

More, more, more: Using data to uplift income



- 15 years in marketing and fundraising
- Previously led fundraising for The Bike Project
- Works with charities large and small

# Who is Raisely?

- Driven by Social Impact purpose over profit
- Proud BCorp
- ✓ 1/2 billion raised so far
- ✓ Part of the Global ASG Software Community



#### A true all-rounder

Raisely offers a comprehensive suite of best in class fundraising tools.

**Ticketing** 

In Memoriam

**Giving Days** 

Appeals

**Community/DIY** 

**Landing Pages** 

**Regular Giving** 



WANT TO TALK FUNDRAISING?

# Free forever. No hidden costs

**HOW IS THAT POSSIBLE?** 

**Optional Donor Tip** 

Raisely is funded by optional tips.
You won't be charged if a donor opts out



#### **Core Plan**

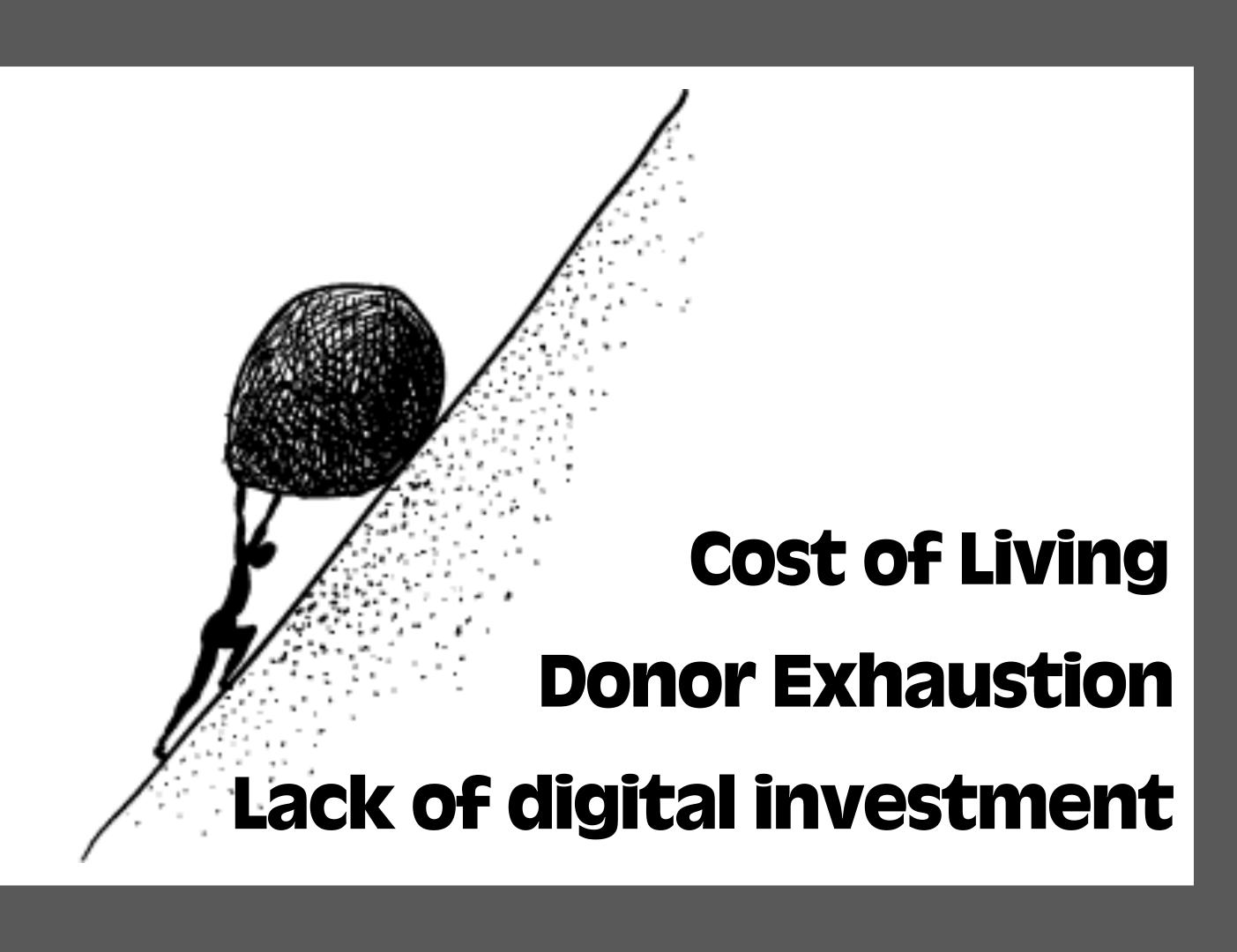
Free

**Optional Tips** (or 3.5% processing fee)

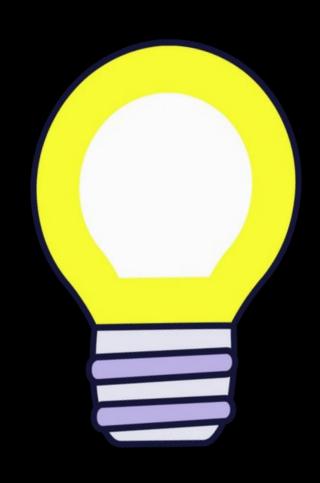
+ Payment Processing Fees

#### Includes:

- Unlimited fundraising websites
- Unlimited donations and supporters
- ✓ Peer-to-peer fundraising
- Events & tickets
- ✓ Charity websites
- Giving days
- Facebook fundraising
- ✓ API & webhooks
- ✓ Your own brand
- ✓ Custom CSV reports
- ✓ Basic donor management
- ✓ Email support + training



#### Could AI be the answer?



78% of charities agree that AI could be relevant to their charities

