# Sanky



- √ 50 person agency based in NYC exclusively serving nonprofits
- √ 40+ years as a direct marketing agency
- √ 20+ years in the digital space, with a focus on fundraising, marketing
  and communications

### HAVE YOU ...?

- Developed an internal rapid response protocol?
- Deployed a rapid response campaign?
- Capitalized on the 24-hour news cycle?
- How about a snowstorm, wildfire, or other weather event or natural disaster?
- ✓ Launched a campaign in response to a tweet?

## RAPID RESPONSE PROTOCOL - PHASE I

# Listen/Monitor

What themes? What tools?

# **Notify**

• Who? How big is the group? How senior?

# **Decide**

- Is a response appropriate? What is the response?
- What current efforts might need to be paused?

\*Be nimble to adjust plan as needed!

## RAPID RESPONSE PROTOCOL – PHASE II

# Respond – Internal

- Statement, talking points
- Organization-wide buy-in

# Respond - External

- Media / press release
- What channels? web, mail, email, social, search, third-party platforms...
- Fundraising and/or advocacy opportunities
- Current audience and/or acquisition?

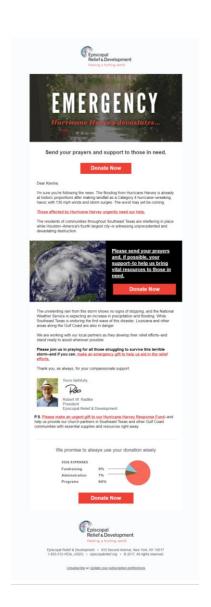
#### NATURAL DISASTER - EPISCOPAL RELIEF & DEVELOPMENT

#### **HURRICANE RESPONSE**

ERD responds to Hurricane Harvey in Texas. Less than a month later, Hurricane Irma, Jose, and Maria make landfall and ERD responds again.

## Response:

- **☐** Email and direct mail appeals
- **☐** Donation form & website promotion
- ☐ Paid search and social advertising
- ☐ Chaperoned email with third-party partner



#### Dear Kiesha,

Episcopal Relief & Development is partnering with the dioceses of Texas, West Texas, and Western Louisiana on response efforts. This strategy enables us to work with local church leaders who have extensive and valuable experience in responding to disasters.

If you have already made a gift, thank you. If not, please support our efforts by making an urgent donation today.

Our partners are moving quickly to gather information, assess needs, use church facilities when possible, and will provide critically needed supplies to those in need. With your help, we will continue to provide immediate needs and long-term assistance to rebuild.





Please pray for those affected and send your support.

**Donate Now** 

Dear Kiesha,

I'm sure you're following the news. The flooding from Hurricane Harvey is already at historic proportions after making landfall as a Category 4 hurricane—wreaking layor with 130 mph winds and storm purpos. The worst may yot be coming

#### **EMERGENCY UPDATE**

Dear Ms. Dudley,

When Hurricane Harvey made landfall as a Category 4 hurricane with 130 mph winds, no one expected that the real disaster would come days later as a res of relentless rain.

The National Weather Service called Harvey's flooding unprecedented and "beyond anything experienced." Communities have been devastated by rising rivers, overflowing reservoirs, topped dams, and breached levees.

Now, more than ever, people in the path of Hurricane Harvey need our prayers - and our help.

To get that help to those who need it the most, please make an urgent donation of \$50, \$75, \$100 or more to Episcopal Relief & Development's Hurrican Harvey Response Fund today!

Episcopal Relief & Development has partnered with the dioceses of Texas, West Texas, and Western Louisiana on response efforts. This strategy enables u to work with local church leaders who have extensive and valuable experience in responding to disasters.

Our partners are moving quickly to gather information, assess needs, use church facilities when possible, and provide critically needed supplies to those in need. When the water recedes, we will stand by these communities providing long-term assistance to rebuild.

