

<u>Kevin Peters</u>

Chief Technology Officer

Nathan Hill

Marketing Director





We're going to show you how we made an eBook in <u>under an hour</u> for <u>less than \$50</u> \$60.



Kevin's Work Calendar Last Week

(Yeah, it was nuts)

MON	TUE	WED	THU	FRI
13	14	15	16	17
	U of Alberta Final Preso			Allstaff 2020 NextAft
	Stay at The Westin Edmo	onton		
		@C12		
Data Team Book Club 8am, Meet at the Office Technical Interview: Ne	Flight to Denver (UA 1822) 7:15 – 9:24am Dallas DFW	Kevin / Jeff Rea, 8am McKin Kevin / Kristen	Flight to D (UA 5956) 8 – 10:56a Edmonton YEG	Allstaff 2020 Nex NextAfter Kickoff
9am, Please call confei		C12 Group 9am - 4pm		Stonebridge Rance 9 - 10am
LI Analysis Tool Demo 10 – 11am	TSN/NA Weekly S 10am, Dial Flight to Edmonton	NextAfter: Digital Roadmap Presentation	TFAS/NA Weekly Me 10am, 214 945 8211	(Dan / Kevin Check-in, 10ar Name Acquisition Goals &
Men's group - 11am – 1pm Del Frisco's Grille	(UA 5302) 10:27am – Denver FFS Fund DEN 12pm, Forl	iDonate Donor Engagement Weekly Meeting 11am – 1pm 6111 W Plano Pkwy #2700 Plano, TX	Flight to Dallas (UA 1898) 11:50am - 1:54pm	10:30 – 11:15am
Hubspot Training with 1 – 2pm		NextAfter / Hillsdale	C12 1on1 - Kevin Pete 1pm, Office	
Buckner Weekly, 2pm		1:30 - 2:30pm		
Dress Code Debate 2:30pm – 3:30pm –			ELT - BiMonthly	
Kevin / C, Kevin/Just			Meeting 3 - 4:30pm	
Tim / Kevin 1 on 1 4 – 5pm	Focus/Nex Focus/Nex		Echo Chamber	
			Haircut 4:40 - 5:40pm	



6 Fundraising Hacks

- 1. <u>Google Analytics</u> To find unexpected content
- 2. <u>Rev</u> Audio transcription
- 3. <u>Fiverr</u> To get designs done on the cheap
- 4. <u>Unbounce</u> Landing page and popup creation
- 5. <u>Optimize</u> Changing the unchangeable pages
- 6. <u>SlyBroadcast</u> The personal-touch done at large scale



An acquisition model that looks simple





An acquisition model that looks simple

What makes a content offer?





"[There are] only two ways to make money in business: One is to bundle; the other is unbundle."

- Jim Barksdale

"How to Succeed in Business by Bundling - and Unbundling" Harvard Business Review - https://hbr.org/2014/06/how-to-succeed-in-business-by-bundling-and-unbundling







JOURNEY **GREATEST HITS**

1. Only The Young 2. Don't Stop Believin' 3. Wheel In The Sky 4. Faithfully 5. I'll Be Alright Without You 6. Any Way You Want It 7. Ask The Lonely 8. Who's Crying Now 9. Separate Ways (Worlds Apart) 10. Lights D.M.M. 11. Lovin', Touchin', Squeezin' 12. Open Arms 13. Girl Can't Help It 14. Send Her My Love 15. Be Good To Yourself

16. When You Love I.

	Songs	G	
1	Only the Young	4:05	\$1.29
2	Don't Stop Believin'	4:09	\$1.29
3	Wheel in the Sky	4:12	\$1.29
	Faithfully	4:26	\$1.29
5	I'll Be Alright Without You	4:33	\$1.29
6	Any Way You Want It	3:22	\$1.29
7	Ask the Lonely	3:54	\$1.29
8	Who's Crying Now	5:01	\$1.29
9	Separate Ways (Worlds Apart)	5:25	\$1.29
10	Lights	3:10	\$1.29
11	Lovin', Touchin', Squeezin'	3:54	\$1.29
12	Open Arms	3:18	\$1.29





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"All the News That's Fit to Print'

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All paints and include the

Originals



Continue Watching







Recommended For You



MANDALORIAN





REVENGE OF THE SITH Disnept



Not all offers are created equal . . .

