4 AUTOMATION CAMPAIGNS

that you need in your life

Reyna Bovee | Ironwood Venture

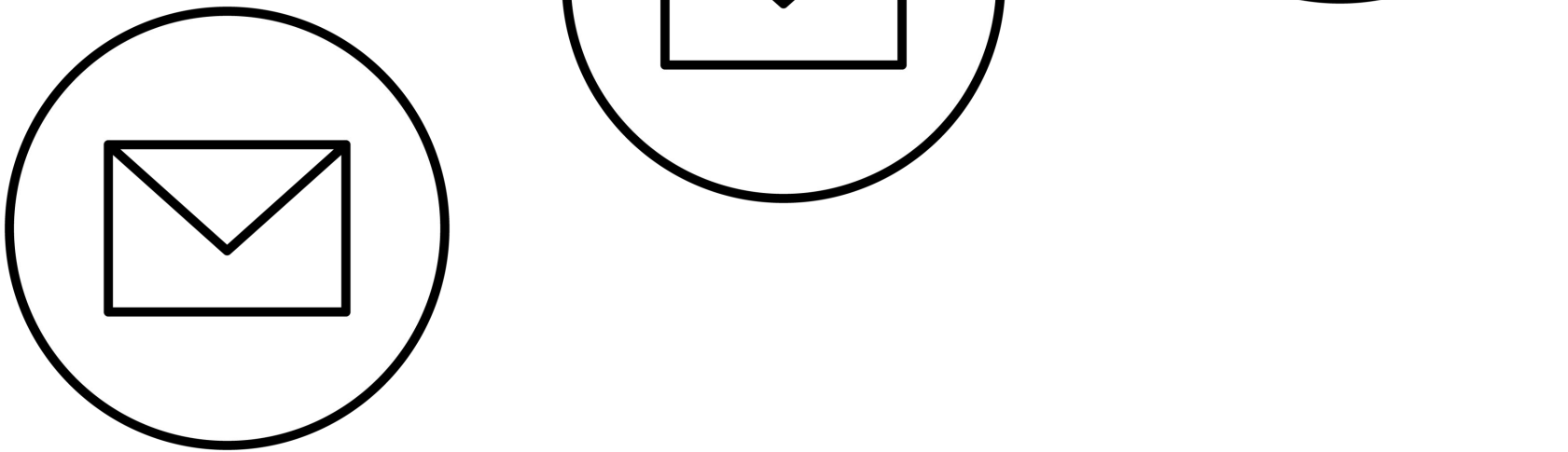
Jeremy Veatch | Ironwood Venture

We make Virtuous Automations easy

IRONWOOD VENTURE

MARKETING AUTOMATION

EMAIL MARKETING



PROCESS AUTOMATION

WE BELIEVE THIS IS THE BIGGEST HOLE IN YOUR ORGANIZATION

IRONWOOD
VENTURE

HOW TO USE THIS WEBINAR

Close out of Virtuous

Take It In

Take Notes on Pro Tips

Re-Watch

IRONWOOD
VENTURE

7 PRO TIPS

5 VIRTUOUS HACKS

LET’S GET DOWN TO BUSINESS

GAME

95% OF CONTACTS ARE NOT READY

IRONWOOD PRO TIP

RE-ENGAGE

1

IRONWOOD
VENTURE

WE SEE A 30% CONVERSION

IRONWOOD PRO TIP

WELCOME

2

IRONWOOD
VENTURE

°C
50
40
30
20
10
°F
120
100
80
60

APPRECIATION

3

IRONWOOD
VENTURE

JUBILEE

4

IRONWOOD
VENTURE

HAPPY BIRTHDAY

THE FAB FOUR

ReEngagement

Welcome

Appreciation

Jubilee

IRONWOOD
VENTURE

REENGAGE

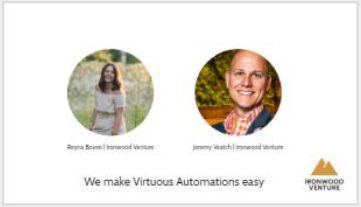
1

IRONWOOD
VENTURE

YOUR WORKFLOW STRATEGY

(even if you're not a marketing person)

1



2

NON PROFIT MARKETING MANAGERS

3

YOUR WORKFLOW STRATEGY

(even if you're not a marketing person)

4

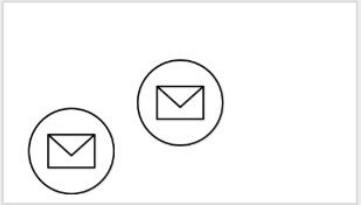
MARKETING AUTOMATION

5

EMAIL MARKETING

6

7



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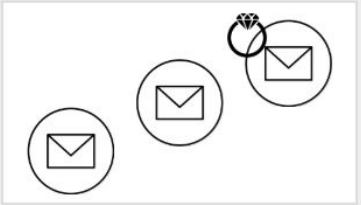


9

LIKE MAGIC

10

WE KNOW YOU'RE WINGING IT

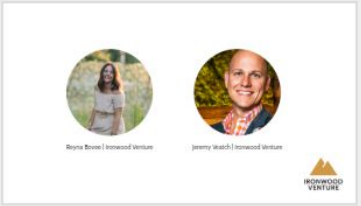
11

WE KNOW THAT YOU STRUGGLE YOUR WAY THROUGH

12

AND WE GET WHY YOU DO IT

13



14

15

Have you successfully launched a Virtuous Workflow Automation?

WHY NOT?

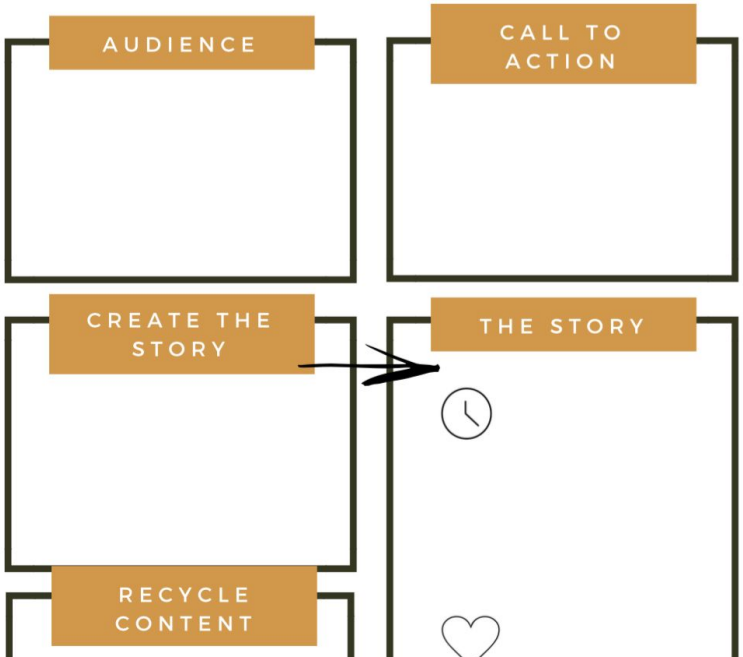
WE WANT TO HELP YOU

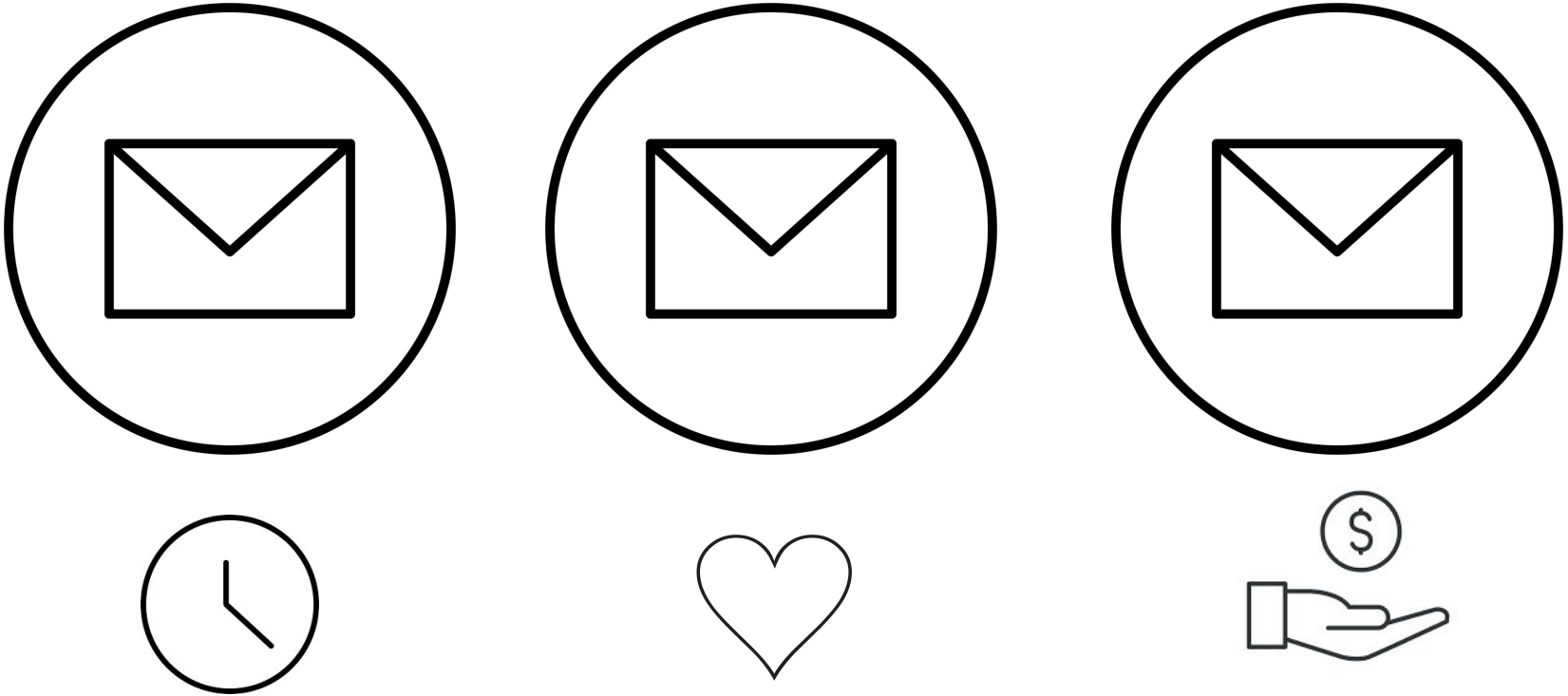
FIND YOUR FORMULA

AND THE HARDEST PART?