Please continue to pray for those impacted by these storms and give to Episcopal Relief & Development's Hurricane Harvey Response Fund today. Than you and God bless.

Yours faithfully,

Robert W. Radtke President

P.S. You can help right away by visiting the Hurricane Harvey Response Fund donation page on Episcopal Relief & Development's website at www.episcopalrelief.org/harvey-fund

Rob, in response to the catastrophic floods left by Hurricane Harvey, I want to help Episcopal Relief & Development meet immediate needs and provide long-term assistance to rebuild. Enclosed is my emergency contribution of:

□ \$50 □ \$75 □ \$100 □ Other \$\_

Ms. Adriane Dudley 5194 Dronningens Gade Ste 3 St Thomas, VI 00802-6921



Episcopal Relief & Development 815 Second Avenue, New York, NY 10017 www.episcopulrelief.org + 1-855-312-HEAL (4325)

**Episcopal** Relief & Development Healing a hurting world

#### **EMERGENCY UPDATE**

The Reverend Ellen Tillotson 38 Fair St Guilford, CT 06437-2617



444058 DM17-4

#### Episcopal Relief & Development - Help a Family in Need

(Ad) support.episcopalrelief.org/ ▼

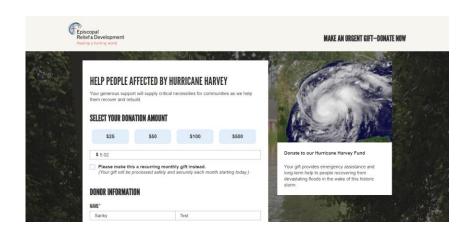
Give today and provide food, financial support, and disaster **relief**. Create Lasting Impact  $\cdot$  All Gifts Tax Deductible  $\cdot$  501(c)(3) Charity Top-Rated Charity – CharityWatch

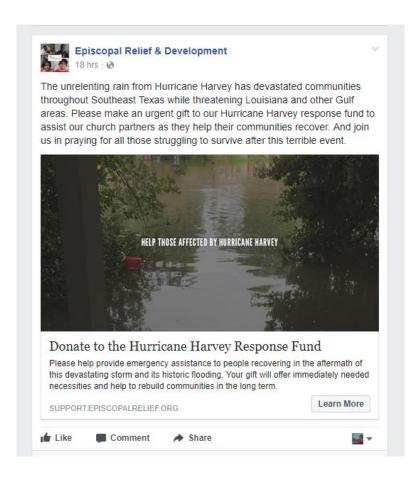
#### **Hurricane Harvey**

Help relief efforts for Hurricane Harvey by donating now.

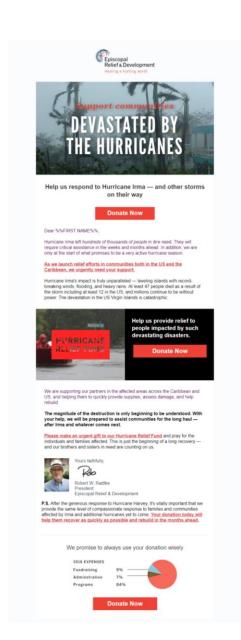
#### Disaster Relief

Help those affected by hurricanes, earthquakes & other disasters.

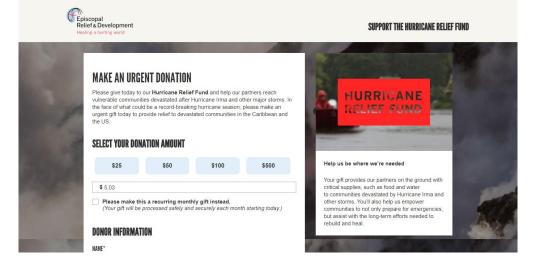












## **NEWS CYCLE – NAACP LDF**

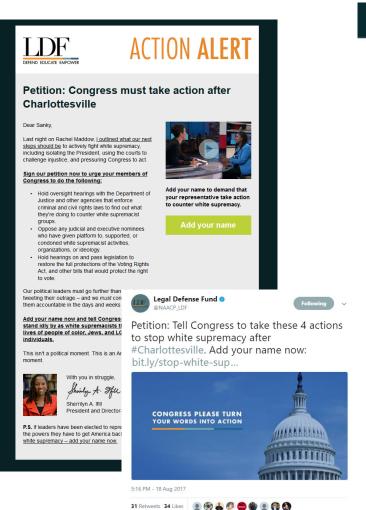
#### **CHARLOTTESVILLE**

The name speaks for itself.