Offer	Donor Time Investment	Donor Conversion Rate
Petition / Statement of Belief	10 seconds	1.9%
eBook	10 minutes	3.0%
Email Series	5 – 10 days	3.4%
Online Course	8 weeks	7.4%

Source: NextAfter analysis of 50 different partner email acquisition offers/campaigns

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Online Education

Overview

Degrees

Hybrid

People

Classes

Doctrine

Admissions



Sample an online class

Select a course from our catalog below and you can watch lectures from our studios in Dallas.

BC101 Biblical Counseling Gary Barnes

<u>BE101 Bible Study Methods</u> Mark Bailey

BE103 Old Testament History II and Poetry Gene Pond

BE105 Gospels Mark Bailey

BE107 Hebrews, General Epistles and Revelation Larry Waters

<u>BE201 The Story Of Scripture: Understanding the</u> <u>Bible from Genesis to Revelation</u> Mark Yarbrough

BE510 Life of Christ J. Dwight Pentecost

<u>CE101 Educational Process of the Church</u> Mark Heinemann **BE101 Bible Study Methods**

<u>BE102 Old Testament History I</u> James Allman

BE104 Old Testament Prophets Stephen Bramer

BE106 Acts and Pauline Epistles Mark Yarbrough

BE109 Ruth, Psalms, Jonah, and Selected Letters Ron Allen

BE505 Kingdom and Covenants Dwight Pentecost

<u>BE547 Theology of Suffering, Disability, and the</u> <u>Church</u> Larry Waters

<u>CE102 History and Philosophy of Christian Education</u> Michael Lawson

The Gospel of John

Study the Gospel of John with Dallas Theological Seminary – for free.

For more than 90 years, Dallas Theological Seminary has educated thousands of pastors, teachers, missionaries and scholars, using the Bible as the **central course of study**.

We believe that the whole Bible, as Paul says in Timothy, is "useful for teaching, rebuking, correcting, and training in righteousness". That's why we've made our course, **The Gospel of John**, free for the first time. You can enroll to take this course for free, using the form below.

The Gospel of John is taught by Dr. Mark Bailey, DTS President and Professor of Bible Exposition. The course is delivered by email, one lesson per week for 8 weeks. Each week, you'll receive video teaching, reflection questions, and additional reading resources for deeper study.

This course is designed for anyone who wants to:

- · Get rich expository teaching from DTS professors
- Learn more about God's word and the truth it holds
- Grow in your ability to read and interpret Scripture

Sign up now and get your first lecture instantly!

If you've previously enrolled in a DTS course, <u>click here to login to your account and start</u> this course.

First Name:*	Last Name:*	
Email:*		

Get Started!

The Gospel of John Week One:

The Word was with God, and the Word was God.

Jesus is the Light

Jesus the Miracle Worker

Not all offers are created equal . . .

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Analytics

All accounts > http://www.oblatesusa.... www.oblatesusa.org -



Home

+ Customization

REPORTS

- Realtime
- Audience
- Acquisition

Overview

All Traffic



Attribution BETA **°**



This report requires Search Console integration to be enabled.

Contact your Analytics administrator to connect a Search Console site.

What is Search Console?

Search Console is a free product that provides data and analytics to help improve your site's performance in Google search.

Enabling Search Console data within Analytics

Once you connect a site you own in Search Console to your Analytics property, its data becomes visible in your Search Engine Optimization reports. You can visit the Property Settings page in Analytics account management to change which of your Search Console sites' data you wish to show, and control which views on your Web Property have access to view the data.

How to use Search Console data within Analytics

Search Console provides data about what users see in Google search results before they decide to click to your site (or some other site). You can use this data to identify opportunities and prioritize development effort to increase the number of visitors to your site. Examples:

- Identify landing pages on your site that have good clickthrough rates (CTR), but have poor average positions in search results. These could be pages that people want to see, but have trouble finding.
- Identify search queries (keywords) for which your site has good average positions, but poor click through rates. These are queries for which your pages get attention and improved content could lead to more visitors.