Only 4 in 100 charities are using Al

But it is a daunting undertaking at a time when charities are stretched thin on every level



# How can we use Al to help charities increase their income?

# Meet our new donation form, using Al and auto-optimization



# Organisations using this Al modelling have seen a 48% increase in donations



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#### We looked at the trends

130,000 donations



49 organisations

Mixed Linear Modelling







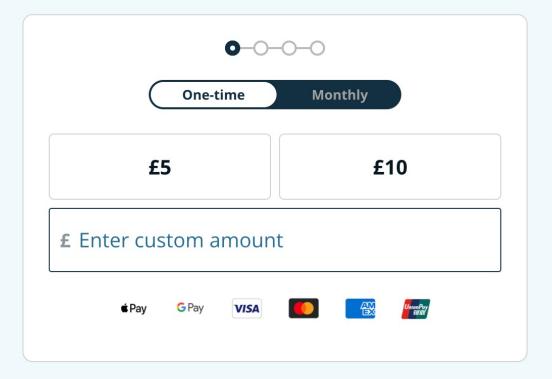


#### Sheffield, our children need you - No more broken dreams.

Shawmind is Sheffield's own Mental Health charity, with a nission and duty of service to our **next generation**, who are pleading for a declaration of action and impact which ensures heir future Mental Health prosperity, hope and opportunity. tere are 1.5-million children with diagnosable mental health Tame in the LIK Our city's children are living this shocking heir future Mental Health prosperity, hope and opportunity.

#### Make a donation today...

...and do your bit to help turn our city into a shining example of empathy and compassion, where the collective effort of a community brings hope and healing to those who need it most.