## Response:

- Media coverage
- ☐ Advocacy petition promoted via email, social, and website
- Display advertising
- ☐ Lead generation acquisition campaign using third-party platforms

#### CHARLOTTESVILLE



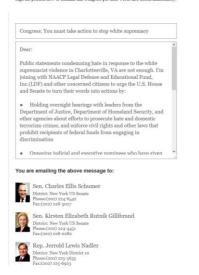
Q 2 tl 31 🛡 34 🖾





After the violence in Charlottesville, the President walked back his already insufficient condemnation of white supremacist violence and attacked those fighting for justice and equality. Many members of Congress took to Twitter or released statements condemning white supremacy—but that's not enough.

Sign the petition now to demand that Congress put their words into action immediately.





Copyright © NAACP Legal Defense and Educational Fund, Inc

Privacy Policy

Legal Disclaimer

Site Mag

## **CHARLOTTESVILLE**



The NAACP Legal Defense and Educational Fund (LDF) is a nonpartisan, nonprofit 501(c)(3) organization that has been at the forefront of civil rights litigation and advocacy for over 75 years.









#### **NEWS CYCLE – AFRICAN WILDLIFE FOUNDATION**

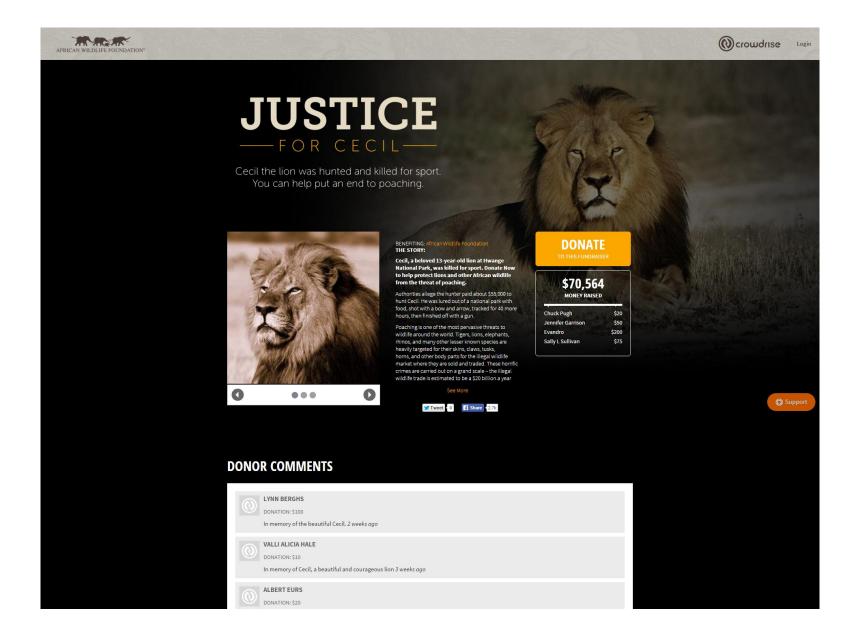
#### **Cecil the Lion is Killed**

A beloved lion is lured out of a national park and illegally killed by an American hunter, prompting outrage around the world.

## Response:

- □ Crowdfunding campaign
- **☐** Email and social promotion
- ☐ Third-party chaperoned email acquisition campaign
- ☐ Paid search campaign targeting lion keywords

## **CECIL THE LION**



#### **CECIL THE LION**

Dear Alex.