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https://oblatesusa.org/ \blacksquare

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Security &	Manual Actions	~	c	blatesusa.org						
Legacy too	ls and reports	~	c	blate missions						



Types of Keywords

Brand

These are people with whom we <u>already have a</u> <u>relationship</u>

Ex: "Oblates" or "Father Madigan" **High Value**

These are people with whom <u>we</u> <u>want to have a</u> <u>relationship</u>

Ex: "novena to our lady of the snows" or "fatima novena"

Long Tail

These are people with whom <u>we</u> <u>might have a</u> <u>relationship</u>

Ex: "catholic mass cards for healing" or "prayer request"



Keyword Types

Organic Search Keyword Types





* Based upon the top 100 keywords for FY2016

Keyword Types

Organic Search Keyword Types





* Based upon the top 100 keywords for FY2016

Top High Value Keywords





"novena" Search Results

Google	novena to our lady of the snows		 0	K
	All Maps Shopping News Images More - Search tools		1	¢
	About 22,400 results (0.48 seconds) Healing and Hope Novena National Shrine of Our Lady of the Snows snows.org//our-lady-of-the-snows-noven National Shrine of Our Lady of the Snows 7:30 p.m. Mass each evening. Weekday evenings: Church of Our Lady of the Snows Saturday and Sunday evenings: Shrine Amphitheatre (if inclement weather Our Lady of the Snows - Mary Pages 3 of t	he top 5		
	www.marypages.com/OurLadyoftheSnows.htm Devotion to Mary under the title of Our Lady of the Snows is one of the oldest devotions to Mary. It has direct ties to the legend about a marvelous snowfall in We Missionary Oblates of Mary Immaculate - Our Lady of Snows Novena	h results re for sUSA.org		
	protection, implored thy help, or sought thy intercession was left Missionary Oblates of Mary Immaculate - Our Lady of the Snows Novena www.oblatesusa.org/prayer/novena-prayers/our-lady-of-the-snows/			

Holy Spirit, You were given to the Apostles to be a source of strength and comfort in the loss they experienced in Jesus' death. I come to You in need of that ...

Missionary Oblates - August Novena - Missionary Oblates of Mary ... www.oblatesusa.org/current-appeals/august-**novena**/ •

The Missionary Oblates invite you to take part in the 73rd Annual Healing and Hope **Novena** at the National Shrine of **Our Lady of the Snows**. Saturday, July 30th ...

Top Novena Landing Page



I pray, too, Lord, for all those who suffer the pair of losing those they loved. Give them peace of mind in knowing that You have granted eternal rest to all those skepased members of their family.

Strengthen those who will die today, grunning them inner peace as they journey into Your Heavenity Kingdom. May they be comoled in the knowledge that someday they will be rejeand in external file work You. We ask this through the interestation of Mary, our Mother, who heat in her heart the pain of lowing thores this lower. Amere.

Send me your prayers and intentions to be included in the novena.

July 31:

Ihroughout my life.

Prayer for Mercy of Others Jesus, You showed us how to respect the dignity of all people, yet You suffered indignity and violence as You died on the croses for our salvation. Help the to forgive those who have been abusive and disrespectful to me



T pring, too, too all those who into trainmanned in Caret feedoors to bintiny members how the physical votemos and emotional abuve they suffer. Help us that ways to end all topocal abuve and disrespect. Cive protection to those in diargence, cive

Finally, God my Falther, I jack peace of mind for those who have end abuse and disrespect of any kind. May they find in Your love the contri-need and come to know their own dignity as one of Your children. Ame

Send me your provers and intentions to be included in the novena.



Lord, You planned my very extelence and my, destiny. You wrapped me in Your love in bepfism and gave me the faith to lead me to an eternal life of happiness with You. You have absented the with Your groups, and You have been always neady with Your meny and forgiveness when I have tailen.



August 3: Prayer for Mercy within Addiction and Recovery

Lord our God, the scourge of addiction affects sp many in our society today. We so easily become dependent on things that harm us physically, psychologically and spiritually,

Help us to acknowledge the addictive behaviors that enslave us. Give us the strength to manage out addictions one day at a time. And, If we must, grant us, the courtage to seek professional help to restore heedom and belance to con these. Lord, we want to serve You and Your prople in freedom. Amon.

Send me your prayers and intentions to be included in the novena.

August 4: Prayer for Mercy within Fear and Anxiety

Jesus, You calmed the storm on the Sea of Galilee, and Your apostles were amazed at Your power over the wind and rain. You comformd Mary and Martha in their sochress at Lazarus' death. You called for the unclean spirits in people as Your ministened each day in Judea. You othere the gift of the Holy Spirit to your followers that they might no ionger be atraid after Your death.