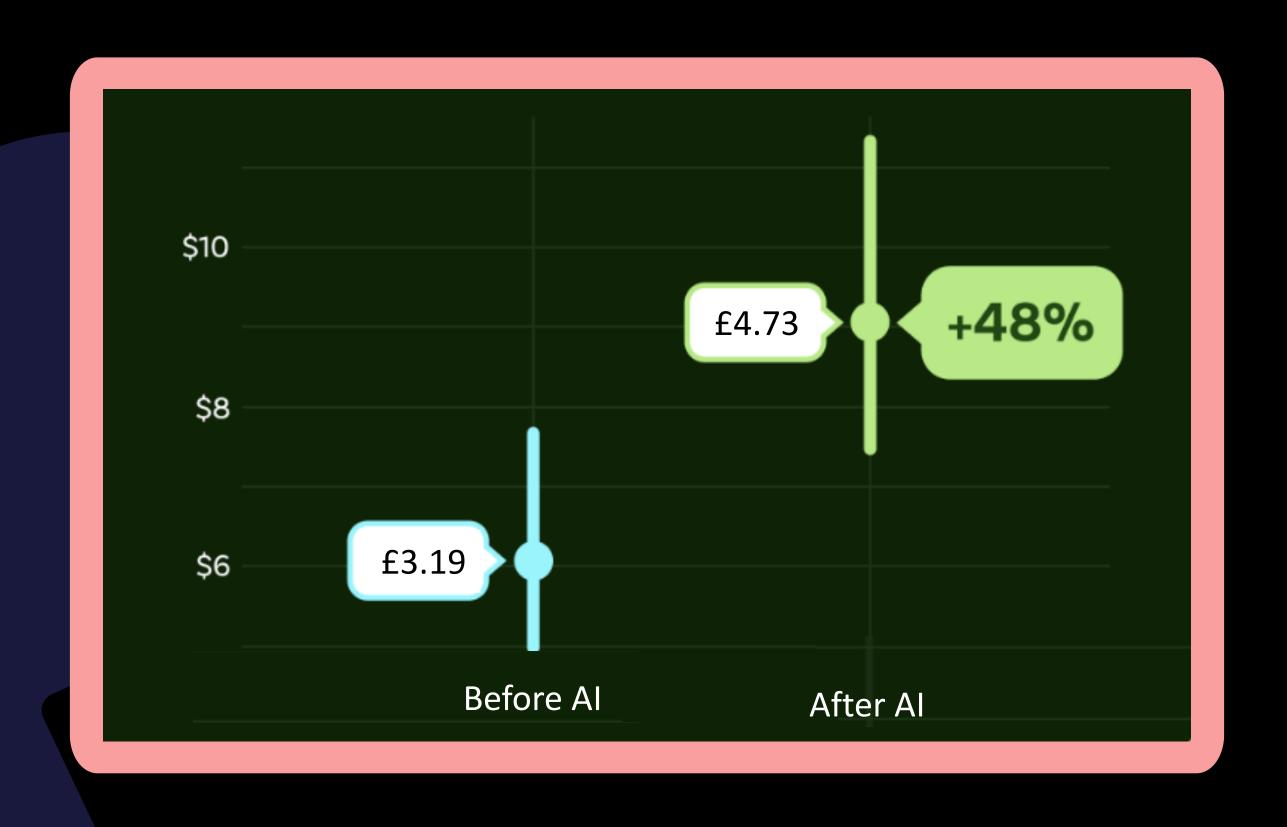
Even the smallest amount can save a life in an instant.

Every donation of £5 or more is automatically entered into the draw for a chance to win fantastic experiences with the

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Even the smallest amount can **save a life** in an instant.