Workflow Automation Planner

4 KEY COMPONENTS TO EVERY WELL-RUN AUTOMATION





AUDIENCE:
ONE TIME DONOR

CAUSE:
CLEAN WATER

TIME: FOLLOW JAY'S JOURNEY ON FACEBOOK

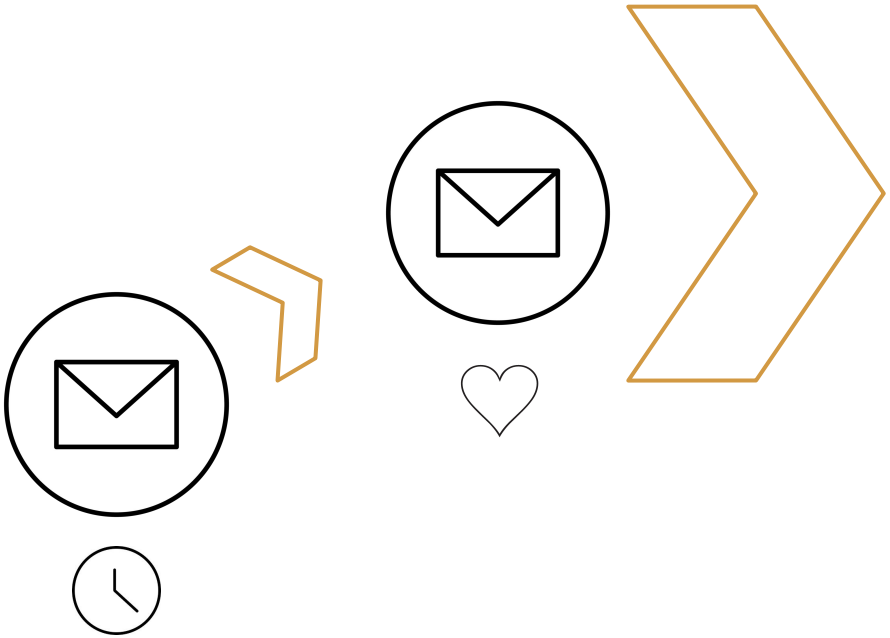
HEART:
SAY THIS PRAYER

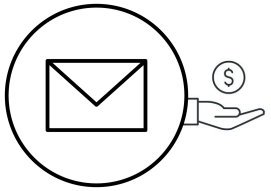
MONEY:

$25

$100

$250





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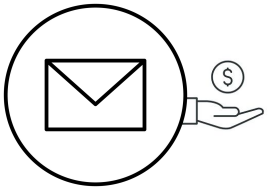

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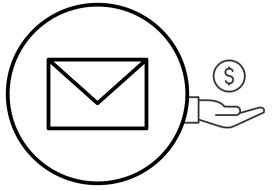


$250

WHAT'S NEXT?

A: Build Queries

B: Build Emails

C: Build A Bear

FIVE EMAILS

EM1: ReEngagement Series (TIME)

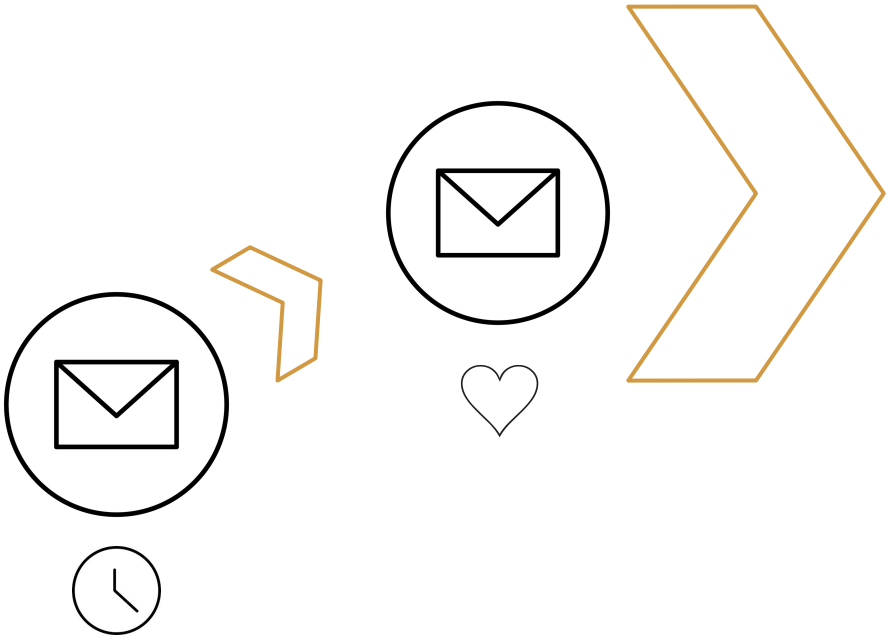
EM2: ReEngagement Series (HEART)

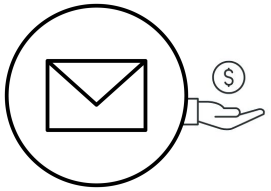
EM3: ReEngagement Series- Ask $25 (MONEY)

EM3: ReEngagement Series- Ask $100 (MONEY)

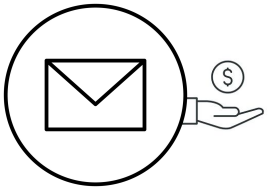
EM3: ReEngagement Series- Ask $250 (MONEY)

IRONWOOD
VENTURE

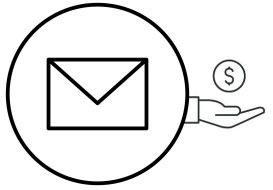




$25



$100



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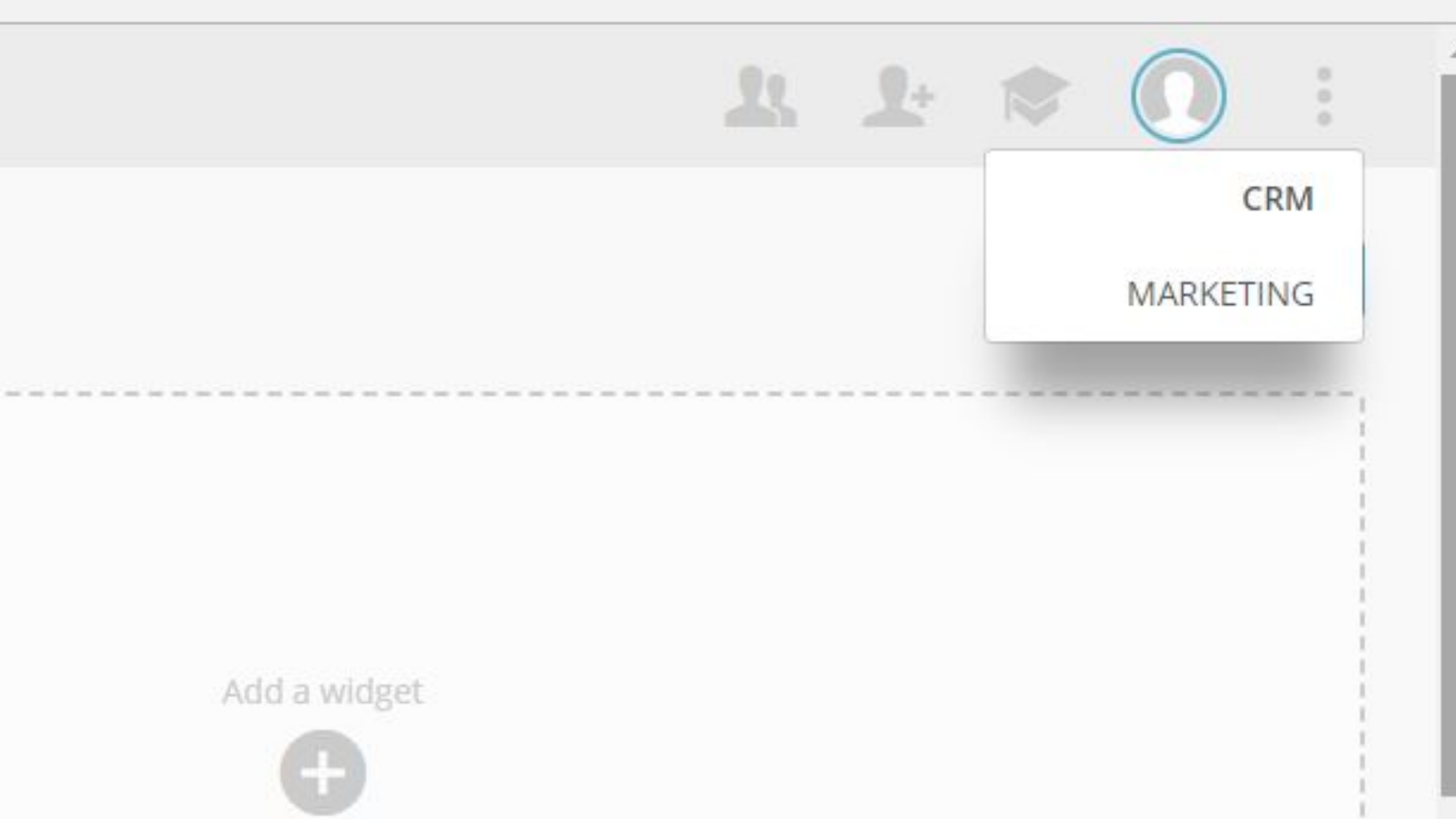

CRM
MARKETING
Add a widget

Search for...

more

Emails

Dashboard / Emails

FILTER

Add a Filter

EMAILS 53

EMAIL

START IN MARKETING
AVOID TOGGLING

IRONWOOD PRO TIP

Search for...

Emails

Dashboard / Emails

EMAILS TEMPLATES

ACTIONS

- CREATE AN EMAIL
- CREATE A TEMPLATE
- VIEW ACTIVITY

FILTER

Add a Filter

EMAILS 53

EMAIL	STATUS	RECIPIENTS	OPEN %	CLICK %	
DONOR LIFECYCLE - NONDONOR #1 Created by: Jeremy Veatch	Workflow Email	0	0%	0%	ACTIONS
DONOR LIFECYCLE - NONDONOR #2 Created by: Jeremy Veatch	Workflow Email	0	0%	0%	ACTIONS
	Workflow Email	0	0%	0%	ACTIONS

https://app.virtuoussoftware.com/Marketing/Email/Editor?isTemplate=True

EMAIL SETUP

Name
EM1: Re-engage Series (TIME)

Type

Subject
EM1

From Name
Reyna & Jeremy from Ironwood Venture

From Email
rbovee@ironwoodventure.com

NAME CONSISTENCY AVOIDS HEADACHES

IRONWOOD PRO TIP

FIVE EMAILS

EM1: ReEngagement Series (TIME)

EM2: ReEngagement Series (HEART)

EM3: ReEngagement Series- Ask $25 (MONEY)

EM3: ReEngagement Series- Ask $100 (MONEY)

EM3: ReEngagement Series- Ask $250 (MONEY)

IRONWOOD
VENTURE

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Donec at urna blandit, venenatis leo luctus, hendrerit felis.

Vestibulum commodo, dolor nec laoreet congue, odio magna tincidunt justo, eu suscipit lacus libero et nulla.

Sed at leo posuere, convallis nulla ut, sagittis urna. Curabitur ac venenatis lectus. Quisque auctor blandit vulputate. Integer id mauris eros. Fusce neque purus, dapibus ac tellus eget, vestibulum ultricies leo. Donec et commodo dolor.

Pellentesque laoreet arcu ac nisi iaculis luctus. In hac habitasse platea dictumst. Sed tortor nibh, maximus rutrum ante maximus, hendrerit pellentesque quam.

Donec efficitur augue molestie turpis sagittis, a molestie ante convallis. Vestibulum tortor arcu, aliquam non aliquet ut, tincidunt a felis. Integer dictum varius lacus.

CONTENT

PREVIEW

SAVE AND CONTINUE EDITING

SAVE AND GO BACK TO ALL EMAILS

SEND TEST EMAIL

PUBLISH

TEXT

DIVIDER

SOCIAL

HTML

https://app.virtuoussoftware.com/Marketing/Email/Editor#

Virtuous CRM - Edit Auto | Virtuous Marketing - Ema | Reyna

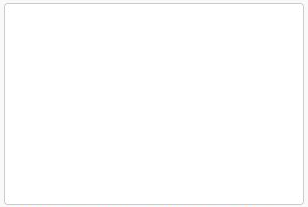
Secure | https://app.virtuoussoftware.com/Marketing/Email

Search for...

