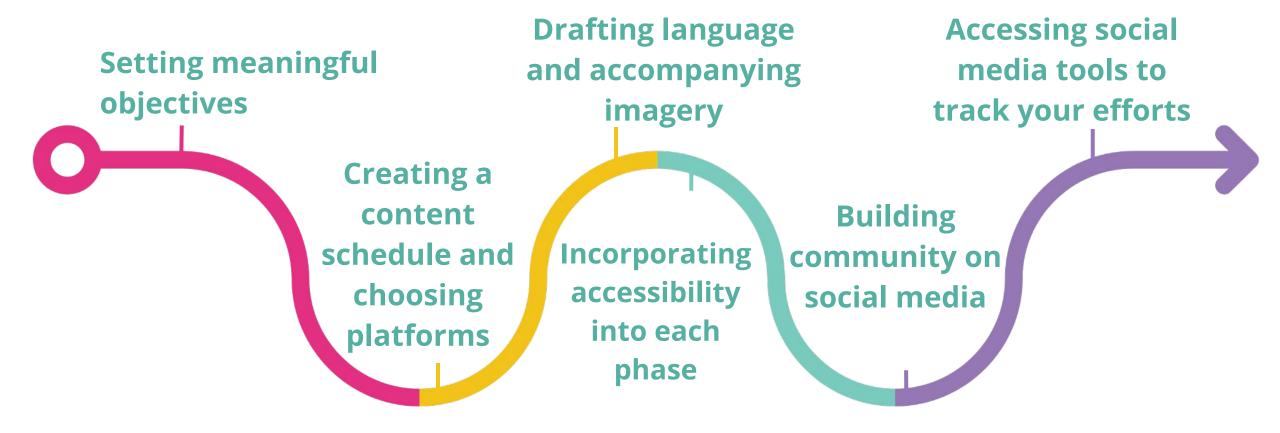


#### Roadmap





#### **Quick Definitions**

Goal: high-level **points of progress**, usually aligned to your organization's mission

Objectives: **measurable, concrete actions** working to help you achieve your goal

Tactics: **high-impact activities** to reach objectives



bit.ly/3JUfKwG



#### **Quick Definitions**

A communications strategy maps your outcomes and helps you identify multiple communication channels for achieving your goals.

**Social strategy** helps you develop objectives and tactics relevant to social media spaces. This strategy is one part of your overall communications strategy.

Definitions created from notes after attending an <u>18</u> <u>Million Rising</u> webinar

Are your objectives connected to your organization goals or tied to the issues you're addressing?

Are your objectives supported by what you have tried in the past?

Do your objectives take into account your audience?

Are your objectives achievable within a set timeframe?





#### Goals for your social media strategy

What's the purpose of social media for our organization?

What does social media do for our organization?

What value does our social media deliver to our audience?

#### **Examples**

- Growing your audiences,
- Reaching specific audiences
- Increasing engagement
- Building your brand, your visibility, your tone
- Cultivating trust with and in your community





**Goal** is to recognize environmental education leadership

**Objective**: Motivate people to promote the 2023 EE 30 Under 30 Call for Nominations by March 29

**Audience**: People linked to broader inclusion-forward networks involved in the field of EE and with connections to our target nomination demographic

**Tactics**: Newsletters, email, social media, videos featuring alumni



How do we define community on social media? Three categories:

- Already connected to you (followers)
- Ambassadors
- Issue-adjacent accounts who aren't familiar with you yet (potential followers)





Physiograph infographic from Mindful Messaging

"The more clearly you define your audience, the more strategic you can be about engaging that audience."



#### Roll out lead and team:

Action you want audience to take:

•

#### **Audiences:**

Key Messages: (consider barriers and motivations)

•

#### **Outreach Objectives to be Measured: (examples)**

- # pledge signups (Objective: 2000 number of educators sign up for the pledge)
- Press pickups/ mentions (Objective: At least 2 journalists share the campaign nationally.)
- Outreach efforts to help anaylize efforts: newsletter click throughs, page views, social, etc