Send Your Holy Spirit to all those atflicted with emotional problems. Inspire in all of us compassion for those living with montal disorders, especially those sufficing from Sepression and auxolay. Guide their doctors and nurses that they may see their work as a ministry of Your love.

I pray, too, for all those who lace stressful situations in their lives. Give then I priny, too, for all those who lace streastill altuations in their lives. Give them your visidom and discontenent that they may thing peace in looking 'Your will and doing a. Institl in all of our hearts a threat for dealy prayer so that we may be refereshed and an retrained in Your (Tathirs's lover, We make these requests as Your brothers and satters, ever gratiful for Your gift of sativation, Amen.

Send me your pravers and intentions to be included in the noverus.

August 5: Prayer for Mercy within Illness

God, You created us in Your goodness. I come to You seeking a return to physical wholeness for myself and those I love. It is difficult to give You praise when my body is in pain.

I pray, too, for all those who are suffering physical pain. Heal those in my They not, or all inclusion all submitted with a terminal lifetes. Guide those in this healthcare professions that they may be wrise and compassionare to those they treat. Grant steadfastimes and ocurage to those whom you have called to accept their suffering for the redemption of the world.

Finally, Lord, I pray for good health and freedom from all timess for myself and all your people. Protect us and be with us each day, O Loving Father. Task this through Christ my Savior. Amer.

Send me your prayers and intentions, to be included in the novenal

August &: Prayer for Mercy of Forgiveness

Merchial God, I am sorry for all the things I have done to harm my relationships with family, trionds and other people in my life. Thave actud out of anget, isolowy and self-inphrousiness. I have goalped and said things I shouldn't have. Thave sometimes failed to give my support to those who were hurting.

I want to be kind, loving and compassionate, God, but I am weak and give in to temptation. Please forgive my sins and strengthen me to resist the temptation to put myself first in a relationship. Help me to remember that every

All novenas are available on the website with no way to subscribe

suffer the pain of divorce. May we all experience the love and care You offer us as Your sons and doughters, I ask this through the intercession of the Holy Fartily - Joseph, Mary and Jeaus. Amen.

Send me your prayers and intentions to be included in the novem

The Novena Funnel

Promotion: Facebook & Email

Missionary Oblates of Mary Immaculate Sponsored (demo) - Ø 3

Easter represents the fulfillment of God's promises to mankind. Christ's piercing words from the cross before He died -- "It is finished!"-- were not a wall of agonizing defeat; they were a victory shout! He conquered death so that we might live forever with Him in a new and better life. We encourage you to get our free nine-day Easter Novena Prayers to help you reflect on the victory Jesus gained over sin and death. As you pray the Novena Prayer each day, and focus your thoughts on the cross, our hope is that you will understand and feel the sacrifice and depth of God's love for you. Get your free Easter Novena Prayers sent to you today!



Jear << Test First Name >>,

As we approach Easter in the coming weeks, I hope you have found Lent to be a season of growth and renewal. I personally find myself encouraged by the romises of God's Word and His victory at the cross!

Easter is the foundation for our salvation. Christ's piercing words from the cross sefore He died -- "It is finished!"- were not a wail of agonizing defeat; they vere a victory shout! He conquered death so that we might live forever with

pray that you would fully grasp this promise during the Easter season and look or ways to focus your mind and thoughts on the cross

n fact, << Test First Name >>, I want to encourage you to get our free nine-day Easter Novena Prayers that can help you do just that. As you pray the novena sach day, my hope is that you will understand and feel the sacrifice and depth of God's love for you.

tere is a link where you can get these free Easter Novena Prayers:

Get Your Free Easter Novena Prayer

Set your eyes on Jesus this Easter and celebrate the new life you have in Him

vlay God bless you today!

n Jesus Christ and Mary Immaculate.

Fr. Andy Knop, O.M.I. **Oblate Chaplain Director**

Acquisition Page

Reflect on the Victory Jesus Gained Over Sin and

This Easter, it is important for us to focus our hearts and minds on Christ's

sacrifice for us and victory on the cross. To help with this, the Missionary Oblates of Mary Immaculate have developed special Easter Novena

As you pray and reflect on this nine-day novena, you will gain a deeper

understanding of the death and Resurrection of Jesus and be filed with peace and hope because of Christ's love.