AUTOMATION
CAMPAIGNS
EMAIL
SETTINGS
less

Contains re-engagement

Add a Filter

EM3: RE-ENGAGEMENT SERIES - ASK $25 (MONEY) Created by: Automation Team	Draft	0	0%	0%	ACTIONS
 EM3: RE-ENGAGEMENT SERIES - ASK $100 (MONEY) Created by: Automation Team	Draft	0	0%	0%	ACTIONS
EM3: RE-ENGAGEMENT SERIES - ASK $250 (MONEY) Created by: Automation Team	Draft	0	0%	0%	ACTIONS

ENG 12:33 PM 6/12/2018

Virtuous CRM - Edit Auto | Virtuous Marketing - Ema | Reyna

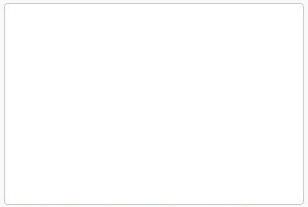
Secure | https://app.virtuoussoftware.com/Marketing/Email

Search for...

AUTOMATION
CAMPAIGNS
EMAIL
SETTINGS
less

Contains re-engagement

Add a Filter

EM3: RE-ENGAGEMENT SERIES - ASK $25 (MONEY) Created by: Automation Team	Draft	0	0%	0%	ACTIONS
 EM3: RE-ENGAGEMENT SERIES - ASK $100 (MONEY) Created by: Automation Team	Draft	0	0%	0%	ACTIONS
EM3: RE-ENGAGEMENT SERIES - ASK $250 (MONEY) Created by: Automation Team	Draft	0	0%	0%	ACTIONS

DOWNLOAD HTML
COPY
DELETE

https://app.virtuoussoftware.com/Marketing/Email#

ENG 12:33 PM 6/12/2018

FIVE EMAILS

EM1: ReEngagement Series (TIME)

EM2: ReEngagement Series (HEART)

EM3: ReEngagement Series- Ask $25 (MONEY)

EM3: ReEngagement Series- Ask $100 (MONEY)

EM3: ReEngagement Series- Ask $250 (MONEY)

IRONWOOD
VENTURE

CREATE THESE TAGS

TWO TAGS

ReEngagement Series > Automation Trigger

ReEngagement Series > Ask > Automation Trigger

IRONWOOD
VENTURE

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Virtuous Settings & Configuration

Dashboard / Configuration

TEAM | DATA CUSTOMIZATION | DATA MANAGEMENT | CONNECTIVITY | ODDS & ENDS

ORGANIZATION
Manage preferences for your organization.
MANAGE ORGANIZATION

TEAM MEMBERS
Invite and manage team members for your organization.
MANAGE TEAM

PERMISSIONS
Create and edit permission groups and permissions to Virtuous modules.
MANAGE PERMISSIONS

ORGANIZATION GROUPS
Create and edit organization groups which can be used to assign users and contacts to.
MANAGE ORGANIZATION GROUPS

VIRTUOUS
Ironwood Sample

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Virtuous Settings & Configuration

Dashboard / Configuration

TEAM | DATA CUSTOMIZATION | DATA MANAGEMENT | CONNECTIVITY | ODDS & ENDS

GIFT TRANSACTIONS
View and bundle pending gift transactions that have come in from any of our donation integrations such as iDonate and Giving Fuel.
MANAGE GIFT TRANSACTIONS

TAGS
Create and manage tags to categorizing givers' communication preferences, passions, talents, groups or your organization's prospect pipeline.
MANAGE TAGS

PREMIUMS
Create and edit premiums and products available to your givers.
MANAGE PREMIUMS

VIRTUOUS
Ironwood Sample

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Virtuous Settings & Configuration

Dashboard / Configuration

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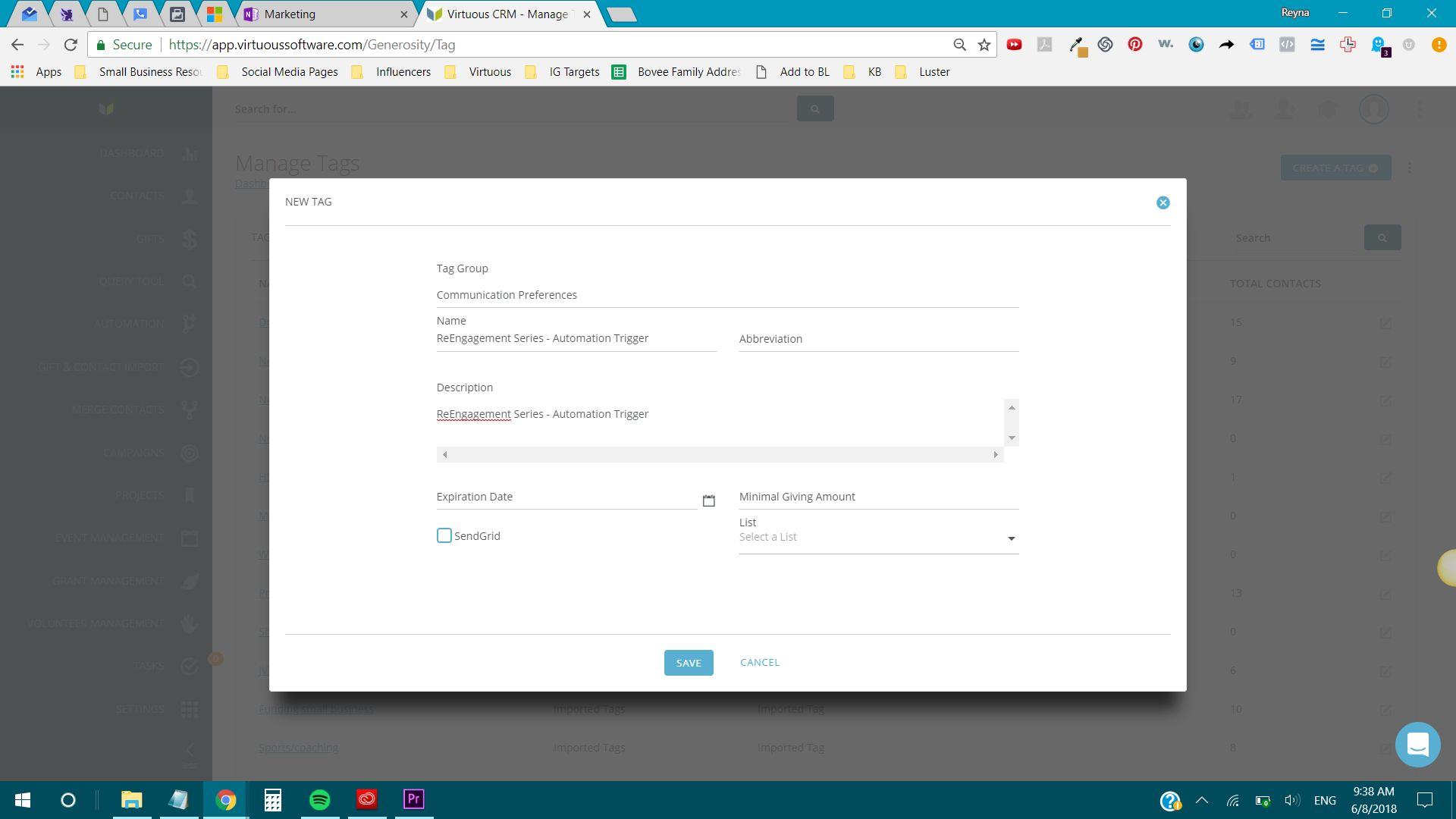
MANAGE PREMIUMS

VIRTUOUS
Ironwood Sample


Marketing
Virtuous CRM - Manage
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Tag
Apps
Small Business Reso
Social Media Pages
Influencers
Virtuous
IG Targets
Bovee Family Addres
Add to BL
KB
Luster
Search for...
Manage Tags
CREATE A TAG
NEW TAG
Tag Group
Communication Preferences
Name
ReEngagement Series - Automation Trigger
Abbreviation
Description
ReEngagement Series - Automation Trigger
Expiration Date
Minimal Giving Amount
SendGrid
List
Select a List
SAVE
CANCEL
Search
TOTAL CONTACTS
Imported Tags
Imported Tag
ENG
9:38 AM
6/8/2018

TWO TAGS

ReEngagement Series > Automation Trigger

ReEngagement Series > Ask > Automation Trigger

IRONWOOD
VENTURE

BUILD YOUR QUERIES

AUDIENCE:
ONE TIME DONOR

FOUR QUERIES

FOUR QUERIES

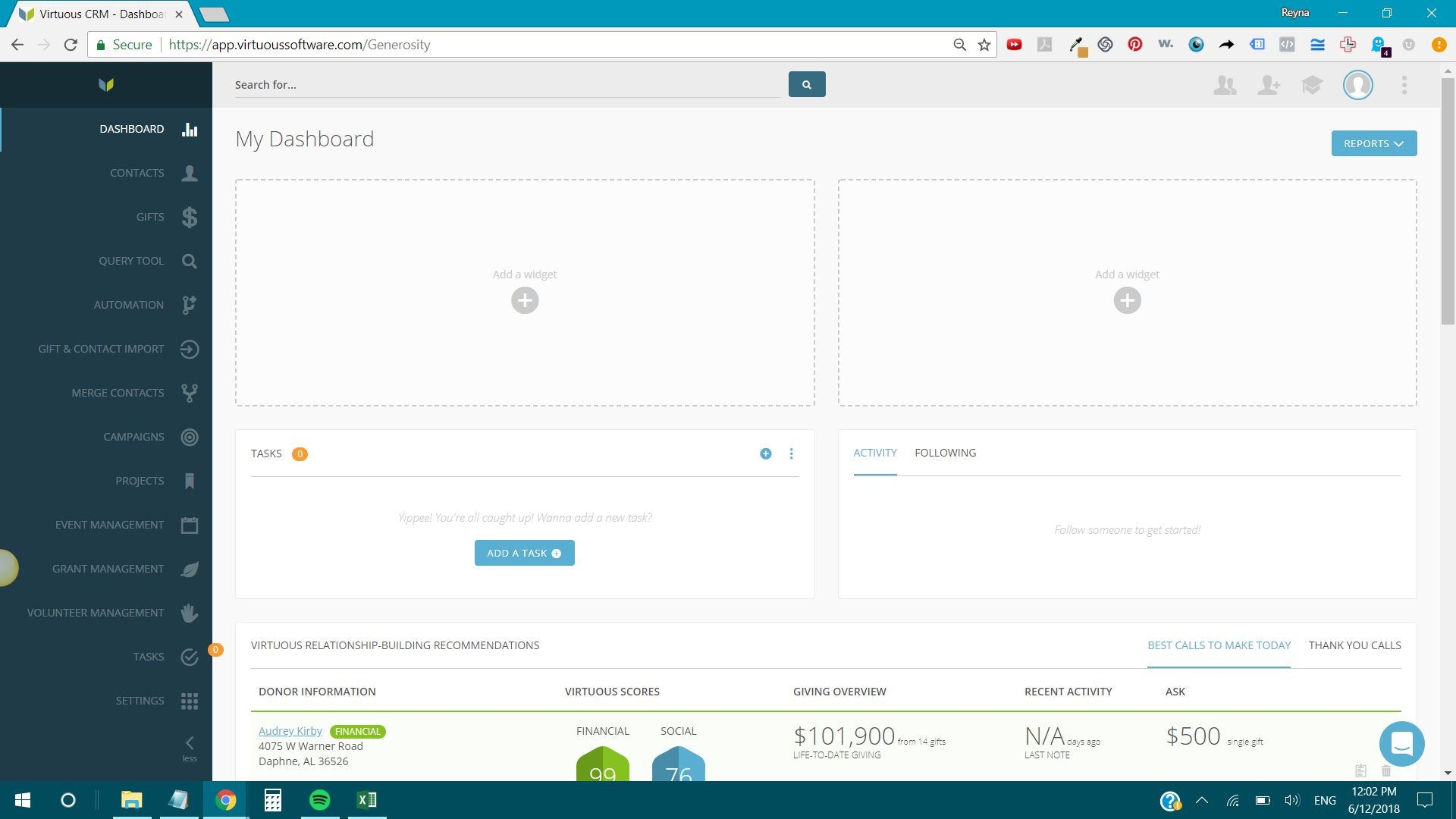
ReEngagement Series > Automation Trigger