Goals

Objectives

**Audiences** 

Start your outreach plan



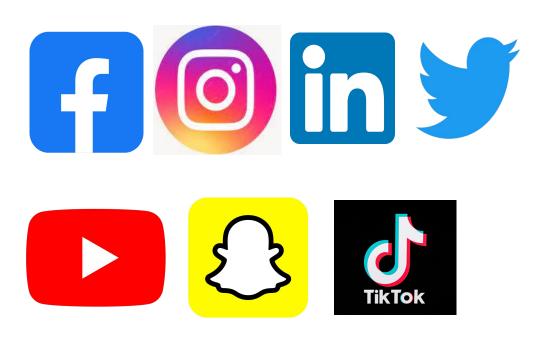


2023 Month		Ma		COMMS IN MARCH	
Goal:					
Week of (Mon. Start)	Mar 6	Mar 13	Mar 20	Mar 27	
Key Dates & Events	Developmental Disability	Awareness Month, Wom			
Program/Project					
Newsletter	March 8 newsletter		March 22 newsletter		eeNEWS (CA)
Conference		Call for Presentations Launch			Updating website (all), building graphics (Sylvia & CA), outreach initiatives (SP & CA)
Webinars	PLT Webinar		eeWEBINAR March 22		Social Media webinar (JC & CA)
Project	Launch	Applicant Webinar	<i>y</i>	Call for Nominations closes	March 1 (SP) Send Press Release March 3 (CA) Launch Social Media Campaign
Reports					Sea Change Report (CA); Advocacy email share (CA)
Holidays	3: World Wildlife Day 8: Holi 11: Solar Appreciation Day	13: Daylight Savings Starts	20/21: Bahai New Year 20: Spring (Vernal) Equinox 21: International Day of Forests 22: World Water Day 23: World Meteorological Day 26: Earth Hour		





March 5	March 6	March 7	March 8	March 9	March 10	March 11
//Post: EE30U30 //	// Post: eeJOBS post //	// Post: EE 30 Under 30 (Shreya) // Post: EE in the Field //	// Post: EE 30 Under 30 (Jack) // Post: eePRO //	// Post: eePRO // Post: Sea Change report //	//Post: EE in the Field // Post: eeWEBINAR // Share: Guidelines for Excellence Workshop //	
March 12	March 13	March 14	March 15	March 16	March 17	March 18
// Post: Input on CCE Guidelines //	// Post: Ed Week article // Post: CFP Launch // Post: Advocacy Group //	// Post: 12PM eeWEBINAR // Post: EE30U30 (Harrison) //	// Post: CEE-Change Launch // Post: eePRO // Post/Reel: EE30U30 (Hazel)	// Post: 6 AM Pro Picks // Post: 1 PM Conf CFP //	// Post: 8AM // Post: 11 AM //	
March 19	March 20	March 21	March 22	March 23	March 24	March 25
	// Post: Outside for 5 launch // Post: EE in the Field //	// Post: EE in the Field // Post & Story: eeWEBINAR //	// Post: Conf CFP Tips // Post: Pro Picks // Post: eeWEBINAR //	// Post: eePRO // Post: CEE-Change //	// Post: EE in the Field //	
March 26	March 27	March 28	March 29	March 30	March 31	April 1
	// Post: eePRO // Post: Outside for 5 //	// Post: EE in the Field // Post: CEE-Change //	// Post: EE30U30 (Last day) // Post: eePRO //	// Post: Conf CFP // Post: EE in the Field //	// Post: eePRO //	
April 2	April 3	April 4	April 5	April 6	April 7	April 8
	// Post: EE in the Field //	// Post: 11 AM Conf CFP // Post: eePRO //	// Post: 5 PM Conf Reviewers // Post: E-Book Intro & Chapter //	// Post: NOAA Launch // Post: Outside for 5 //	// Post: CEE-Change //	
April 9	April 10	April 11	April 12	April 13	April 14	April 15
// Post: Conf Reviewers //	// Post: eePRO //	// Post: NOAA Launch //	// Post: CEE-Change //	// Post: Outside for 5 //	// Post: eePRO //	
April 16	April 17	April 18	April 19	April 20	April 21	April 22
	// Post: NOAA Launch // Post: Earth Week //	// Post: Outside for 5 // Post: Earth Week //	// Post: ESTEM Launch // Post: Earth Week //	// Post: 9 AM Conf Virtual Presentations //	// Post: Earth Week //	



- ☐ Where do I have the largest community?
- ☐ Where do I see the most engagement?
- ☐ Where do I know I want to be more present, I just haven't done it yet?