In the aftermath Cecil the lion's death, the Care2 community is stepping up efforts to demand justice. That's why we're connecting you with our partners at Aftican Wildlife Foundation. They're taking action to protect lions like Cecil. Please continue reading and consider donating to African Wilflide Foundation to ensure that a tragedy like this never happens again.

Thank you! Your Care2 Team



A trophy hunter killed Zimbabwe's most beloved big cat, Cecil, but Cecil isn't alone.

Africa's total lion population has declined by 42% over the past two decades – and today less than 30,000 of these big cats remain.

African Wildlife Foundation is the leading conservation organization working on the ground in Africa to protect critical lion populations through conflict mitigation, creation of corridors, strengthening of parks and reserves and advocacy.

Donate today in Cecil's memory to ensure that this tragedy does not happen again.

Donate in memory





1400 Sixteenth Street, NW | Suite 120 Washington, DC 20036 | 1-888-494-5354 www.awf.org | Support Us | Privacy Policy | Unsubscribe

Photo courtesy of deltarain.com



#### African Wildlife Foundation

Published by Hannah Wilber [?] - August 20 - Edited [?] - 🚱

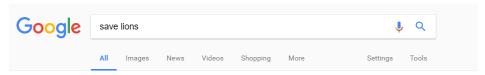
With all the energetic momentum in the aftermath of Cecil's death, it's not naïve to feel optimistic about the survival of Africa's lions and wildlife.

Now more then ever, there is a real chance for improvements, but this can only be achieved with ongoing conservation-themed actions and dialogue. So how do we keep the momentum going? Here are just a few suggestions—feel free to share yours! http://bit.ly/after-cecil





#### **CECIL THE LION**



#### Save the Lions - awf.org

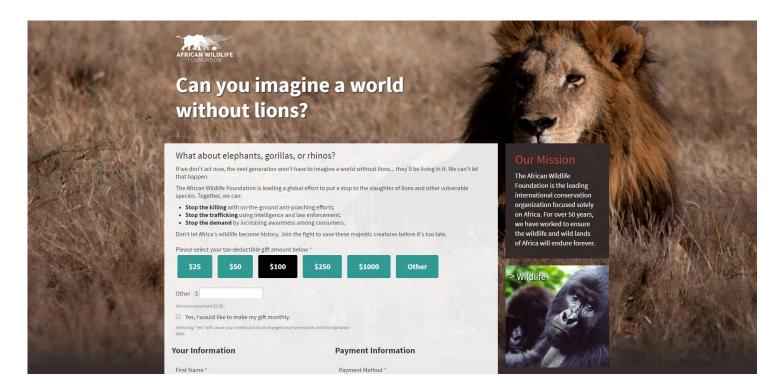
Ad www.awf.org/ ▼

Join the leading charity working to save Africa's lions.

Protecting 80+ Species · All Gifts Tax Deductible · 501(c)(3) Charity

4 Star Charity - Charity Navigator

Fight Poaching · Protect Lions · Donate Now · Give Monthly



### POLICY – DRUG POLICY ALLIANCE

#### **SESSIONS NOMINATION**

A politician who supports harsh drug laws and an outspoken opponent of marijuana legalization is nominated as Attorney General.

## Response:

- Advocacy petition promoted via email, social, and website
- **☐** Sustainer fundraising campaign
- ☐ Lead generation acquisition campaign using Facebook advertising

## **SESSIONS NOMINATION**

This message contains graphics. If you do not see the graphics, while here to view





Help us challenge drug war zealots all year long

GIVE MONTHLY

Last week, Jeff Sessions was confirmed as Attorney General. Sessions is a drug war extremist with a history of destructive, racist actions. Now he is one of the most powerful people in

Sanky, that's why I'm inviting a valued donor like you to become a Sustaining Member of the Drug Policy Alliance's monthly giving program, the Reformers Club,

I know you believe that the war on drugs is a racist tool used to destroy countless lives and communities, which is why we need you by our side now more than ever – our fight is just



Have no doubt, our movement is a multi-generational, intersectional one. It is intrinsically tied to the fight for civil rights and racial justice. Sessions threatens everything we fight for:

We're working hard to ensure the progress we made over the last few years isn't dismantled. We cannot go back to Reagan-era drug war tactics.