Let us know where to email your free novena

After you download your free novena eBooklet, you'll also receive the nine

Easter

Novena

A

MISSIONAR

OBLATES

Get special Easter Novena Pravers

"I am the Resurrection and the Life.

He who believes in Me, though he may die, he shall live. And whoeve

lives and believes in Me shall never

rendered death powerless so that we would have eternal life with Him.

days of prayer each day in your ema

eBooklet below:

When Jesus died and rose, He

die* (John 11:25-26).

Prayers.

Donation Page

OBIATES

and message of the Gospel.

Make your gift!

Your Donation

\$50

S Other Gift Amount

Billing Information First Name

Lasz Name

Novena eBook

9 Daily Novena Prayers Donation Ask on Day 10



Do <u>not</u> assume that a new offer is always better.



2014-15 Texas Almanac eBook

The Battle of the Alamo eBook

LIMITED

the battle itself.

THE BATTLE OF

THE ALAMO

Remember Goliad! eBook





Get Your Free Texas Almanac eBook! Inside the 752-page full color, go-to guide for all things Texas, you will discover: TEXAS The REAL Friday Night Lights —

complete reference for Texas High School and College Sports Over 250 state and county maps Detailed history of crime in Texas And much more! Get your Texas Almanac First Name Last Name Email Address SEND ME MY FREE TEXAS ALMANAC EBOOK

Texas State Historical Association

ALMANAC

2014-2015

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THF Membership Ask (Control)

Dear Readers:

With the recent conservative victories related to tax cuts, the Supreme Court, and other major issues, it is easy to become complacent.

However, **the liberal Left is not backing down.** They are rallying supporters to advance their agenda, moving this nation further from the vision of our founding fathers.

If we are to continue to bring this nation back to our founding principles of limited government and fiscal conservatism, **we need to come together as a group of likeminded conservatives.**

This is the mission of The Heritage Foundation. We want to continue to develop and present conservative solutions to the nation's toughest problems. And we cannot do this alone.

We are looking for a select few conservatives to become a Heritage Foundation member. With your membership, **you'll qualify for all associated benefits and you'll help keep our nation great for future generations.**

ACTIVATE YOUR MEMBERSHIP TODAY

Offer Promotion (Treatment)

A Note for our Readers:

With the demand for socialism at an all-time high among our young people—our future leaders and decisionmakers—the experts at Heritage stopped and asked a question that not many have asked:

Is socialism really morally sound?

The researchers at The Heritage Foundation have put together a guide to help you and our fellow Americans better understand the 9 Ways That Socialism Will Morally Bankrupt America.

They're making this guide available to all readers of The Daily Signal for free today!

GET YOUR FREE COPY NO



In Donor Conversion

Fighting Back

What We Are For

It is time to fight back against the government's harassment of people of faith

Jack Phillips, cake artist and owner of Masterpiece Cakeshop, is once again being harassed by the government for his religious beliefs. Despite winning his Supreme Court case, the State of Colorado is going after Jack *again* for simply living his life according to his faith.

This time the government has gone too far; we will not stand idly by while people of faith are targeted by the very government that is supposed to be protecting their freedoms. Sign the statement below to join with thousands of others in saying "enough is enough."

I believe that the government's purpose is to protect the freedoms established in the U.S. Constitution. The government must not abuse its power by harassing individuals because of their deeply held beliefs.

I believe that religious freedom is critical to maintaining a free society and that it must be defended.

I believe that defending individuals from government harassment is crucial if we hope to keep our freedoms.

Add your signature below.

*First Name

*Last Name

*Email

SIGN THE STATEMENT

* When you sign your name, you will also begin receiving regular updates on news that impacts *your* religious freedom.

What you stand for is what defines you

Opponents of religious freedom don't like to focus on the things that people of faith stand for—things like justice, free speech, marriage and family, life, and religious liberty. Groups like the ACLU and Southern Poverty Law Center would much rather characterize us based upon what they think we are against. They use the media to paint a false picture of hate and intolerance that has nothing to do with who people of faith really are.

They have it all wrong. It's what we stand for that defines us—it always has.

We can no longer remain silent. It is time for people of faith to unite as a single voice to boldly proclaim what we stand for.

Will you join with us by selecting the principles you stand for and signing your name below?

I stand for the rights of individuals to run their businesses and live their lives according to their faith.

I stand for an American government that protects the freedoms established in the U.S. Constitution.