Platform	Suggests recommended times	Allows scheduling	Editing after Post (text only)
Facebook	Yes	Yes	Yes
Instagram	Yes (in Meta, not in IG)	Yes (in Meta, not in lG)	Yes
LinkedIn	No	YES	Yes
Twitter	No	Yes (Single tweets, not threads)	No





# When should you post?

**Social Media Posting** 

Tuesday: 2am, 4am, and 9am EST

Thursday: 10 AM - 2 PM, 6 - 7 PM

Monday through Friday, 9 a.m.-4 p.m.

9:00 AM to 6:00 PM during weekdays

8AM-12PM PST, or else 4-5PM PST

It. just. depends.



# Post at the most popular times

Behaviors tend to average out:



# Post when it makes sense for *you*.

Does your community have patterns?

- Scrolling in the early morning?
- Engaging and following up on content around lunch?
- Prepping for week over the weekend?

**Examine your own data!** 

Still want an answer? 11 AM-2 PM in your timezone of choice.

Highly competitive but also high activity from the average user.





- Get attention & build excitement
- Problem-solving
- Specific tone (curious, whimsical, intense)
- Images vs videos vs link previews

- Storytelling
- Resource, funding, or opportunity
- Change in usual tone
- Sequential posts
- Collaborations or partner tags

- Standout (fun facts, quotes, personality!)
- Last push
- Succinct logistics
- Sequential posts
- Calls to respond, questions, surveys







# Get attention & build excitement

- \* Big, bold event theme
- \* Simple and easy to remember image
- \* Pinned post, which has consistent exposure \*Highest volume of likes and comments in 12 months

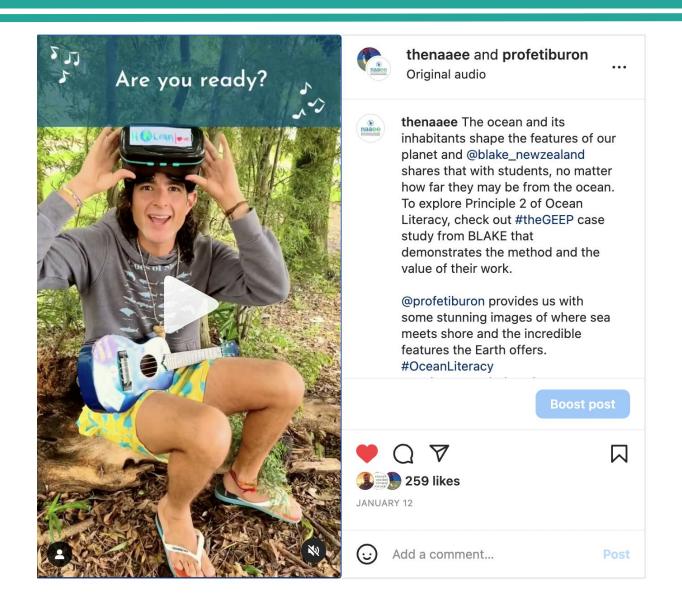




Problem solving

\* "Learn to take care of oneself, others and the planet"





# Collaborations or partner tags

- \* Co-posted with an EE 30 Under 30 alumnus on IG
- \* Twice the reach
- \* Three times the engagement
- \* Great for both of us!





#### naaee

North American Association for Environmental Education - NAAEE

February 1 · 🚱

"He just wanted to be outside because it made him feel good, even if he didn't understand why." Nelson Holland was immediately at home in nature when he first came to Colorado, yet as a fat, Black man, the sense of belonging took more time. Meet Nelson and learn how he found his joyful place in nature and inspired others while doing it. #RepresentationMatters #BlackInNationalParks #BlackInNature https://coloradosun.com/.../nelson-holland-outdoors.../



Storytelling

\* Meet Nelson Holland

\* Article featuring Nelson's journey and growth

\* Over 130 reactions on Facebook

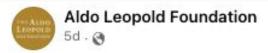
COLORADOSUN.COM

"Fat, Black and Gettin It": The unexpected influence of Colorado's outdoor TikTok star Nelson Holland

**ee360+** 



...