ReEngagement Series > Ask $25 > Automation Trigger

ReEngagement Series > Ask $100 > Automation Trigger

ReEngagement Series > Ask $250 > Automation Trigger

IRONWOOD
VENTURE


Virtuous CRM - Dashboa
Reyna
Secure | https://app.virtuoussoftware.com/Generosity
Search for...
DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less
My Dashboard
REPORTS
Add a widget
Add a widget
TASKS 0
Yippee! You're all caught up! Wanna add a new task?
ADD A TASK
ACTIVITY
FOLLOWING
Follow someone to get started!
VIRTUOUS RELATIONSHIP-BUILDING RECOMMENDATIONS
BEST CALLS TO MAKE TODAY
THANK YOU CALLS
DONOR INFORMATION
VIRTUOUS SCORES
GIVING OVERVIEW
RECENT ACTIVITY
ASK
Audrey Kirby FINANCIAL
4075 W Warner Road
Daphne, AL 36526
FINANCIAL
SOCIAL
99
76
$101,900 from 14 gifts
LIFE-TO-DATE GIVING
N/A days ago
LAST NOTE
$500 single gift
ENG
12:02 PM
6/12/2018

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Query Tool

Dashboard / Query Tool

BUILD A NEW QUERY

Query Name

ReEngagement Series - Automation Trigger

What kind of data are you looking for?

Contact

NEXT >

MY QUERIES | TEAM QUERIES | BEST PRACTICES | RECENT | ALL

Search

Queue 1 / Existing / -$500 / Call / East
Contact | automation@virtuoussoftware.com

Queue 1 / Existing / -$500 / Call / West / Call
Contact | automation@virtuoussoftware.com

ReEngagement Series - Automation Trigger
Contact | automation@virtuoussoftware.com

Second-Time Donation Ask Query
Contact | automation@virtuoussoftware.com

SECOND-TIME DONATION ASK $100 Query
Contact | automation@virtuoussoftware.com

SECOND-TIME DONATION ASK $250 Query
Contact | automation@virtuoussoftware.com

Simplified: Queue 1 / Existing / $75 / Call / West
Contact | automation@virtuoussoftware.com

< PREVIOUS 1 NEXT >

VIRTUOUS
Ironwood Sample

Query Tool

Dashboard / Query Tool

BUILD A NEW QUERY

Query Name

ReEngagement Series - Automation Trigger

What kind of data are you looking for?

Contact

NEXT >

MY QUERIES | TEAM QUERIES | BEST PRACTICES

Queue 1 / Existing / -$500 / Call / East
Contact | automation@virtuoussoftware.com

Queue 1 / Existing / -$500 / Call / West / Call
Contact | automation@virtuoussoftware.com

ReEngagement Series - Automation Trigger
Contact | automation@virtuoussoftware.com

Second-Time Donation Ask Query

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Build Query

Dashboard / Query Tool / Build Query

Query Name

ReEngagement Series - Automation Trigger

SAVE

GROUP 1

Life To Date Gift Count | Less Than | 2

AND

OR

SELECT EXPORT FIELDS | EXPORT CSV | EXECUTE

ASK $25

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Query Tool

Dashboard / Query Tool

BUILD A NEW QUERY

Query Name
6/12/2018

What kind of data are you looking for?

Contact

NEXT >

MY QUERIES | TEAM QUERIES | BEST PRACTICES | RECENT | ALL

Search

Queue 1 / Existing / -$500 / Call / East
Contact | automation@virtuoussoftware.com

Queue 1 / Existing / -$500 / Call / West / Call
Contact | automation@virtuoussoftware.com

ReEngagement Series - Automation Trigger
Contact | automation@virtuoussoftware.com

Copy Query

Second-Time Donation Ask Query
Contact | automation@virtuoussoftware.com

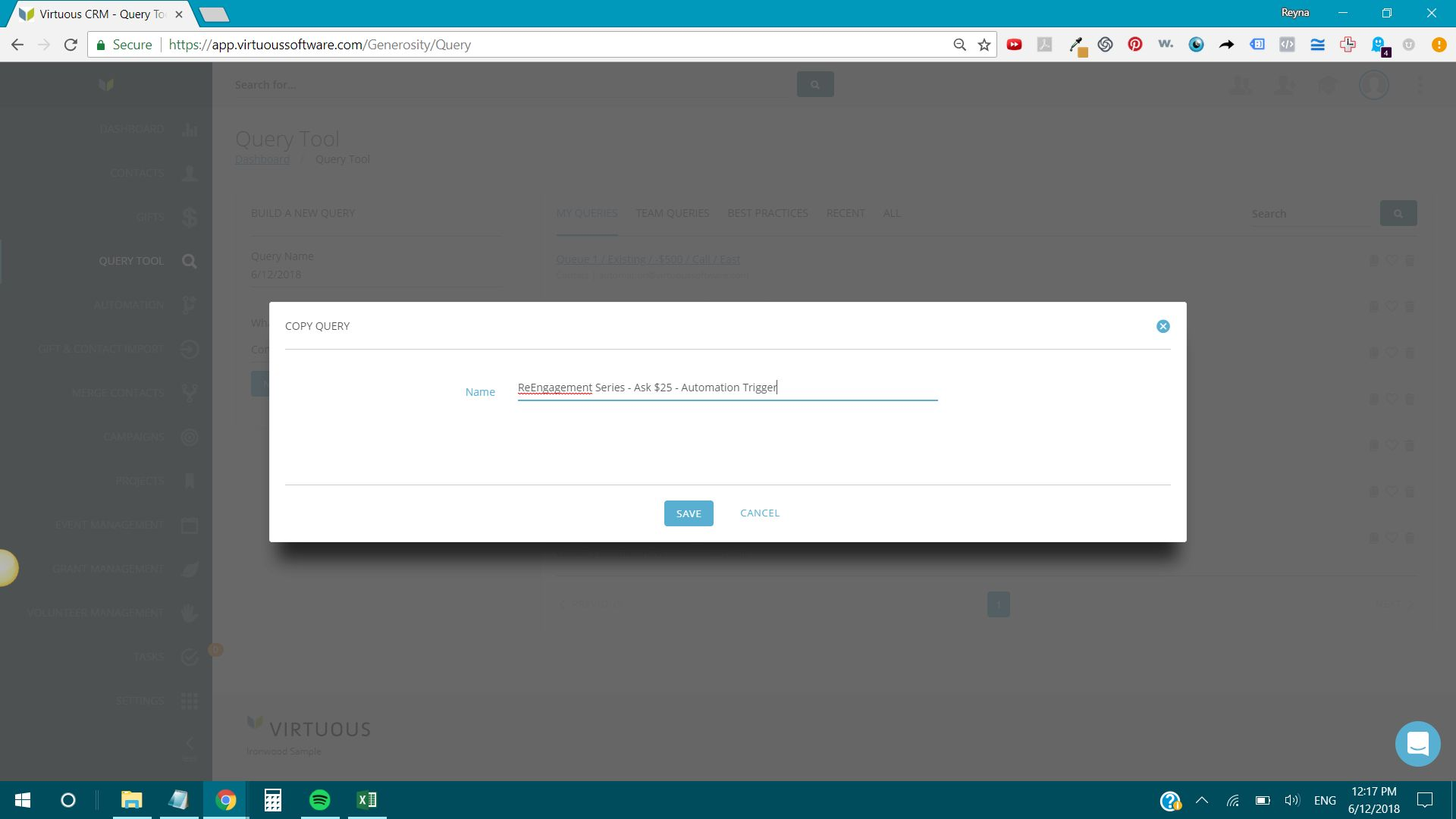
SECOND-TIME DONATION ASK $100 Query
Contact | automation@virtuoussoftware.com

SECOND-TIME DONATION ASK $250 Query
Contact | automation@virtuoussoftware.com

Simplified: Queue 1 / Existing / $75 / Call / West
Contact | automation@virtuoussoftware.com

< PREVIOUS 1 NEXT >

VIRTUOUS
Ironwood Sample


Virtuous CRM - Query To
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Query
Search for...
Query Tool
Dashboard / Query Tool
BUILD A NEW QUERY
MY QUERIES
TEAM QUERIES
BEST PRACTICES
RECENT
ALL
Search
Query Name
6/12/2018
Queue 1 / Existing / -$500 / Call / East
COPY QUERY
Name
ReEngagement Series - Ask $25 - Automation Trigger
SAVE
CANCEL
VIRTUOUS
Ironwood Sample
ENG
12:17 PM
6/12/2018

Virtuous CRM - Build Que

Reyna

Secure | https://app.virtuoussoftware.com/Generosity/Query/Edit/84

Search for...

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Build Query

Dashboard / Query Tool / Build Query

Query Name

ReEngagement Series - Ask $25 - Automation Trigger

SAVE

GROUP 1

Life To Date Gift Count	Greater Than or Equal To	1	AND
Last Gift Amount	Less Than or Equal To	25	AND

OR

SELECT EXPORT FIELDS | EXPORT CSV | EXECUTE

VIRTUOUS

Ironwood Sample

ENG 12:18 PM 6/12/2018

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Build Query

Dashboard / Query Tool / Build Query

Query Name

ReEngagement Series - Ask $25 - Automation Trigger

SAVE

GROUP 1

Life To Date Gift Count	Greater Than or Equal To	1	AND
Last Gift Amount	Less Than or Equal To	25	AND
Tag	Any Is	ReEngagement Series - Ask - Automation Trigger	AND

OR

SELECT EXPORT FIELDS | EXPORT CSV | EXECUTE

ASK $100

DUPLICATE

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS

Query Tool

Dashboard / Query Tool

BUILD A NEW QUERY

Query Name
6/12/2018

What kind of data are you looking for?