I stand for the rights of students to freely practice their faith and share their beliefs on campus.

Add your name below.

*First Name

*Last Name

*Email

SIGN THE STATEMENT

* When you sign your name, you will also begin receiving regular updates on news that impacts *your* religious freedom.





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	Stay at The Westin Edmo	onton		
		@C12		
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Buckner Weekly, 2pm		1:30 - 2:30pm		
Dress Code Debate 2:30pm – 3:30pm –			ELT - BiMonthly	
Kevin / C, Kevin/Just			Meeting 3 - 4:30pm	
Tim / Kevin 1 on 1 4 – 5pm	Focus/Nex Focus/Nex		Echo Chamber	
			Haircut 4:40 - 5:40pm	-



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Courtney Gaines and I recording the eBook.





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Fast, Quality, On-Demand Services



Trusted by 170,000+ customers across all industries





Order Transcripts

Add Files Sign In Pay

Professionals transcribe your files to 99% accuracy

UPLOAD MORE FILES	PASTE MORE URLS			
File Name/URL	Est. Delivery ()	Cost	TOTAL	\$30.00
LiquidAgents Healthcare.m4a 30 minutes	7 hours	\$30.00	CHEC	коит
SUBTOTAL (\$1.00 / min)		\$30.00	🔒 Secure a	ind Encrypted
Rush My Order (+ \$1.00/min) Popular All files will be expedited and deliver	2 10 14 15 15 (GD)	\$0.00	Support/Help wit	h Order
 Timestamping (+ \$0.25/min) Transcript synced to audio with time 	stamps on every paragraph. Example	\$0.00	support@rev.com	
Verbatim (+ \$0.25/min) Include filler words (um, ah), nonverb	al communication, and false starts. (i)	\$0.00	888-369-0701 (Open 9AM - 9PM ET)	
 Instant First Draft (+ \$0.10/min) Machine-generated transcript delive 	ered in minutes. Order separately?	\$0.00	FAQ	
ORDER TOTAL		\$30.00	 What's the differ transcription and Tell me about yo 	





A Quick Introduction ¶

My name is Kevin Peters and I am the Chief Technology Officer for NextAfter. Is started at NextAfter as employee number three over six years ago now. My primary role and responsibility here at NextAfter is the oversight of data analysis, web development, helping clients better understand the data they have in front of them to make strategic plans. With me today, I have Courtney Gaines. ¶



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I am Courtney Gaines. I'm a Vice President here at NextAfter and I've been with the team for four years now. I was actually employee number four. I am part of our client services team and help oversee several of our different clients' work which includes everything from strategy to the actual execution the digital fundraising program. As a side note, I'm also the most fashionable employee at NextAfter. This is not a humblebrag. This is facts.

That-is-accurate.

 $Today, \cdot Courtney \cdot and \cdot I \cdot are \cdot going \cdot to \cdot be \cdot engaging \cdot in \cdot a \cdot lively \cdot debate \cdot revolving \cdot around \cdot workplace \cdot dress \cdot code. \cdot But \cdot before \cdot we \cdot enter \cdot into \cdot that \cdot debate, \cdot it's \cdot probably \cdot best \cdot we \cdot lay \cdot a \cdot little \cdot bit \cdot of \cdot background \cdot on \cdot why \cdot this \cdot debate \cdot even \cdot exists \cdot \P$

I think the debate started about two years ago when we made a hire for one of our data analysts, a woman named Kristen Allcorn. As part of her onboarding, I was communicating with her on benefits, salary, and all the normal things that go into a hiring process.

It's important to point out that Kristen would have been employee number three for females, the third female employee on our team.



\$30.00 Transcription Fee

\$12.50 Cover Design

\$7.50 Layout Design

\$30 Total (So Far)

6 Fundraising Hacks

- 1. <u>Google Analytics</u> To find unexpected content
- 2. <u>Rev</u> Audio transcription
- 3. <u>Fiverr</u> To get designs done on the cheap
- 4. <u>Unbounce</u> Landing page and popup creation
- 5. <u>Optimize</u> Changing the unchangeable pages
- 6. <u>SlyBroadcast</u> The personal-touch done at large scale





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Title: The Great Dress Code Debate Subtitle: You Decide: Casual, Business Casual, or Professional Author: NextAfter

This is intended to be a joke we're using for a webinar. It will be a transcription of a debate between

408 / 2500

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The pages include designs to match the cover and added perceived value to the eBook.