Join us for a presentation by Robin Wall Kimmerer, author of Braiding Sweetgrass, tonight at 7 PM CT!

Everyone who registers is entered in a drawing to win a SIGNED copy of the book. You can register for the free virtual event at

https://www.crowdcast.io/c/leopoldweek23 \*\* \*\*



Last push: Urgency, ease

- \* Last minute reminder of event
- \* Video invitation
- \* Incentive to attend
- \* Easy link access





Standout: Quote, stats, fun facts, personality!

- \* National Park Service is renowned for its humorous yet educational posts
- \* 34% of consumers follow their favorite brands on social to see the brand's personality.

Sprout Social 2023 Trends Report





Liked by loreeser and 331,355 others



#### Tip #1: Hashtag capitalization

#### "CamelCase"

- Default capitalization for Facebook, Instagram, LinkedIn, and Twitter prompts
- Example: #blackinnpsweek vs. #BlackInNPsWeek

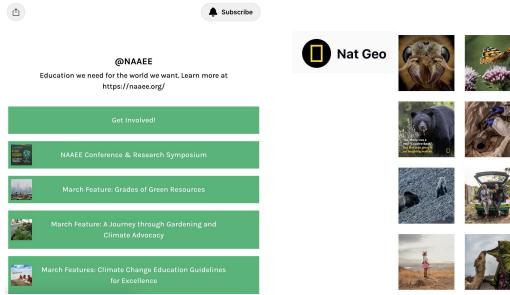


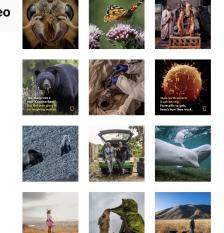
#### Tip #2: URLs and bio links

Solution 1: Add content to your website

Solution 2: Easy to find URL such as bit.ly/MoreThanALike2023

Solution 3: Link in Bio tool







## Incorporating accessibility into each phase

#### Copy

- Language choice
  - <u>Tip #6 Digital DEI</u>
     <u>Communications</u>
- Plain language
  - Hemingway App

#### **Images**

- Image descriptions
  - "How to Write an Image
     Description" tutorial

#### **Images (contd)**

- Contrast
  - Web AIM Contrast Checker, High Color Contrast
- Image choice
  - <u>Tip #4 Digital DEI</u>
     <u>Communications</u>

#### Videos and audio

- Captions
  - Otter Ai, Kapwing





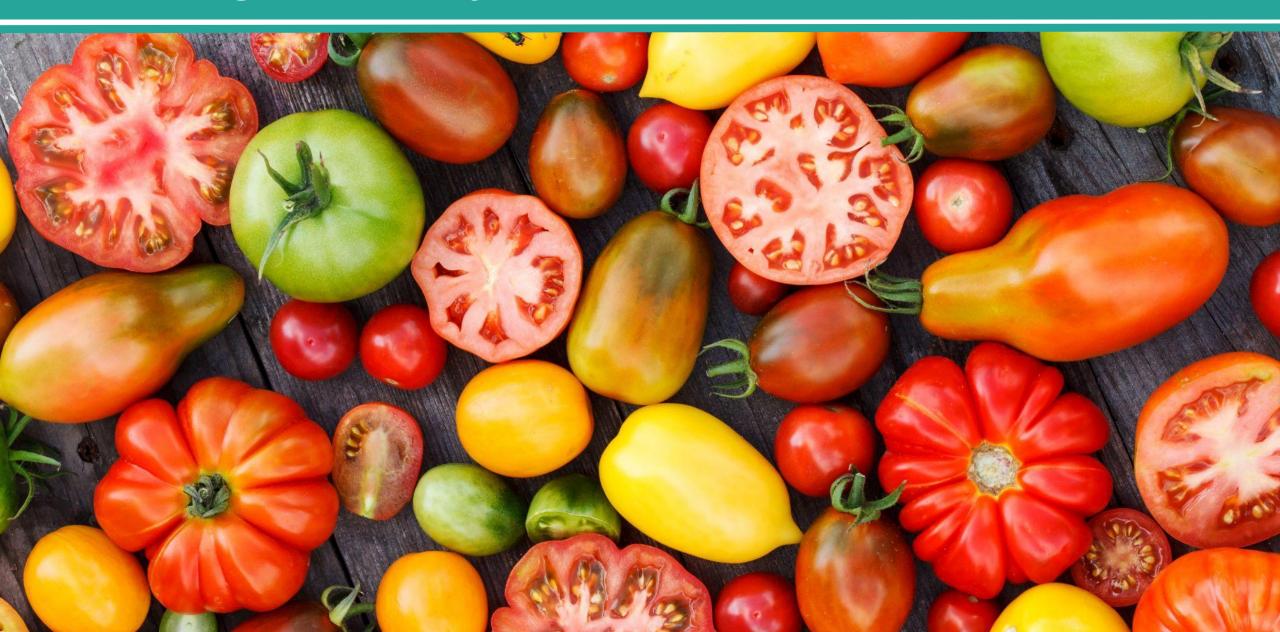
ough a forest. N/A  Environmenta educators collaborating		N/A	forest, outdoors, sunlight	Credit attribution not required for this file	N/A	Social media, websites	Link to main website
educators							
Leadership Workshop. ting at a Photo credit: Team	t:	Leadership 3 Workshop	leadership, project title, group, people, outdoors, collaboration		Link to folder	Social media and websites specifically related to the Leadership Workshop	Link to Leadership Workshop webpage
	ing at a Photo credi	ing at a Photo credit:	ing at a Photo credit: Leadership	ing at a Photo credit: Leadership outdoors,	ing at a Photo credit: Leadership outdoors,	ing at a Photo credit: Leadership outdoors,	ing at a Photo credit: Leadership outdoors, Leadership