Your monthly gift will provide us with us a steady stream of resources needed to fight back – please join us before it's too late.

BURROL

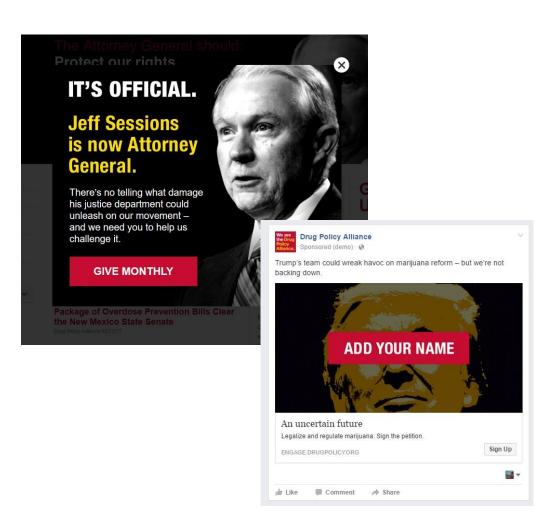
Bill Piper Senior Director of National Affairs Drug Policy Alliance

P.S. Now is the tirre for committed friends like you to stand with us as we push for drug policies grounded in science, compassion, health and human rights. Become one of 500 new Sustaining Members today.

GIVE MONTHLY



Terms and Conditions Privacy Policy Unsubscribe



## POLICY - DRUG POLICY ALLIANCE

#### **MARIJUANA MEMO**

Attorney General Sessions rescinds an Obama-era memo that protects state-level recreational and medical marijuana policy from federal intervention.

## Response:

- ☐ Advocacy petition promoted via email, social, and website
- **☐** Direct mail urgent appeal
- ☐ Lead generation acquisition campaign using third-party platform

#### **MEMO**



#### Protect marijuana legalization from Sessions' Justice Department

- H - 123 have				1000000
	Congress: Stand Up to Sessions	Your Informatio	n	333
	Vermont just became the 9th state to legalize marijuana. This comes after Attorney General Jeff Sessions opened the door for a federal crackdown on legal marijuana by rescinding the Cole Memo, Obama-era guidance that allowed states to implement their own marijuana laws with limited federal	Salutation *  - Select -  First name *  Last name *		
	imperient user own marginans away with minused receral interference.  Despite that alarming announcement, advocates like you and states like Vermont are flighting back it is time for Congress to follow suit. Demand that your Members of Congress stop Sessions' Justice Department from Interfering with state marijuanal laws.	E-mail address *		
	See Your Message V	Address *		
	MARKET THE STATE OF THE STATE O	Address Line 2		
		City*  State*	Zip Code *	
		Phone		
		SEND YO	DUR MESSAGE	100
		We are the Drug Policy Alliance.		
	Terms & Conditions Private	vacy Policy Connect with us:		
		Orug Policy Alliance, All Rights Reserved. St., 15th Floor New York, NY 10001		



#### Friend,

Today, Attorney General Jeff Sessions rescinded the "Cole Memorandum," the Obama-era guidance by the Department of Justice that has allowed states to implement their own marijuana laws with limited federal interference.

This is a nightmare that will allow Sessions' Justice Department to wreak havoc in states that have legalized marijuana.

Take action immediately: tell Congress to block the Justice Department from spending money to interfere with state marijuana laws.

Over the next two weeks during appropriations negotiations, Congress can and must put the brakes on Sessions' destructive agenda by limiting the Justice Department's ability to undermine states' decision-making.