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That is accurate.

Today, Courtney and I are going to be engaging in a lively debate revolving around workplace dress code. But before we enter into that debate, it's probably best we lay a little bit of background on why this debate even exists.

I think the debate started about two years ago when we made a hire for one of our data analysts, a woman named Kristen Allcorn. As part of her onboarding, I was communicating with her on benefits, salary, and all the normal things that go into a hiring process.

It's important to point out that Kristen would have been employee number three for females, the third female employee on our team.

Correct. One of her first questions she asked was, "What is the dress code for NextAfter?" Since I am largely fashion-illiterate and have no idea how to describe dress codes per se, I asked the most fashionable person at NextAfter, Miss Courtney Gaines, what she would describe our dress code as, and she said...

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So, I told Kristen that our dress code is smart casual. Courtney, how would you describe our dress code?

If I had to be very honest, our dress code is actually more like "very casual," not really smart casual.

Ourtney, could you define smart casual?





\$30.00 Transcription Fee

- + \$12.50 Cover Design
- + \$12.00 Layout Design

\$54.50 Total

An acquisition model that looks simple





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Compelling headline that emphasizes what visitor "gets"

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Get three amazing opportunities for the price of one form submission You'll get the latest eBook from NextAfter, learn how we made it, and help with a practical joke, all at the same time. Hi, my name is Kevin Peters and I'm the Chief Technology Officer here NextAfter. Back in December, I foolishly volunteered to host at webin to kick off the new year. My goal was to give nonprofit fundraisers and marketers (like yourself) a peek behind the curtain. I wanted to demonstrate several of the time-saving shortcuts and tools we use he at NextAfter to produce content offers and other fundraising efforts fo our clients. I say that I "foolishly" volunteered because back in December, I didn't remember just how crazy January is when it comes to projects and analysis for our nonprofit clients. But, a promise is a promise, so we're going to make it happen! However, I don't want to create a standard webinar: I also want to have a little fun with it. Not only am I going to This is Nothon He has no idea utilize all of the tactics I'm going to speak about to make the webinar but I'm going to do it while also playing a Im doing this. little prank on Nathan Hill, our marketing manager. "So what's the prank and what do I get for helping?"

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What will I show him (and you)?

First name*

Organization*

Reserve My Spot

Do you work for a nonprofit organization?

NextAfter

Kevin Email* kevin@nextafter.com Phone numbe 9728142846

 How I created NextAfter's latest eBook in under an hour and for less than \$50. (I'll send you a copy when you sign up below.)

How I created this landing page and the popup that drove you here with no actual web development

How I modified our homepage without touching the CMS while hiding it from him. (If you think your donation page or homepage can't be changed without a ton of work, you'll want to see this part!)

 How I called the 500+ people that signed up for this webinar in less than 5 minutes.

Be a part of the fun by signing up today. Then, on Jan 21 at 1 CST, tune in to see how this all came together (and to see Nathan's expression when he finds out.)

Images with handwritten notes to draw attention

When you sign up below, we'll send you everything you need to know for the webinar. Even if you can't make the webinar, if you sign up below, I'll send you a recording of it as well as the soon to be released ebook: "The Great Dress Code Debate."

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Last name Peters

Job Title*

CTO

Includes reason to provide additional data



NextAfter

It looks eerily similar to our suggested landing page starting point template





An acquisition model that looks simple





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- Reach more people
- Acquire more donors
- Raise more money

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Would you like to learn 6 quick fundraising hacks to make your life easier?

In this month's webinar, you'll get the latest eBook from NextAfter, learn how we made it, and be able to help with a practical joke, all at the same time.

We'll also showcase several time-saving tools and tricks we've discovered over the years such as how to create an ad like this on your homepage without your marketing department knowing about it. (P.S. Please don't mention this ad to them.)

If you'd like to learn more, you can get the full details here >>

Reserve your spot (You won't want to miss this one.)



What do you need help improving?



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Insert your own ad on your homepage without technical help

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Online Year-End Fundraising **Resources for You**

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What do you need help improving?

Email Fundraising Donation Pages



Targeting and site changes

Site Changes

What changes should be made on this page?

Editor page: https://www.nextafter.com/ 🧷	Changes (1)	Edit

Page targeting

Where should this experience run on your website?