#### What to consider when creating an image library:

- Adhere to copyright and terms of use
- Respect attribution and include instructions for photo credits
- Keep a running document of photo assets
- Keep documentation of photos requiring release forms



# **Building community on social media**



## **Building community on social media**



Reach Impressions How many users are being shown your post?

Engagement Likes/Loves/Etc. Replies/Comments Engagement Rate How many ways are users engaging with your post? What is the "quality" of your post?

Engagement rate = engagements ÷
 impressions

Share/Repost Retweet/Quote Add to Stories How are people expanding your reach by advocating for your post via shares?

• 90% of people trust their friends and family's input over other sources.

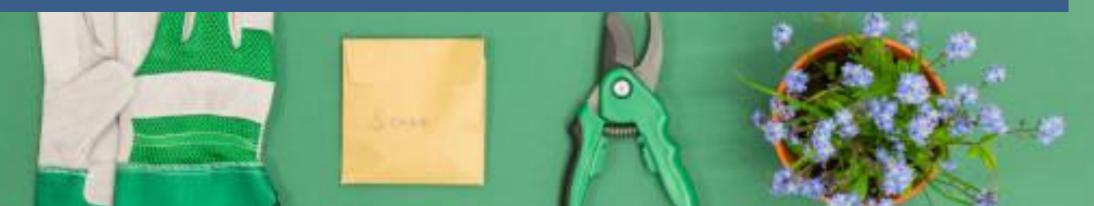








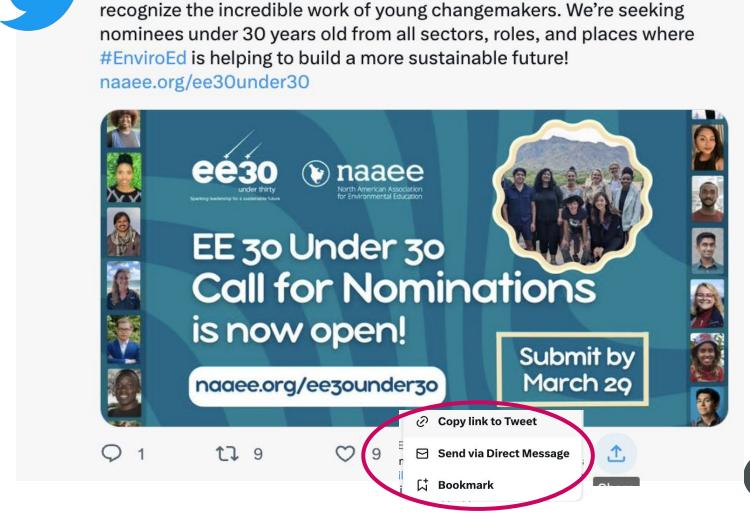
performance?