Since 2014, Congress has approved the Rohrabacher-Blumenauer Amendment to stop the Justice Department from interfering in medical marijuana states, but the Cole memo was the only thing protecting non-medical marijuana legalization.

Now it's time for Congress to prevent federal interference in all states that have legalized marijuana.

Urge Congress to act now and block Sessions' Justice Department from attacking states that have legalized marijuana.

If Congress doesn't act now, businesses and consumers in every state that has legalized marijuana will be at risk of harassment and prosecution by the federal government. It's no coincidence that Sessions released this news just days after legal marijuana sales began in California.

Rescinding the Cole memo is not just an attack on sensible marijuana policies — it's an attack on civil and human rights. Police have long relied on the suspicion of minor marijuana offenses to profile, harass, arrest and even lock up massive numbers of people, especially in communities of color.

We won't stand by and let Sessions roll back our progress on marijuana legalization. Stand with us and help us block this alarming attempt to escalate the war on drugs.



Sincerely,

Maria McFarland Sánchez-Moreno Executive Director Drug Policy Alliance

P.S. We were planning to write you today just to say thank you. Thanks to supporters like you, we finished 2017 strong – raising over \$150k in our matching gift campaign. Moments like this demonstrate why your support is so important. Thank you for standing with us and funding our efforts to end the drug war.

Take Action



You have received this email because dpa@sankyinc.com is a member of the Drug Policy Alliance mailing list.

Receive fewer emails. - Contact Us.

Drug Policy Alliance 131 West 33rd St., 15th Floor New York, NY 10001 Unsubscribe.

#### **MEMO**





# ESCALATING THE FAILED WAR ON DRUGS?

#### Sign the Petition.

**Add Your Name** 

Dear Activist.

Attorney General Jeff Sessions just rescinded the "Cole Memorandum," the Obama-era guidance by the Department of Justice that has allowed states to implement their own marijuana laws with limited federal interference.

This is a nightmare that will allow Sessions' Justice Department to wreak havoc in states that have legalized marijuana.

Take action immediately: tell Congress to block the Justice Department from spending money to interfere with state marijuana laws.

Over the next two weeks during appropriations negotiations, Congress can and must put the brakes on Sessions' destructive agenda by limiting the Justice Department's ability to undermine states' decision-making.

Since 2014, Congress has approved the Rohrabacher-Blumenauer Amendment to stop the Justice Department from interfering in medical marijuana states, but the Cole memo was the only thing protecting non-medical marijuana legalization.



#### **MEMO**



www.drugpolicy.org

#### NO MORE DRUG WAR

We're faced with an administration that intends to escalate the failed drug war through a harmful, regressive agenda. This is despite the fact that:

#### \$51 billion

tax dollars are wasted annually on the war on drugs

#### 1 in 111 adults

is incarcerated in the US, the highest incarceration rate in the world – many of them for nonviolent drug offenses

#### 57 percent

of those incarcerated for drug offenses are Black or Latino

DPA has been at the forefront of the fight for sensible drug policy reform – and basic human rights – for more than 20 years. We will continue to stand on the right side of history, especially as more compassionate drug policy has seen:



18,000+ jobs created in Colorado because of legal marijuana, which also brought in \$2.4 billion to the state's economy.



911 Good Samaritan Laws and Nakonne Access in various states, with expanded access to lifesawing overdose reversal drugs like Narcan to curb preventable deaths.



A dip in marijuana arrests in the states that legalized marijuana, leading to a decreased burden on law enforcement resources.



Monumental marijuana legalization victories across the U.S., including in the nation's most populous state, California, with Proposition 64.

Reform works and we're not backing down now. With dedicated advocates like you by our side, there is no reason why we can't see our movement through to victory.