## Average donation per user



#### Let's dive into the data

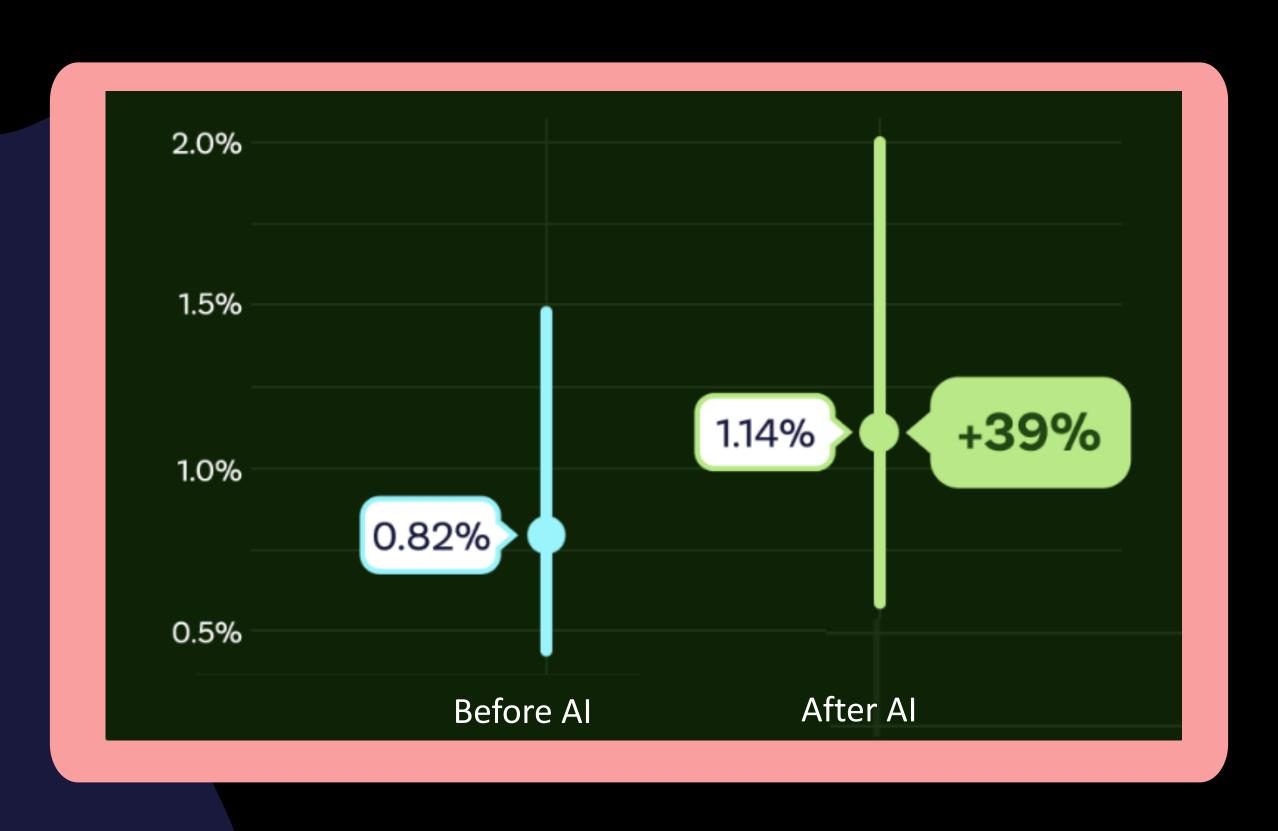


Conversion rate: our new donation form is converting 20% better than our previous form

