into simple, easy steps.





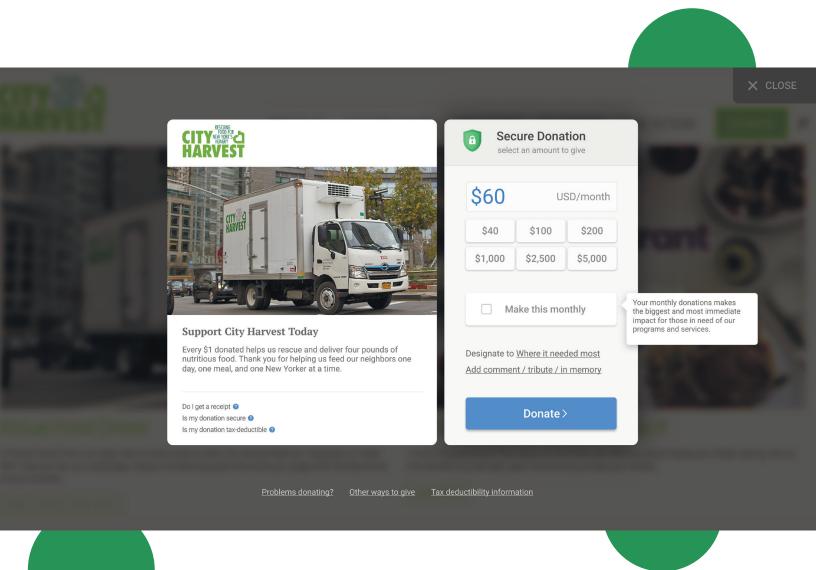


Your donors are sophisticated and are used to UX standards set by Apple, Google and Facebook. Responsive design is no longer enough. Different devices need different experiences that are native to that device.



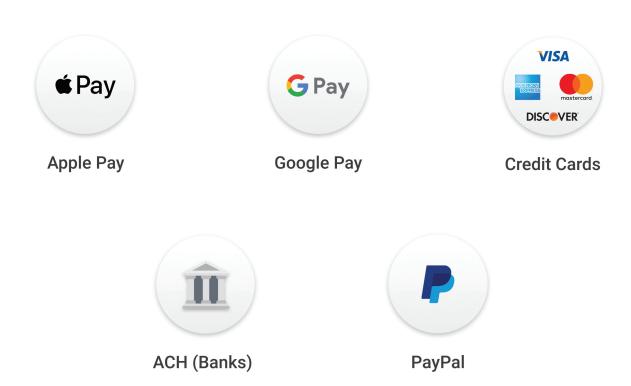
# Re-thinking campaign pages

Your brand matters. Donors trust you—not third party payment pages. Don't settle for a redirect to third party sites nor complex campaign pages. Simple empowering text and an easy process are key to successful campaigns.

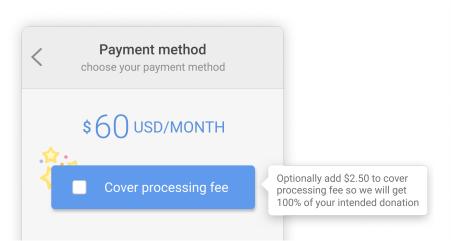


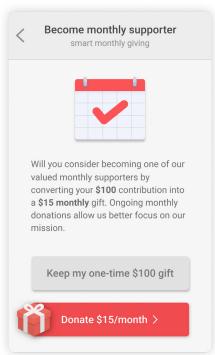
# Multiple payment options

Many people have preferences for a specific payment option. More payments options provide more convenience to your donors and lower donation abandonment.



## Increase revenue



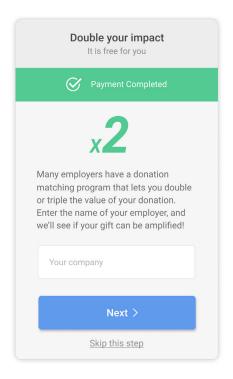


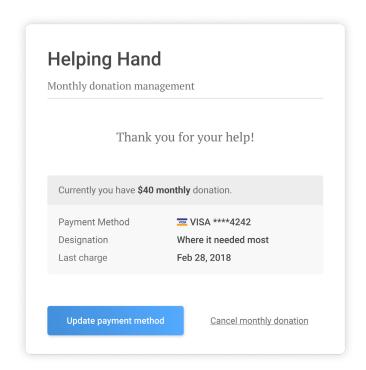
### **Donor Covers Fee**

If enabled by default, 90% of donors using Fundraise Up agree to cover the fees making your effective fee rate under 1%.