Contact

NEXT >

MY QUERIES | TEAM QUERIES | BEST PRACTICES | RECENT | ALL

Search

Queue 1 / Existing / -$500 / Call / East
Contact | automation@virtuoussoftware.com

Queue 1 / Existing / -$500 / Call / West / Call
Contact | automation@virtuoussoftware.com

ReEngagement Series - Ask $25 - Automation Trigger
Contact | automation@virtuoussoftware.com

Copy Query

ReEngagement Series - Automation Trigger
Contact | automation@virtuoussoftware.com

Second-Time Donation Ask Query
Contact | automation@virtuoussoftware.com

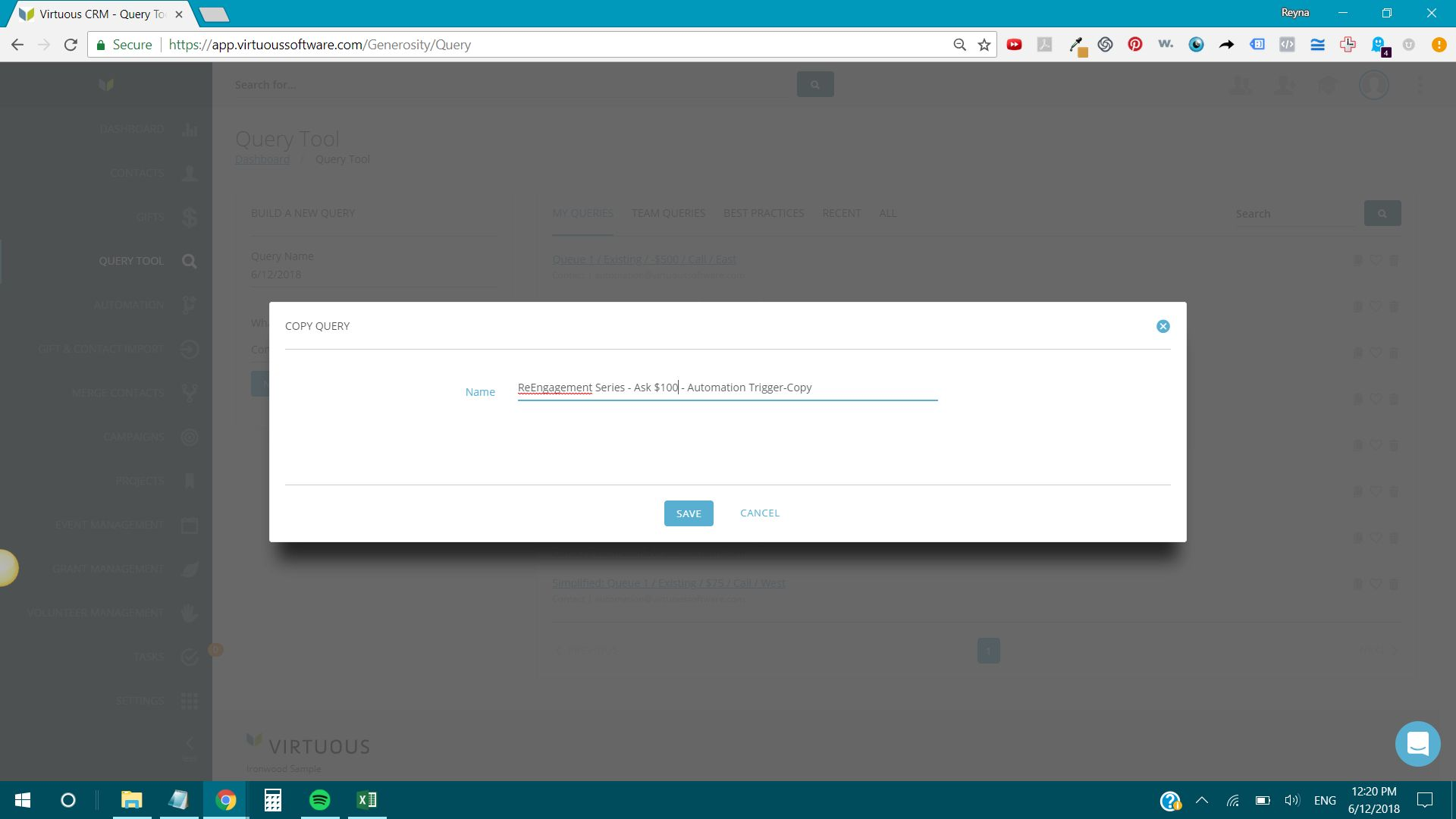
SECOND-TIME DONATION ASK $100 Query
Contact | automation@virtuoussoftware.com

SECOND-TIME DONATION ASK $250 Query
Contact | automation@virtuoussoftware.com

Simplified: Queue 1 / Existing / $75 / Call / West
Contact | automation@virtuoussoftware.com

PREVIOUS 1 NEXT

VIRTUOUS


Virtuous CRM - Query To
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Query
Search for...
Query Tool
Dashboard / Query Tool
BUILD A NEW QUERY
MY QUERIES
TEAM QUERIES
BEST PRACTICES
RECENT
ALL
Search
Query Name
6/12/2018
Queue 1 / Existing / -$500 / Call / East
COPY QUERY
Name
ReEngagement Series - Ask $100 - Automation Trigger-Copy
SAVE
CANCEL
Simplified: Queue 1 / Existing / $75 / Call / West
VIRTUOUS
Ironwood Sample
ENG
12:20 PM
6/12/2018

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less

Build Query

Dashboard / Query Tool / Build Query

Query Name

ReEngagement Series - Ask $100 - Automation Trigger

SAVE

GROUP 1

Life To Date Gift Count	Greater Than or Equal To	1	AND
Last Gift Amount	Greater Than	25	AND
Contact Id	Less Than or Equal To	100	AND
Tag	Any Is	ReEngagement Series - Ask - Automation Trigger	AND

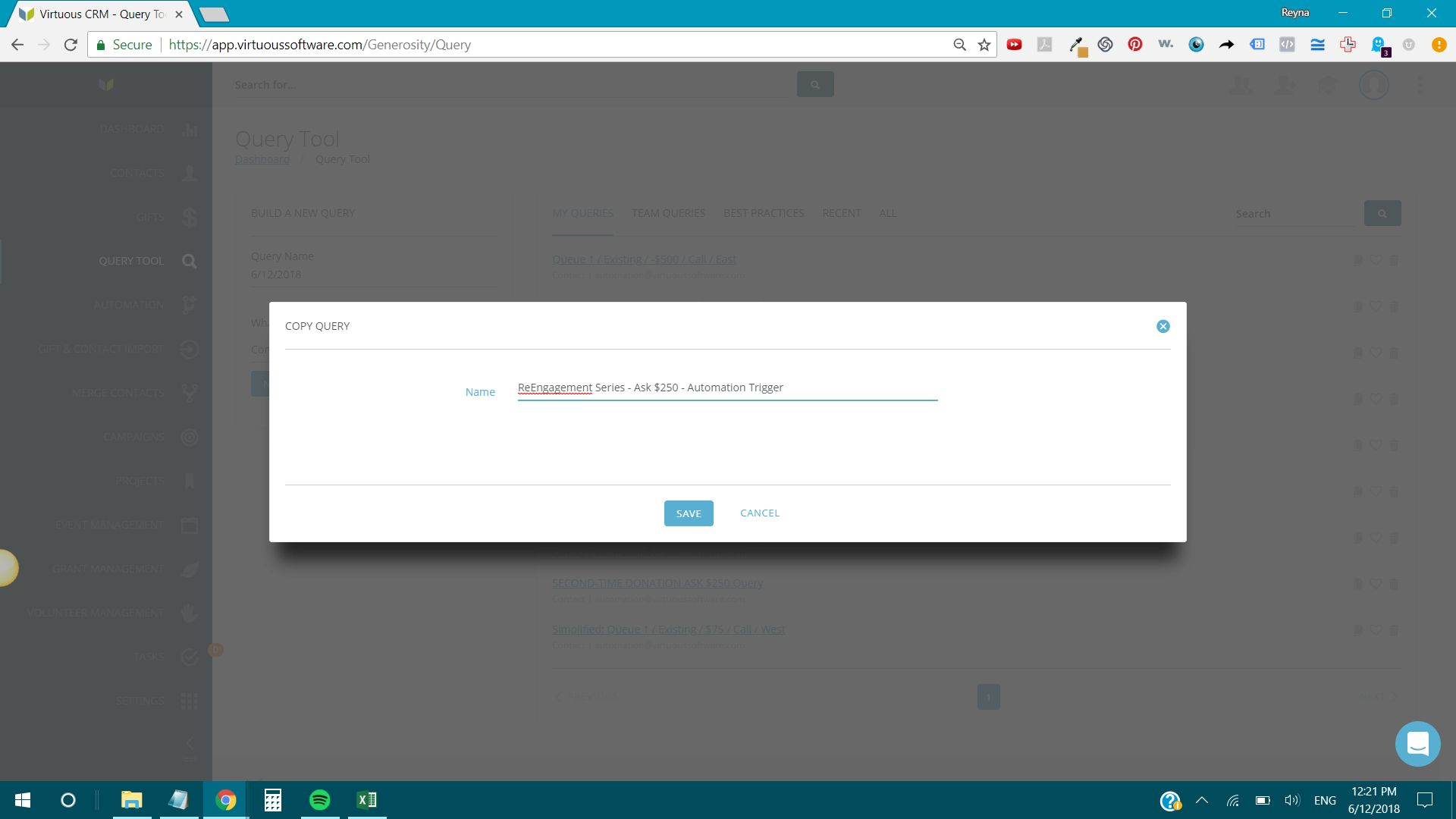
OR

SELECT EXPORT FIELDS | EXPORT CSV | EXECUTE

VIRTUOUS
Ironwood Sample

ASK $250

DUPLICATE


Virtuous CRM - Query To
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Query
Search for...
Query Tool
Dashboard / Query Tool
BUILD A NEW QUERY
MY QUERIES
TEAM QUERIES
BEST PRACTICES
RECENT
ALL
Search
Query Name
6/12/2018
Queue 1 / Existing / -$500 / Call / East
SECOND-TIME DONATION ASK $250 Query
Simplified: Queue 1 / Existing / $75 / Call / West
COPY QUERY
Name
ReEngagement Series - Ask $250 - Automation Trigger
SAVE
CANCEL
ENG
12:21 PM
6/12/2018

Build Query

SUCCESS

The query was updated.

Query Name

ReEngagement Series - Ask $250 - Automation Trigger

SAVE

GROUP 1

Life To Date Gift Count	Greater Than or Equal To	1	AND
Last Gift Amount	Greater Than	100	AND
Contact Id	Less Than or Equal To	250	AND
Tag	Any Is	ReEngagement Series - Ask - Automation Trigger	AND