#### Are you in?

Support us with your generous tax-deductible donation today

☐ Mastercard	☐ Visa	American Express	Discover
Expiration Date	_		
Credit Card #			CVV#
Name of Cardholo	Sor		
Signature			
Join DPA's small	list.		
My email address	is:s		
		list with like-minded organizers that we do not exchange	

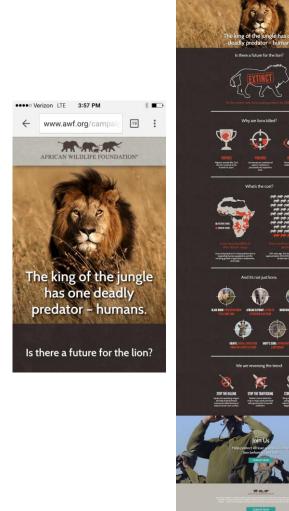
Present and of their inferred this chall this Chap Policy Allances can be of this duct by an addition as the public publi

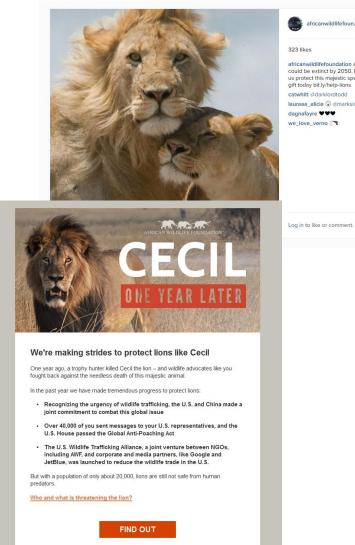
## PHASE III: THE EMERGENCY IS OVER

- Thank donors
- Send regular updates
- Leverage the residual hubbub for sustainer gifts to lift long-term retention
- Harken back using relevant themes & stories in upcoming communications
- Segment and message disaster donors appropriately

Revise and refine your response protocol according to what worked and what didn't!

## **POST-CECIL**









#### From the Desk of Robert W. Radtke



#### Thank you. You helped at a critical moment.

Dear Kiesha,

Thank you very much for your donation to help those affected by Hurricane Harvey. I couldn't be more grateful.

Your generous support enabled Episcopal Relief & Development to provide technical support and emergency assistance, as our diocesan partners assess damage and respond to the critical needs of people who lost so much.

Currently, the US Disaster team is communicating with the Episcopal dioceses of Texas, West Texas and Western Louisiana. These local church leaders are in the best

Sanky, before you enjoy our latest issue of Seek & Serve we wanted to express to you our deep appreciation for your support to our disaster efforts in this time of crisis. Your generosity is giving urgent help to the communities and people who need it most in these regions.

Thank you again for putting your faith into action and enjoy your read!



When vulnerable individuals in the dangerous paths of Hurricanes Harvey, Irma and now Maria had to evacuate their homes, when floods and winds devastated communities, you responded swiftly. On behalf of the many people across the Gulf and Caribbean who we have been able to reach, I share my deep gratitude. Your generosity was quickly transformed into practical action and care. Through our local partners, we will help these communities rebuild. And in the coming months I'll share news of their recovery.

In addition to my thanks, I am sending you the newest issue of Seek & Serve, Episcopal Relief & Development's newsletter. We put this issue together before this recent series of disasters, and at the time I was thinking about the abundance of the harvest season. So in this



In Kenya agriculture is the backbone of the economy, and most of the production - about 75 percent - comes from small-scale farms. The nation, however, has faced severe recurring drought and at the same time has undergone rapid population expansion. This has led to a scarcity of both food and paying work.

Homa Bay County is located in the western part of the country, and the area experiences dry spells, poor harvests, high poverty levels, and HIV/AIDs prevalence. Episcopal Relief & Development is partnering with with the Anglican Church of Kenya and its humanitarian arm, Anglican Development Services (ADS-Nvanza), to improve health. agriculture, and income generation among rural families in this region. And for one group of local farmers, the answer has been chickens!