- A. Use interface reporting
- B. Create your own analysis
- C. Use a third party tool







Today begins the search for @TheNAAEE 2023 #EE30U30! Help us

NAAEE \* @ TheNAAEE · Feb 7

# Option A: Use interface reporting







closes at 8 PM MST on December 4th! fundables.app/auction/id/cbe... twitter.com/CBEENetwork/st...



# Option A: Use interface

reporting

Export data to get additional metrics like "detail expands" and new "follows"









# Option B: Create your own analysis

A Soram Most as an	Pletrorm	Date	Tine	Copies see	Reach	Reactions	Comments	Shares	Link Clicks Manuelles	the Total
eePRO	Facebook	Jan 3, 2023	14:02	[Copy]	398	21	2	4	9	36





#### Day of Week or Time of Day

PLATFORM =	DAY =	TIME =	MESSAGE =	REACH =	ENG =	ENG. RATE =
FACEBOOK	Thursday	4:25:00 PM	Extra! Extra! The #NAAE	950	22	2.32%
INSTAGRAM	Thursday	4:25:00 PM	Extra! Extra! The #NAAE	490	149	30.41%
LINKEDIN	Thursday	6:45:00 PM	Extra! Extra! The #NAAE	417	21	5.04%
TWITTER	Thursday	4:25:00 PM	Extra! Extra! The #NAAE	753	49	6.51%
INSTAGRAM	Wednesday	5:01:00 PM	Educating for Change	314	80	25.48%
TWITTER	Thursday	8:00:00 AM	Call for Proposals! 🌭 Join t	2,042	62	3.04%
FACEBOOK	Thursday	8:00:00 AM	Call for Proposals! 🌭 Join th	1,358	30	2.21%
LINKEDIN	Thursday	8:00:00 AM	Call for Proposals! Join the	291	15	5.15%
TWITTER	Friday	5:18:00 PM	#NAAEE2022 Proposal Rev	165	6	3.64%
FACEBOOK	Friday	5:18:00 PM	#NAAEE2022 Proposal Rev	107	2	1.87%
LINKEDIN	Friday	5:18:00 PM	#NAAEE2022 Proposal Rev	417	16	3.84%
TWITTER	Tuesday	3:55:00 PM	#NAAEE2022 is seeking all	2,111	47	2.23%
LINKEDIN	Tuesday	3:55:00 PM	NAAEE is seeking all types	352	26	7.39%
FACEBOOK	Tuesday	3:55:00 PM	North American Association	212	25	11.79%
INSTAGRAM	Tuesday	3:55:00 PM	Seeking all types of environ	430	126	29.30%
TWITTER	Tuesday	6:10:00 PM	Scholars and students, we e	130	0	0.00%
FACEBOOK	Tuesday	6:10:00 PM	Scholars and students, we e	486	12	2.47%
FACEBOOK	Thursday	4:01:00 PM	Passionate members of the	471	11	2.34%
INSTAGRAM	Thursday	5:05:00 PM	Passionate members of the	238	35	14.71%
TWITTER	Thursday	4:01:00 PM	Passionate members of the	521	26	4.99%
LINKEDIN	Thursday	4:01:00 PM	Passionate members of the	351	26	7.41%
TWITTER	Tuesday	6:25:00 PM	Do you dream of being knov	203	16	7.88%

# Option B: Create your own analysis



#### Follower Growth

DATE =	Facebook =	Instagram =	LinkedIn =	Twitter =
1/1/2022	15,898	3,195	5,981	6,788
2/1/2022	18,565	3,253	6,130	6,834
3/1/2022	18,612	3,287	6,267	6,868
4/1/2022	18,717	3,345	6,423	6,922
5/1/2022	18,881	3,430	6,611	6,962
6/1/2022	18,965	3,461	6,774	6,998
7/1/2022	19,017	3,527	6,922	7,044
8/1/2022	19,123	3,604	7,114	7,100
9/1/2022	19,446	3,831	7,383	7,206
10/1/2022	19,801	3,904	7,556	7,267
11/1/2022	20,018	4,042	7,791	7,318
12/1/2022	20,053	4,109	7,929	7,201
1/1/2023	20,094	4,129	8,121	7,209
2/1/2023	20,395	4,201	8,304	7,217
3/1/2023	19,486	4,306	8,535	7,235