OR

SELECT EXPORT FIELDS | EXPORT CSV | EXECUTE

FOUR QUERIES

ReEngagement Series > Automation Trigger

ReEngagement Series > Ask $25 > Automation Trigger

ReEngagement Series > Ask $100 > Automation Trigger

ReEngagement Series > Ask $250 > Automation Trigger

IRONWOOD
VENTURE

BUILD THE WORKFLOW

BEFORE BUILDING THE WORKFLOW

GETTING TO LAUNCH

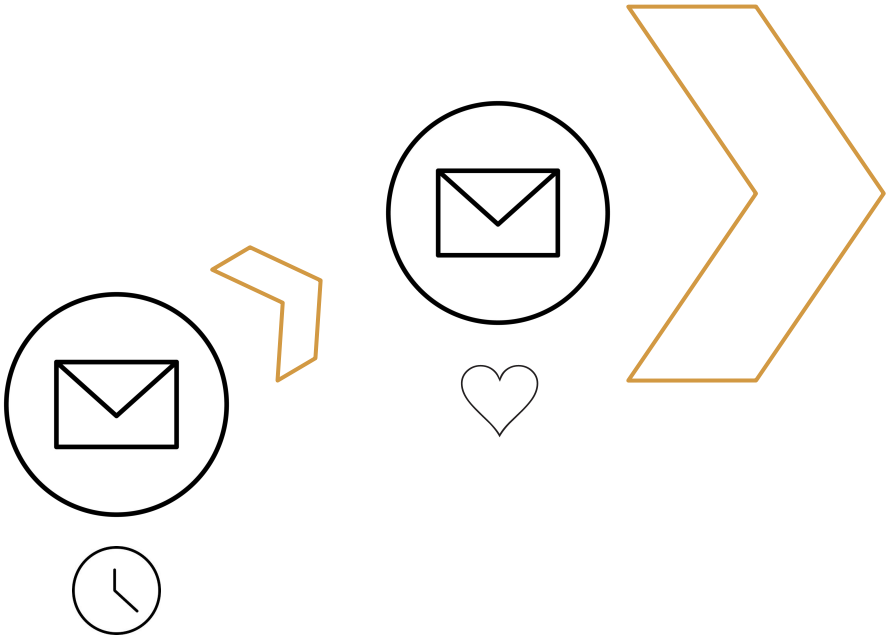
Build Emails

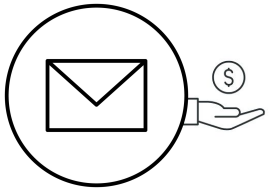
Build Tags

Build Queries

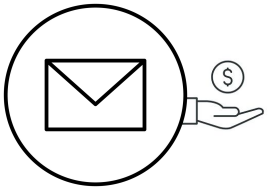
Build Workflows

IRONWOOD
VENTURE

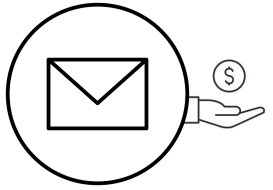




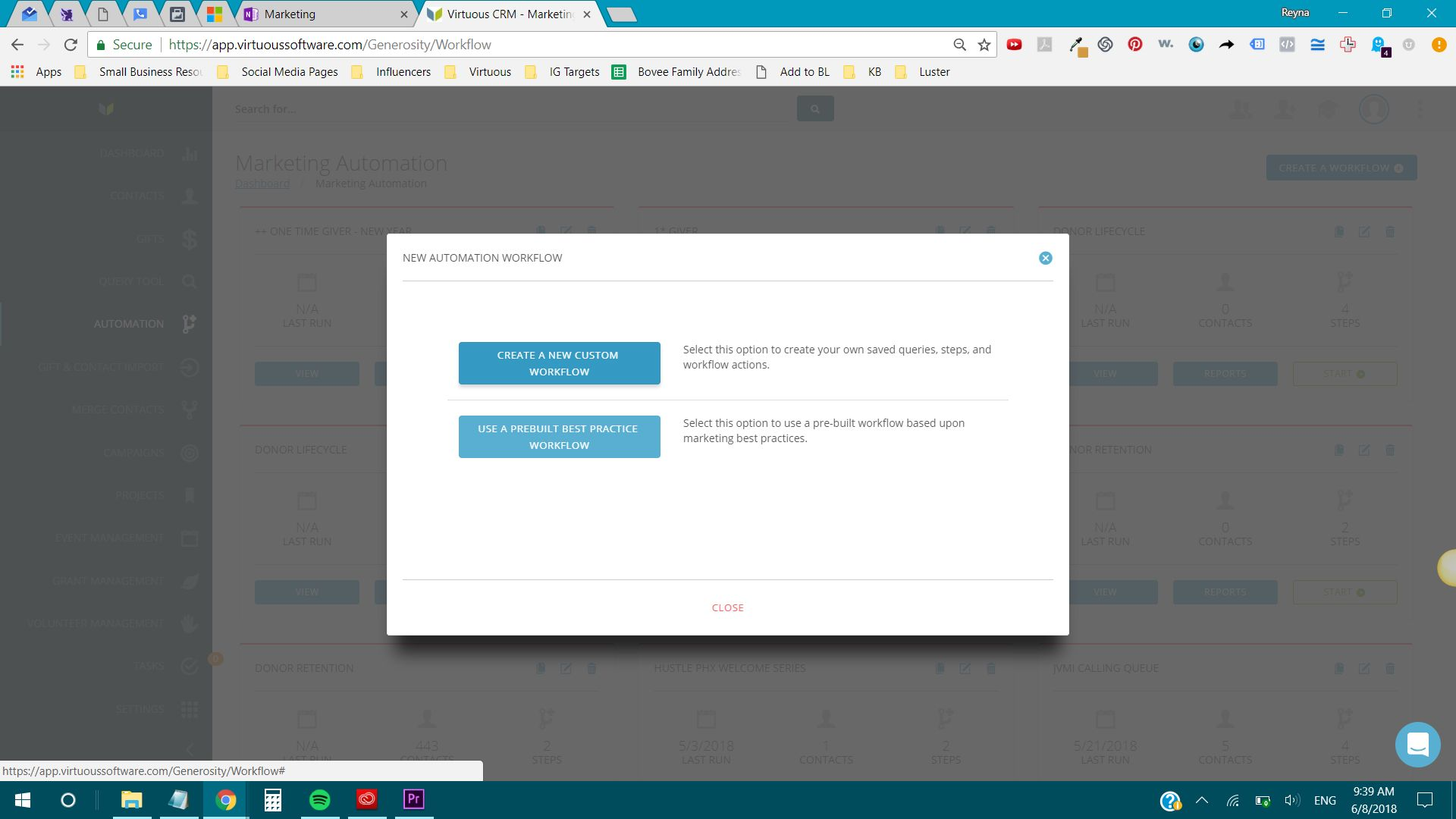
$25

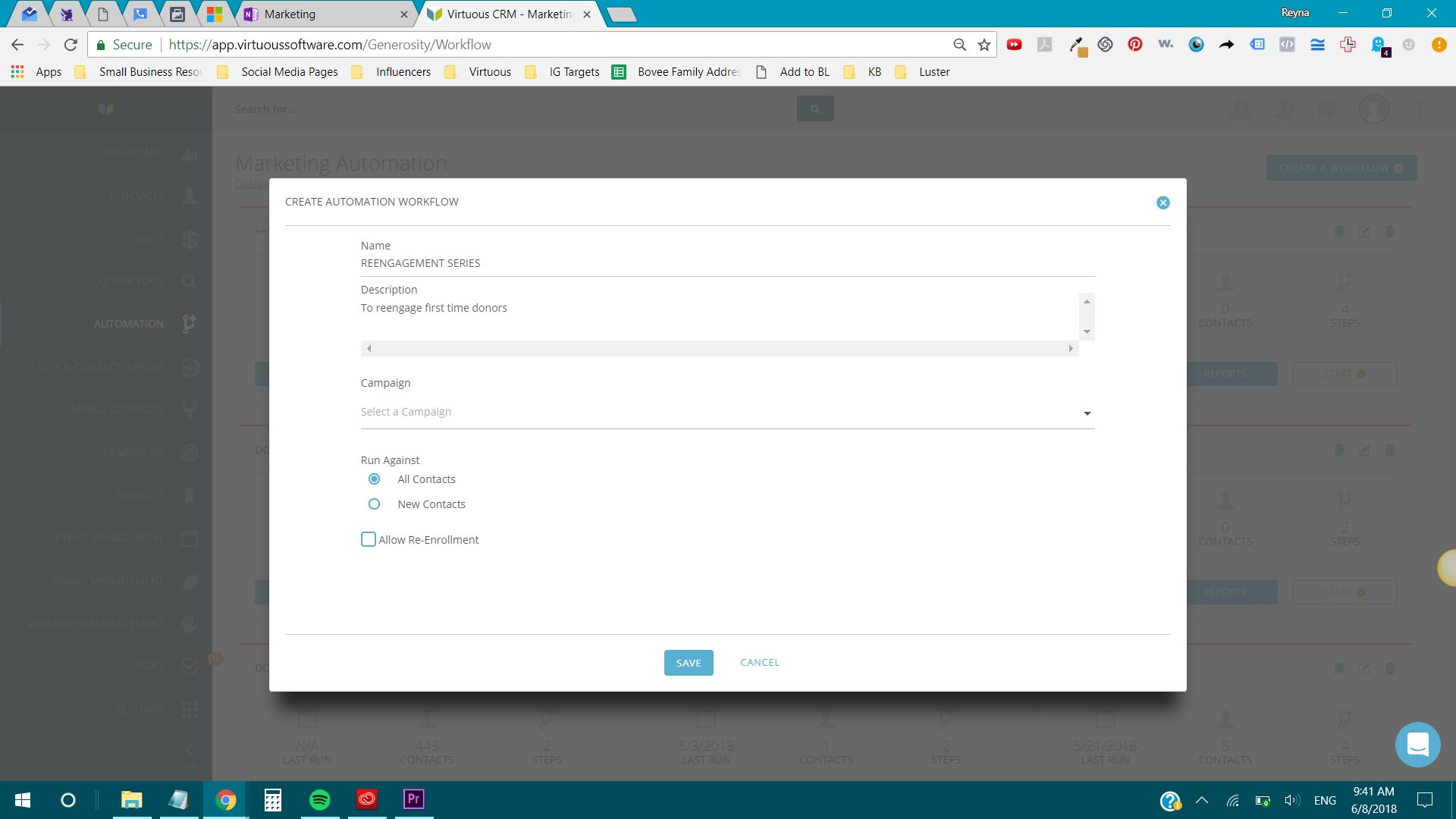


$100



$250


Marketing
Virtuous CRM - Marketing
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow
Apps
Small Business Reso
Social Media Pages
Influencers
Virtuous
IG Targets
Bovee Family Addres
Add to BL
KB
Luster
Search for...
Marketing Automation
Dashboard / Marketing Automation
CREATE A WORKFLOW
NEW AUTOMATION WORKFLOW
CREATE A NEW CUSTOM WORKFLOW
Select this option to create your own saved queries, steps, and workflow actions.
USE A PREBUILT BEST PRACTICE WORKFLOW
Select this option to use a pre-built workflow based upon marketing best practices.
CLOSE
DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
DONOR LIFECYCLE
DONOR RETENTION
HUSTLE PHX WELCOME SERIES
JVMI CALLING QUEUE
https://app.virtuoussoftware.com/Generosity/Workflow#
ENG
9:39 AM
6/8/2018