Kaloo Anding'o Group is a community group of 30 farmers, 25 of whom are women. The group members were initially trained in poultry production management as well as the construction of poultry houses and other facets of poultry farming. They also took part in the purchasing of new chickens, which provided a choice stock of fast growing poultry with very good potential for weight gain and egg production. Several volunteers were trained as Trainers of Trainees, who could then offer support to the rest of the group as well as other nearby farmers

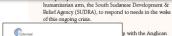
With help from ADS-Nyanza and the County Government the group was awarded a 528-egg capacity incubator, with a standby generator. This greatly increased the group's productivity and earnings. The incubator hatches roughly 400 chicks each cycle, and the group earns an average of 410 USD per hatching,

Beatrice is one of the group's farmers, and she admits she was skeptical at the start of the project. "I have unsuccessfully tried poultry production over the years and am sure of failing because of diseases," she said. Like many of the farmers, Beatrice started off with only a couple of chickens, but she now has 250 - proof positive that enhanced capacity and management pays great dividends

Beatrice sold 200 chickens in early 2017, earning a good income of roughly 140 USD. The money has enabled her to enroll her two children in high school.

Members of Kaloo Anding'o Group are passionate about learning and practicing their new skills. Beatrice's skepticism has been replaced by confidence and appreciation. Now, when she looks at the dirt where her chickens roam, she thinks, "Gold is in the dust!"





th Sudan, Episcopa ritical food to 20,000 State. This partnership fleeing violence due hanging weather od shortages by v crops. Local diocesan and other supplies such ughly 6,000 women,

10,000 children, 3,000 of the elderly, and 1,000 people with disabilities.

The widespread hunger and malnutrition further complicate access to education and exacerbates gender justice issues. Young children, particularly boys, are recruited to join rebels and government forces, and as a result, 51 percent of children are not attending school. And according to SUDRA, women and girls traveling long distances in search of food for their families are vulnerable

Please pray for families and communities impacted by famine and political unrest in South Sudan.

#### CHRISTMAS



What will you give? A goat, a cow, or a flock of chickens, to help families feed themselves and increase their income . . . A share of a village well, to provide a community with access to clean water . . . Mosquito nets and training, to drastically reduce the risk of malaria and save children's lives. And much more!

With each gift you purchase, you'll receive a free printed card or e-card announcing that you've made a generous gift in honor of a loved one - and you'll be able to spread the word via Facebook and Twitter.

Celebrate the birth of Jesus and his hope for the world by supporting Gifts for Life this Christmas season

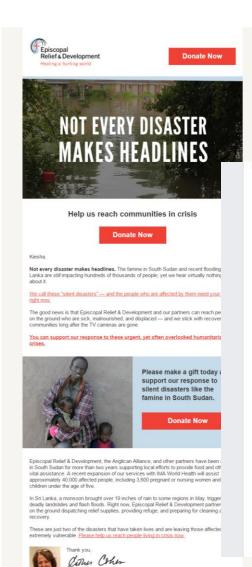
To learn more about how you can support Gifts for Life. visit www.episcopalrelief.org/gifts

815 SECOND AVENUE, NEW YORK, NY 10017 • 1.855.312.HEAL (4325) FOLLOW US ON: DONATE: EPISCOPALRELIEF.ORGIDONATE

is truly a gift that keeps on giving.

and disease around the world. Supporting Gifts for Life

is a joyous way to make a deep and lasting impact. This





Esther Cohen Chief Operating Officer Episcopal Relief & Development

# RAPID RESPONSE CHECKLIST

Ongoing	Listen / monitor Creative toolkit (templates) Streamline internal production process for rapid response
Preparation	Notify decision-makers Get creative & production teams ready Depending on resources, start drafting
<b>Decision-making</b>	Do we take action? What is our position? Internal response / talking points
Plan of action	What is the call to action? What channels are appropriate? Produce content
Launch	All systems a go
Ongoing	Monitor situation for follow-ups

# Thank You!

# Icole@sankyinc.com



we help you make our world better