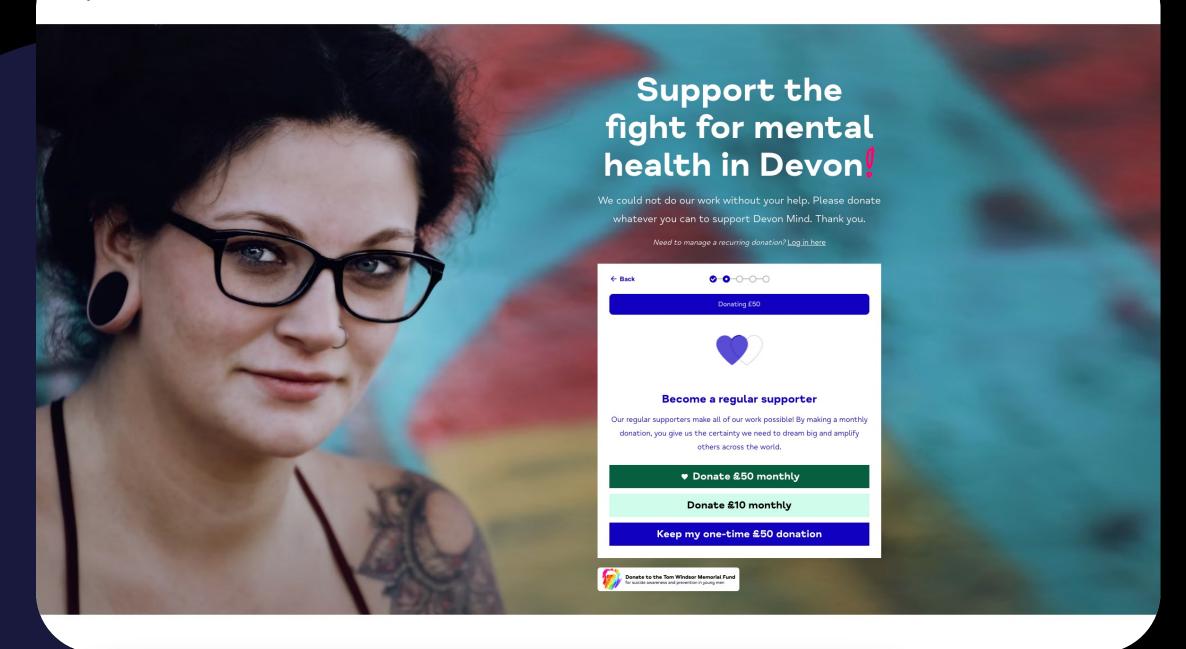


Average donation: fundraising per transaction is up 24% from £26.43to £32.56 per transaction

### Regular giving conversion rate





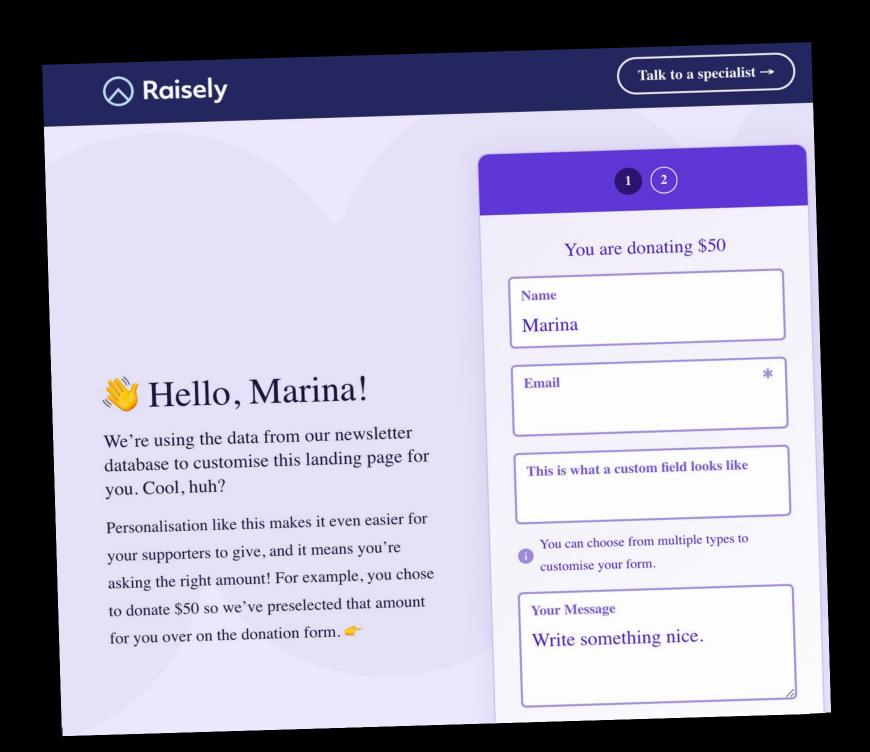




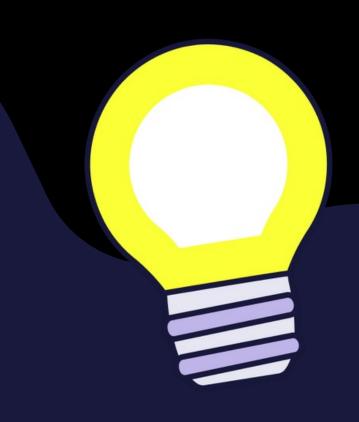
## But that's not all...