WHEN	URL matches	any of https://nextafter.com https://www.nextafter.com	Ø [
AND	+ Add URL rule	Target specific pages or the whole site	

Audience targeting

Who should see this experience?



Targeting and site changes

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What changes should be made on this page?

Editor pa	ge: https://www.nextafter.com/ 🥒		🖵 Preview 🔻	Changes (1)	Edit
Page targetin Where should th	g is experience run on your website?				
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What will I show him (and you)?

- How I created NextAfter's latest eBook in <u>under an hour</u> and <u>for less than \$50</u>. (I'll send you a copy when you sign up below.)
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First name*	Last name*	
Kevin	Peters	
Email*		
kevin@nextafter.com		
Phone number		
9728142846		-
Organization*	Job Title*	Please give your cell
NextAfter	сто	number. In going to
Do you work for a nonp	profit organization?	demo a cost technology for those that do
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nail*			
evin@nextafter.com			
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Should Be 10 Digits Length

2. Choose a Recording







4. Set Campaign Send Time

Set up Stop Time (Optional)

Send Immediately

Choose Delivery Date & Time







No Additional Cultivation



No Additional Cultivation

With Additional Cultivation

me 👻	
Hi Kevin,	
I recently emailed you about Jack Phillips, the cake artist from Colorado who was sued and taken t living out his faith.	o court twice for simply
Jack won his first case at the United States Supreme Court last year. And this past March, Colorad case against Jack.	Hi Kevin,
But now, the same person who filed the complaint that launched the state's second prosecution of against Jack in state court. When will it end?	"There's nothing I can do — you'll just have to live with this."
A colleague of mine wrote an article about this third lawsuit that you can read here.	Can you imagine being told that by your doctor? Can you imagine seeking out help but being turned away because the loc government decided what is and is not treatable? To make things worse, that government decision was made in an effort to be politically correct, not to provide the best medical care.
Kevin, what's happening to Jack is awful. He needs all the support he can get. I'll be keeping him o you pray for him also?	
Best,	We recently posted an article by Dr. Dovid Schwartz, He's been a counselor and psychotherapist for more than fou decades. You need to read this as he goes into much greater detail about the New York City ordinance that restrict
Sarah	what doctors can and cannot say to help their patients. There is one particular line that stuck with me after reading the article: "The ordinance is actually calculated to increase fea Not only among therapists who can't afford the financial penalties (or bad publicity), but also among our patients."
	The city is enforcing laws and ordinances that actually increase the fears of patients seeking mental help. It is unbelievable
 Hi Kevin, This week, I wanted to share something with you that is personal to me – and it's something the in your life too. You may have heard about girls being forced to compete in sports with biological males was somethey compete, but they win – even beating out females for scholarship opportunities. This isn't "progress." And it's not fair. That's why one high school girl is taking a stand – and why Alliance Defending Freedom filed a co Civil Rights representing her and two other female athletes. As a former college athlete, I'm pretty fired up about this. And Lwrote an article about it. which 	
If you have any thoughts or opinions on biological males being allowed to compete in female athle and we can keep this conversation going.	
and we can keep this conversation going.	



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- 4. <u>Unbounce</u> Landing page and popup creation
- 5. <u>Optimize</u> Changing the unchangeable pages
- 6. <u>SlyBroadcast</u> The personal-touch done at large scale



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NextAfter Written by Nathan Hill (?) - January 7 at 5:03 PM · 📀

When it comes down to it, there are 2 main ingredients you need in order to have a successful online fundraising program.

You need the right strategies, and you need the right tools.

The right strategies are often hard to come by because everyone has their own take on what is truly the "best" practice – even though many "experts" out there are really just sharing their own gut instincts.

The right tools are often hard to come by because A) there are too many marketing/fundraising/automation tools out there to choose from and B) every single vendor tells you that their product is the best, even when they stink.

So how are you supposed to decipher what strategies work, and what tools to use to implement those strategies?

Kevin Peters – the CTO of NextAfter – has some experience on both sides of this equation. And in the free webinar on January 21st, he's going to share 6 online fundraising hacks that have been tested and proven to grow revenue.

And he's also going to share the specific tools that you can use to implement these proven strategies.

So if you're ready to kick off 2020 with some quick wins that can impact your online fundraising revenue right away, you should register for the free webinar.



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Talking Head

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