## **Increase Monthly Donors**

Use upsell to convert one-time donors to monthly donors. Over 20% of one-time donors will be converted.





## **Automated Company match**

Fundraise Up partners with Amply to automate company matching behind the scenes saving you a lot of time and on average increasing your revenues up to 20%.

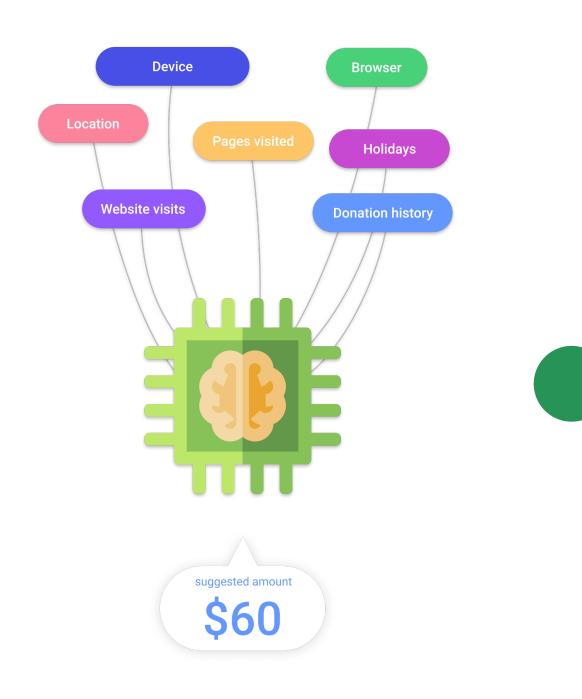
## **Recurring Repairing**

Credit cards expire, bank accounts move. We repair recurring transactions with a branded donor portal.



# Artificial intelligence

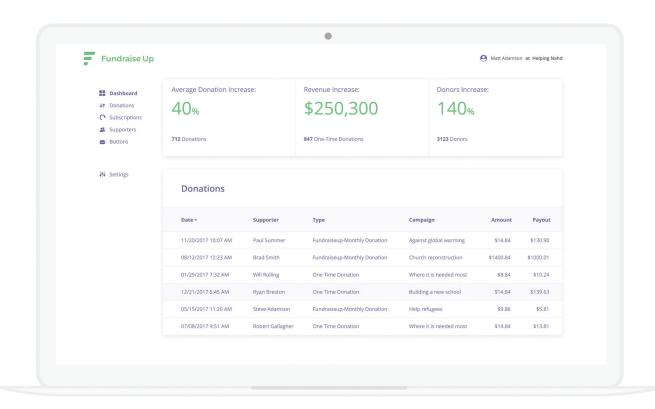
Artificial intelligence looks at your suggested donation amounts and adjusts them to maximize the amount your donors are most likely to give.





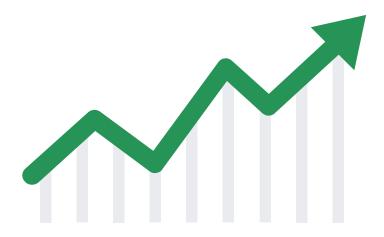
# Own your data

Export your data, sync with Salesforce or integrate with our API for real time syncing with your donor CRM.



# Conversion tracking

A/B different campaign and widget setting and track conversion rate. Knowledge is power.



Reached Clicked Donated  $80,961 \rightarrow 3,561 \rightarrow 1,461$ 



## Use cases



Link widget to your designed button.



Use our default button with animations.



facebook.



Share Direct URL on Facebook or use in email campaings.

Thank you for <u>helping us feed our neighbors</u> one day, one meal, and one New Yorker at a time.

Use text links thoughout the site or blog posts.



www.fundraiseup.com