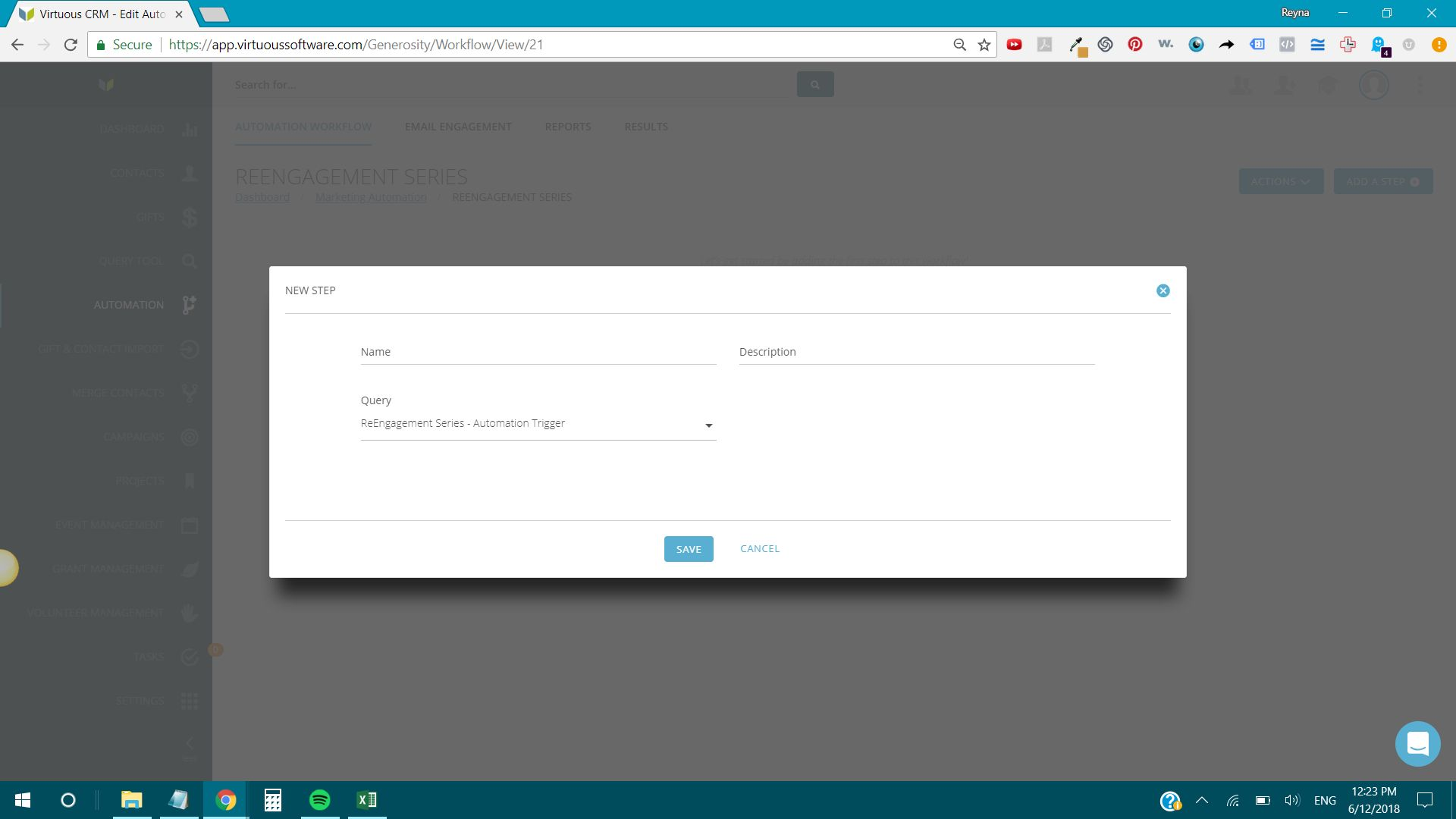

Marketing
Virtuous CRM - Marketing
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow
Apps
Small Business Resou
Social Media Pages
Influencers
Virtuous
IG Targets
Bovee Family Addres
Add to BL
KB
Luster
Search for...
Marketing Automation
CREATE A WORKFLOW
CREATE AUTOMATION WORKFLOW
Name
REENGAGEMENT SERIES
Description
To reengage first time donors
Campaign
Select a Campaign
Run Against
All Contacts
New Contacts
Allow Re-Enrollment
SAVE
CANCEL
ENG
9:41 AM
6/8/2018

REENGAGEMENT SERIES

ACTIONS | ADD A STEP

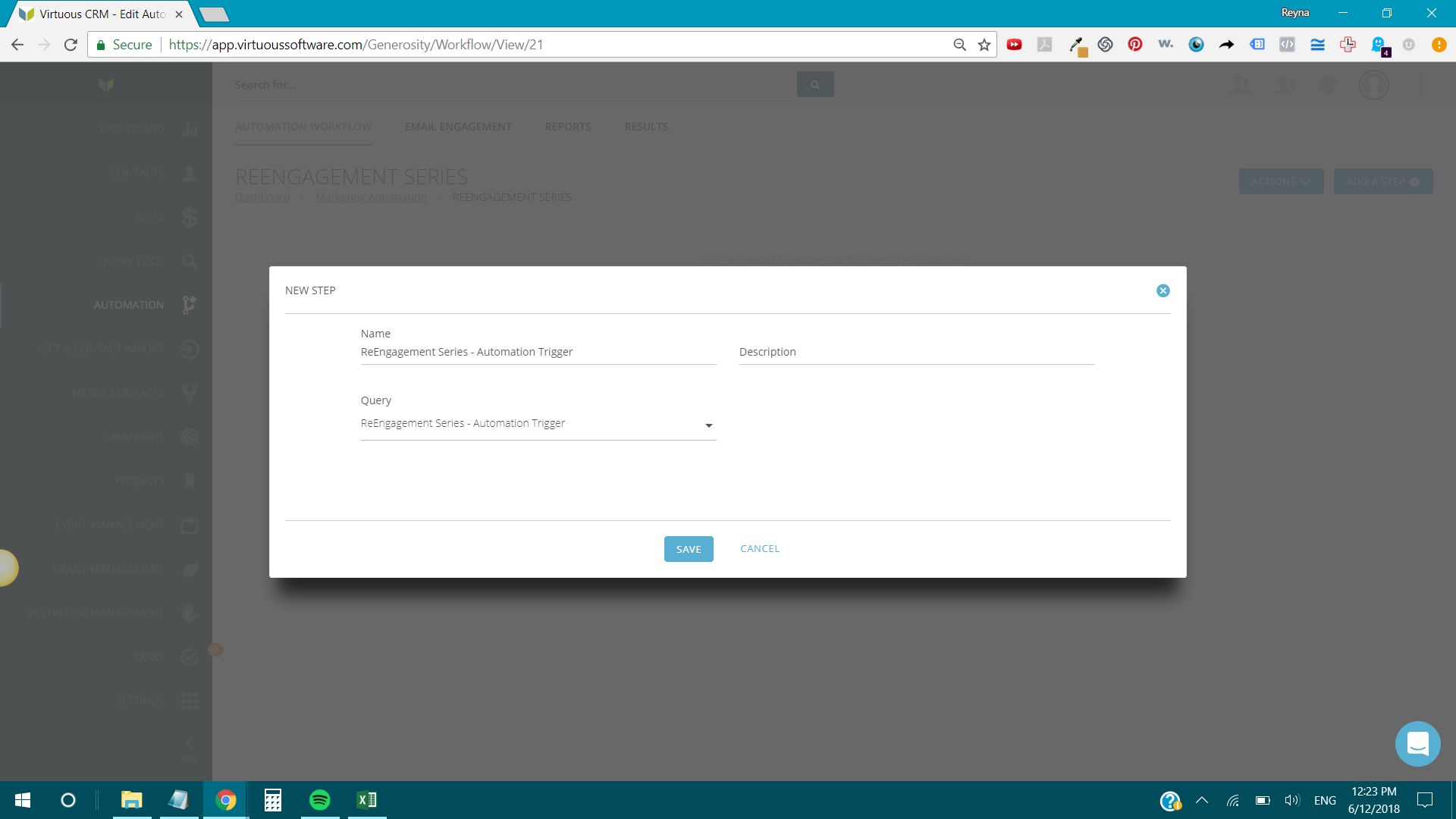
Let's get started by adding the first step to this workflow!

ADD A STEP


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW STEP
Name
Description
Query
ReEngagement Series - Automation Trigger
SAVE
CANCEL
ENG
12:23 PM
6/12/2018

SELECT QUERY THEN DUPLICATE NAMING

IRONWOOD PRO TIP


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW STEP
Name
ReEngagement Series - Automation Trigger
Description
Query
ReEngagement Series - Automation Trigger
SAVE
CANCEL
ENG
12:23 PM
6/12/2018

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS

Search for...