## Go further with personalisation

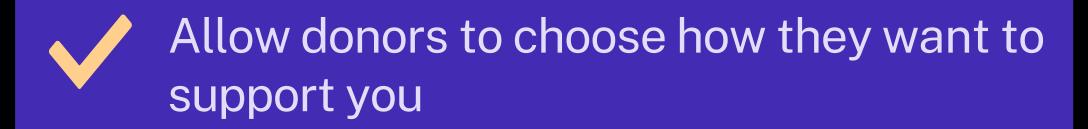
- Donation forms reflecting previous gifts
- Donation forms reflecting name or title
- Pre-select a gift for donor



# And remember, human touch is just as important





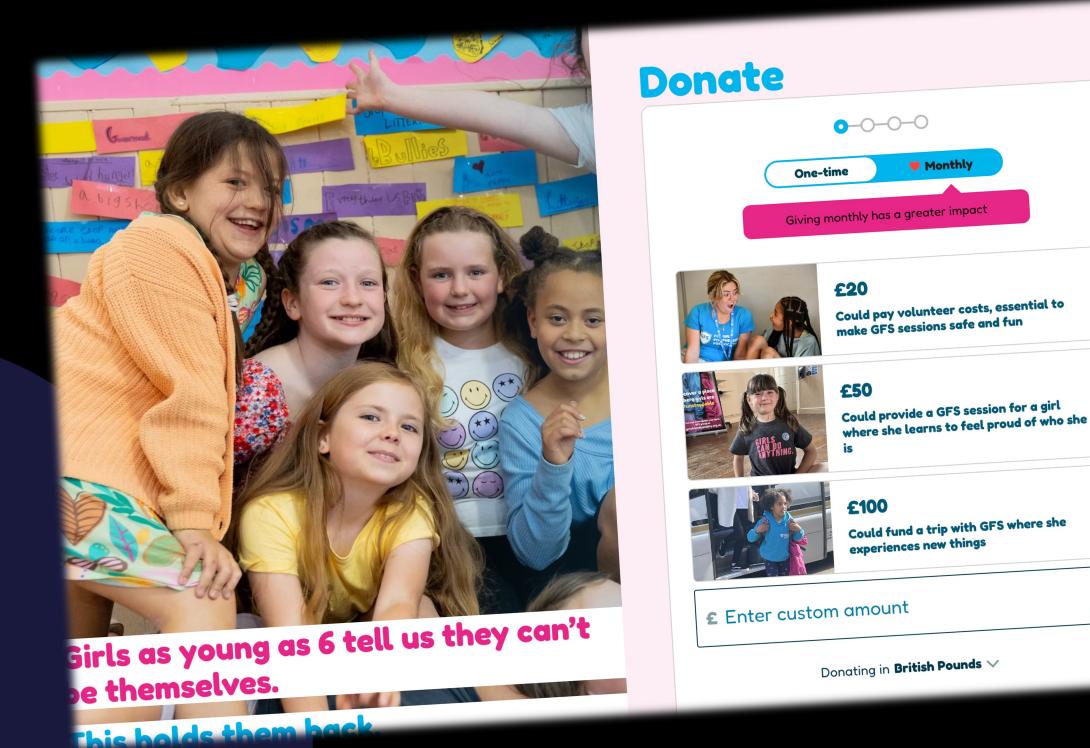






WANT TO TALK FUNDRAISING?

## Giving donors an easy 'why'





WANT TO TALK FUNDRAISING?

### Final Tips

- Al doesn't have to be expensive or exhaustive
- You have the data at your fingertips
  - Give your donors a strong why to
- donate

- Don't be scared to push for regular gifting
- Donation forms can be personalized to increase conversion

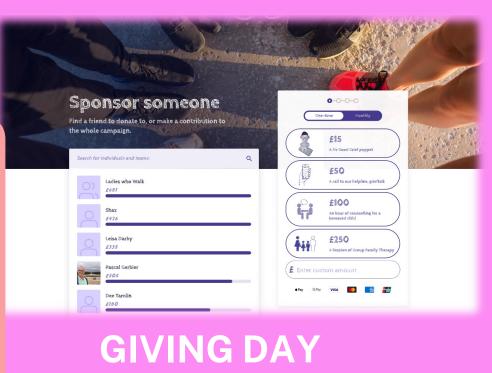
#### Want to trial it for your next campaign?



#### **END OF YEAR**



#### **APPEAL PAGE**



- Fully branded fundraising pages
- Built in AI auto-optimization
- Designed to your organisation
- Delivered in 60 minutes or less



#### Thank you!



Stay in touch:

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