# Option B **Bonus**:

Create your own analysis







Month over Month percentage change

DATE =	Facebook =	Instagram =	LinkedIn \Xi	Twitter \Xi
1/1/2022	0.37%	1.17%	2.57%	0.85%
2/1/2022	14.36%	1.81%	2.43%	0.68%
3/1/2022	0.25%	1.03%	2.18%	0.49%
4/1/2022	0.56%	1.72%	2.43%	0.78%
5/1/2022	0.87%	2.47%	2.84%	0.57%
6/1/2022	0.44%	0.91%	2.42%	0.52%
7/1/2022	0.27%	1.86%	2.14%	0.66%
8/1/2022	0.56%	2.13%	2.70%	0.78%
9/1/2022	1.66%	5.93%	3.64%	1.47%
10/1/2022	1.79%	1.88%	2.29%	0.84%
11/1/2022	1.08%	3.41%	3.02%	0.69%
12/1/2022	0.17%	1.62%	1.74%	-1.62%
1/1/2023	0.20%	0.49%	2.37%	0.11%
2/1/2023	1.48%	1.72%	2.20%	0.11%
3/1/2023	-4.67%	2.44%	2.70%	0.25%

# Option B **Bonus**:

Follower analysis

#### Benefits:



- One tool for scheduling posts
- Recommendations based on your traffic
- Automated reporting (\*think End of Year reports)
- Quick insights to trend shifts and top performers

#### **Examples:**













### How should your next steps be informed by your data?

- ☐ Are your efforts having the desired impact? (I.e. Objective)
  - Which posts *are* having the intended effect?
    - → What did these posts include?
      - Images vs Videos vs Link Previews
      - Collaborations or partner tags
      - Storytelling
      - Calls to respond, questions, surveys
      - Resource, opportunity, funding
      - Sequential posts
      - or other content variables!





#### **RESOURCES**

#### **Communications Strategy**

#### **Worksheet: Goals and Objectives -**

https://docs.google.com/document/d/1AMzKkPX7VkH6-WZAzYEv6L24-XKAw\_OFACPDyWG8YaA/edit

#### Mindful Messaging -

https://mindfulmessaging.spitfirestrategies.com/#tab4

### Image sources

#### **Image Assets Template -**

https://docs.google.com/spreadsheets/d/1DMD3uJC1-Wppj\_B\_af T5lzn-q1jrlyFT\_Z8xptcu-3s/edit

# **Children and Nature Network Collection by NappyStock -**

https://nappy.co/collection/Children-in-Nature

EDUImages by All4Ed - <a href="https://images.all4ed.org/">https://images.all4ed.org/</a>
Climate Visuals - <a href="https://climatevisuals.org/">https://climatevisuals.org/</a>

#### Link in Bio

#### Blog post with options -

https://bloggingwizard.com/linktree-alternatives/

# Data Tracking

#### Data Analysis template -

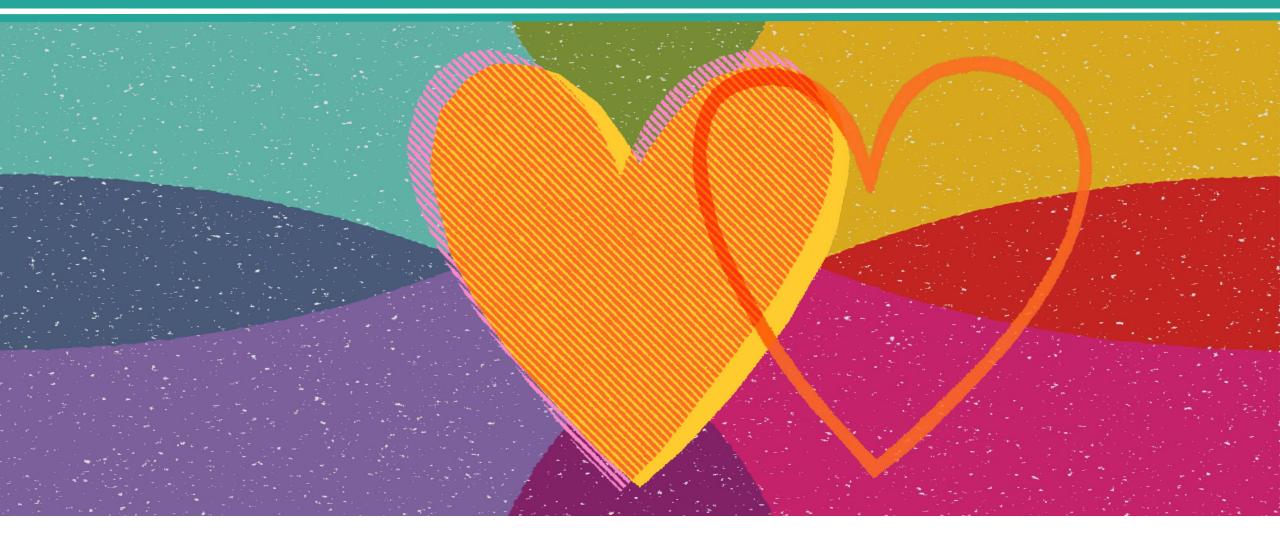
https://docs.google.com/spreadsheets/d/1OBtdRxWURA-z49CdynrWGwraJC2YGDfKkvCpcCOvFjM/edit#gid=889193379

#### Social Follower template -

https://docs.google.com/spreadsheets/d/13fx1WjrRDmntoWJB9gwpB-5fqtt8hquiTJoBwNNbq5w/edit#qid=840601792



# **Q&A from Attendees**







#### Extra tip!

#### "Above the fold" content

- How much of your text can be seen before it's cut off?
- If your post is image-based, can users see the link you're referencing or the heart of your message?
- Pay attention to what can be seen from one platform to another and alter your text as needed.



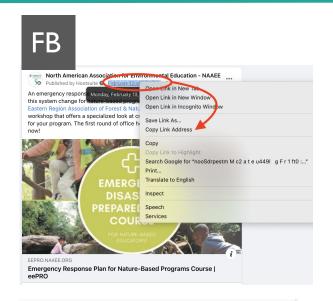
... X

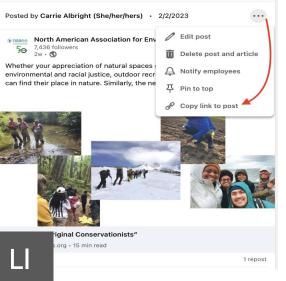
Help us wish our founder Atiya Wells a Happy Birthday!! She leads with such conviction, intentionality, and love. We appreciate her and the work she does to make our collective vision a reality.

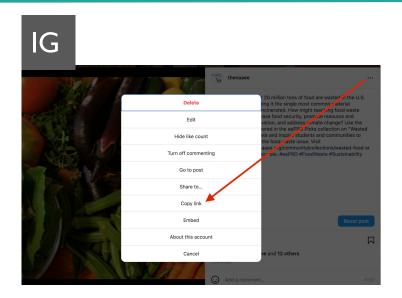
While you're at it, check out her birthday fundraiser.

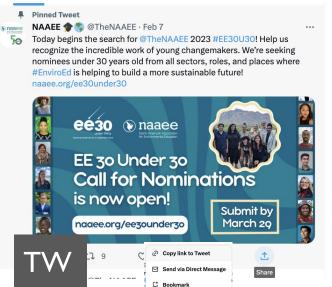
https://backyardbasecamp.networkforgood.com/.../186691...... See more





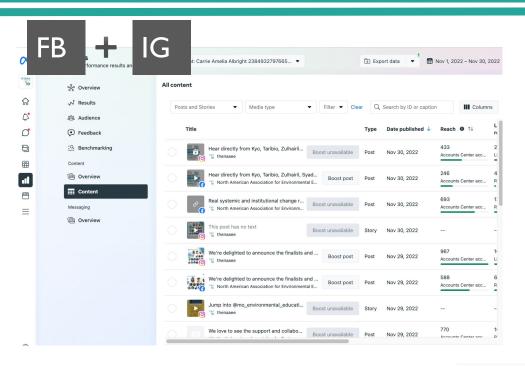






# Option A: Use interface reporting





#### Data:

- Select Placement
   (Filter) and Columns to see performance metrics such as Reach and Likes
- Export data if it's easier!

Option A:
Use interface reporting