AUTOMATION WORKFLOW | EMAIL ENGAGEMENT | REPORTS | RESULTS

REENGAGEMENT SERIES

Dashboard / Marketing Automation / REENGAGEMENT SERIES

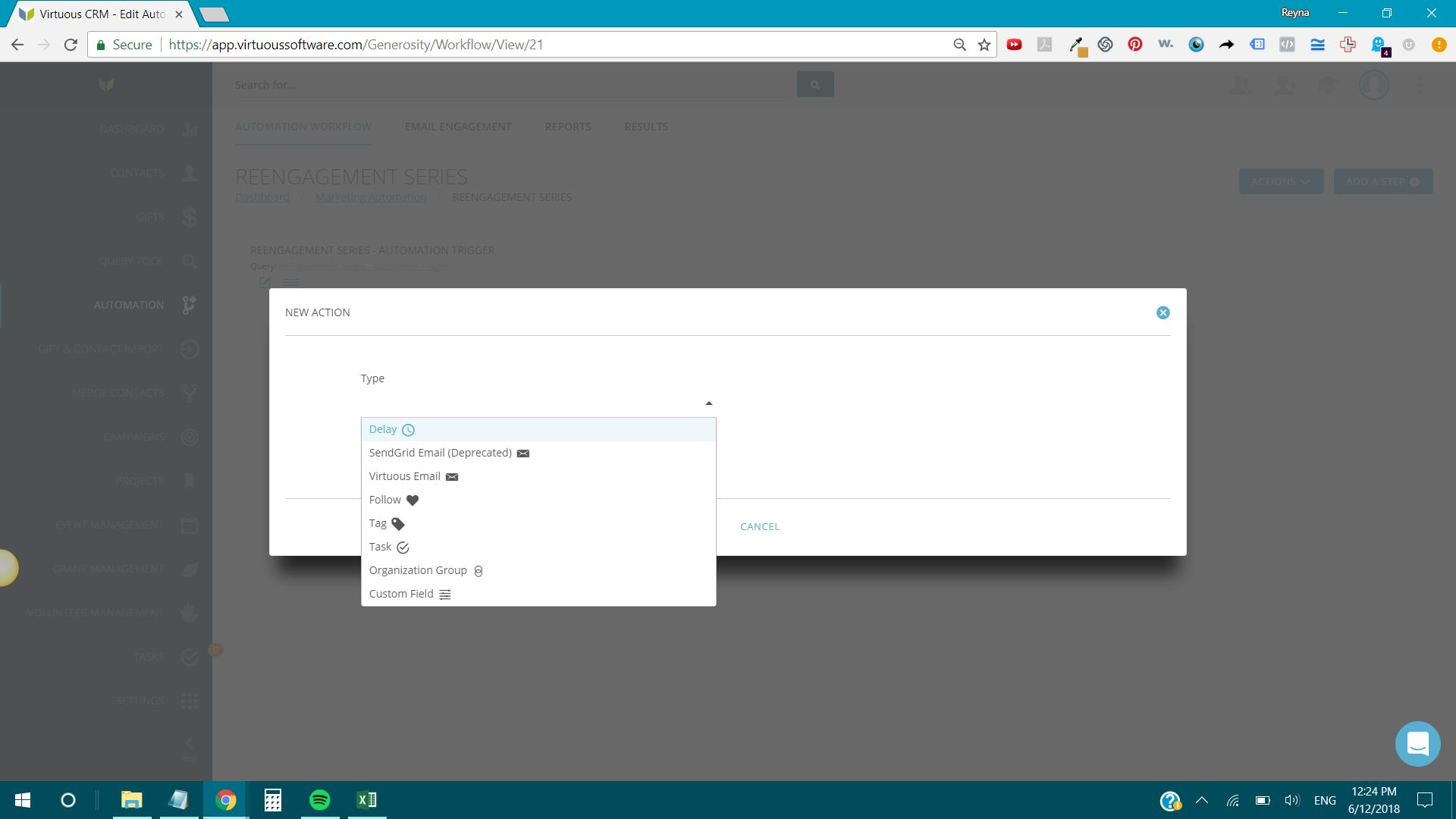
ACTIONS | ADD A STEP

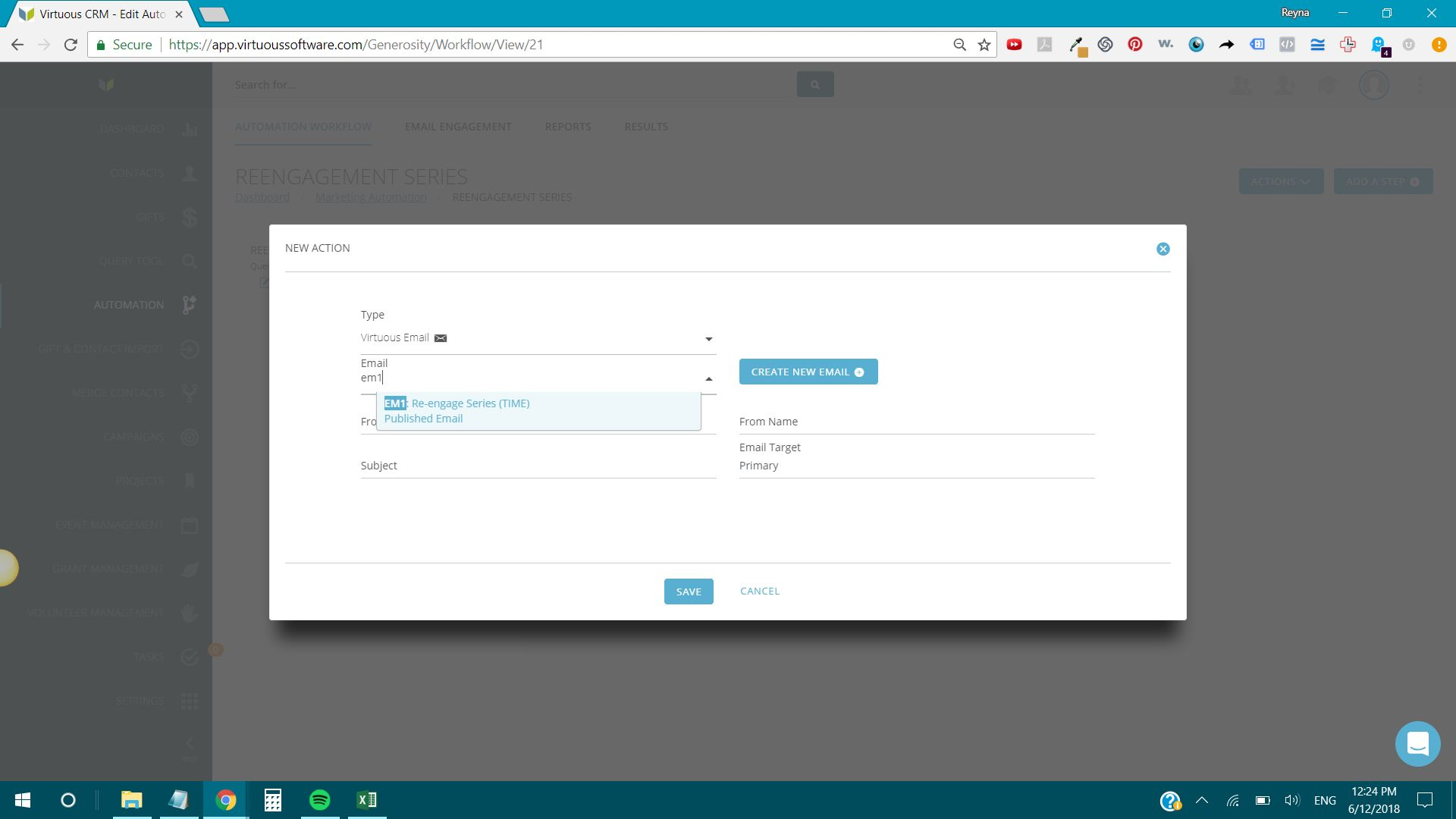
REENGAGEMENT SERIES - AUTOMATION TRIGGER

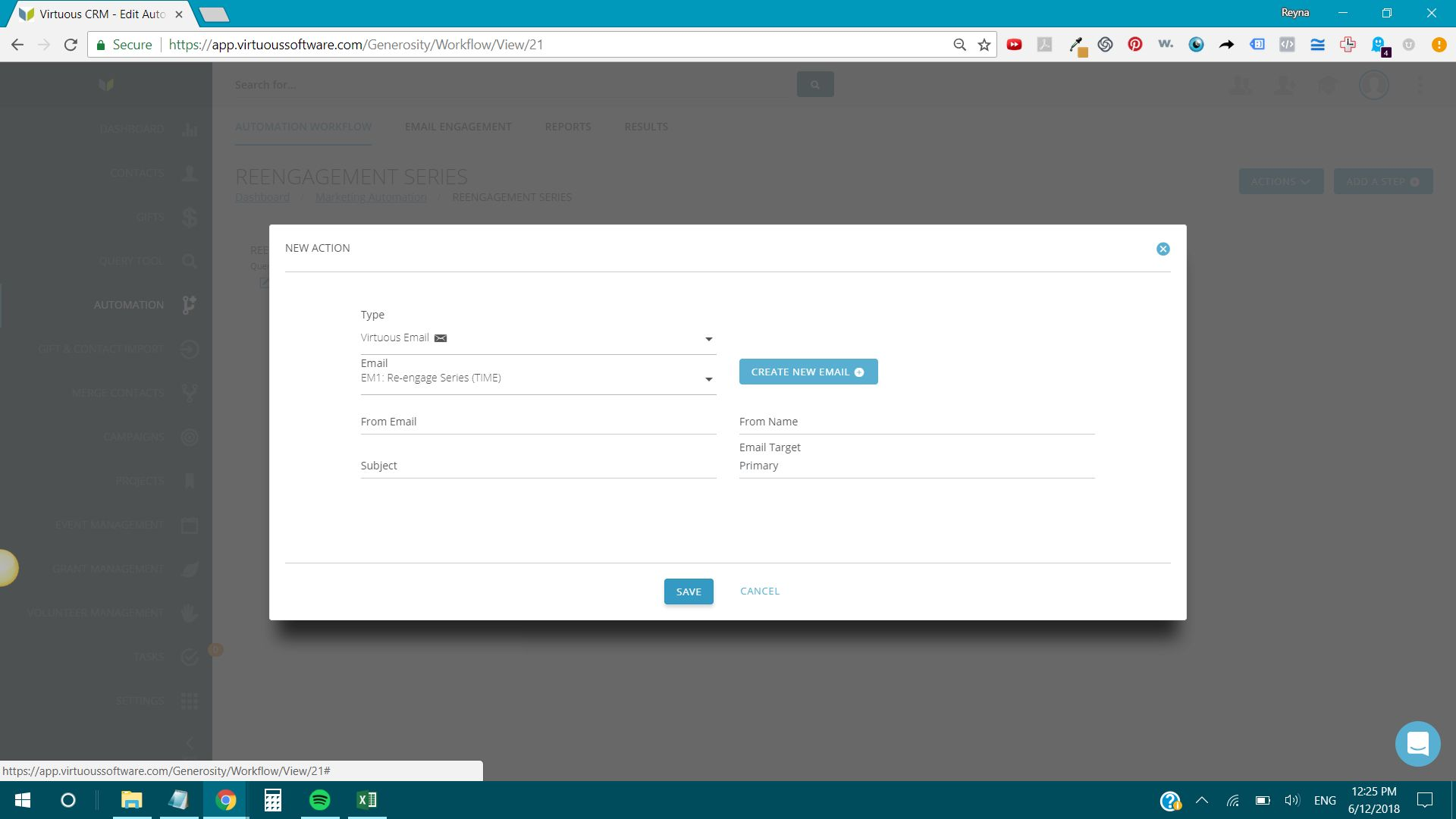
Query: ReEngagement Series - Automation Trigger

CONTACTS 0 | ACTIONS 0

ADD AN ACTION


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW ACTION
Type
Delay
SendGrid Email (Deprecated)
Virtuous Email
Follow
Tag
Task
Organization Group
Custom Field
CANCEL
ENG
12:24 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW ACTION
Type
Virtuous Email
Email
em1
CREATE NEW EMAIL
EM1: Re-engage Series (TIME)
Published Email
From Name
Email Target
Primary
Subject
SAVE
CANCEL
ENG
12:24 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW ACTION
Type
Virtuous Email
Email
EM1: Re-engage Series (TIME)
CREATE NEW EMAIL
From Email
From Name
Email Target
Primary
Subject
SAVE
CANCEL
https://app.virtuoussoftware.com/Generosity/Workflow/View/21#
ENG
12:25 PM
6/12/2018

Virtuous CRM - Edit Auto

Reyna

Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21

Search for...

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS

AUTOMATION WORKFLOW | EMAIL ENGAGEMENT | REPORTS | RESULTS

REENGAGEMENT SERIES

Dashboard / Marketing Automation / REENGAGEMENT SERIES

ACTIONS | ADD A STEP

REENGAGEMENT SERIES - AUTOMATION TRIGGER

Query: ReEngagement Series - Automation Trigger

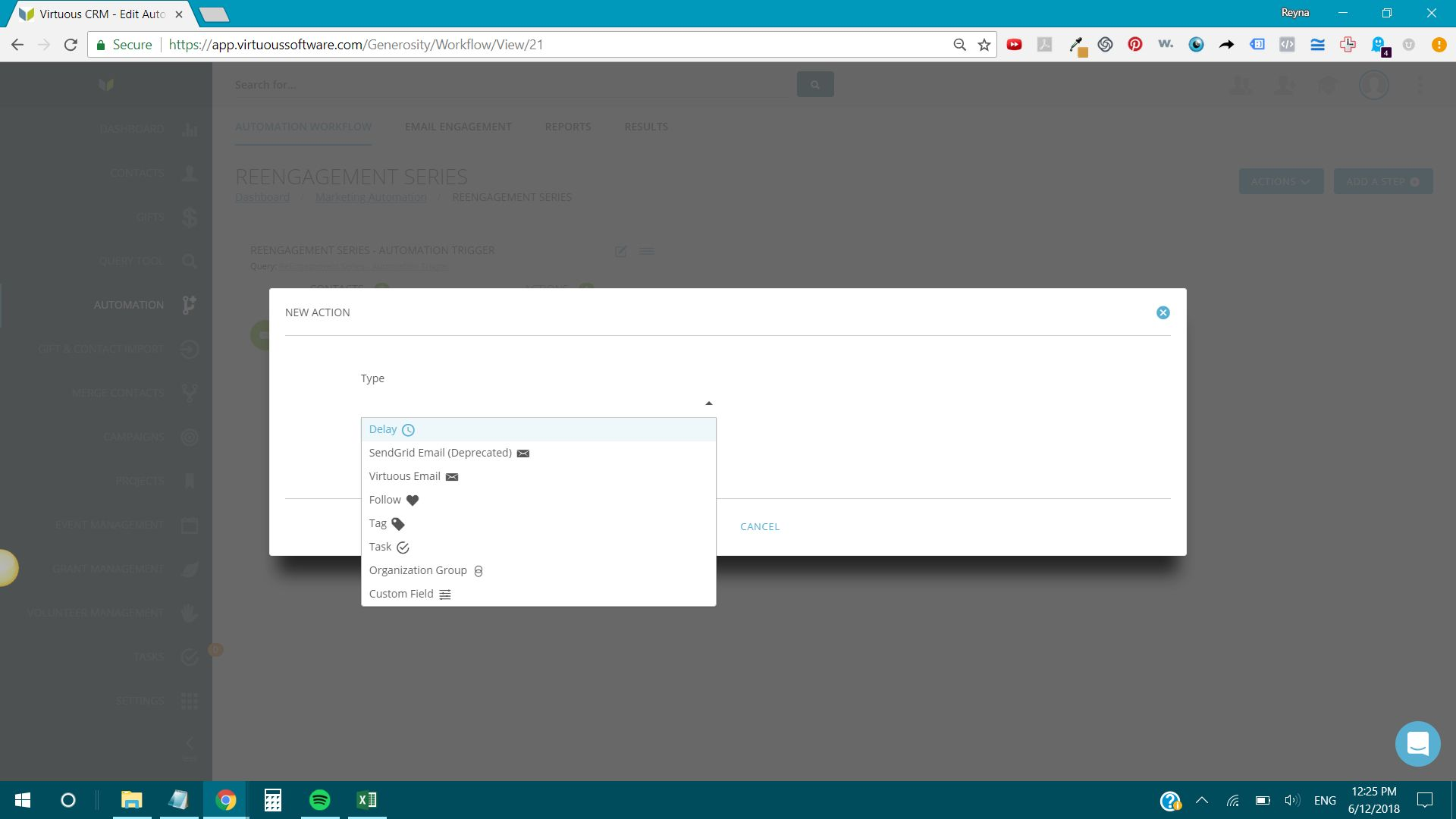
CONTACTS 0 | ACTIONS 1

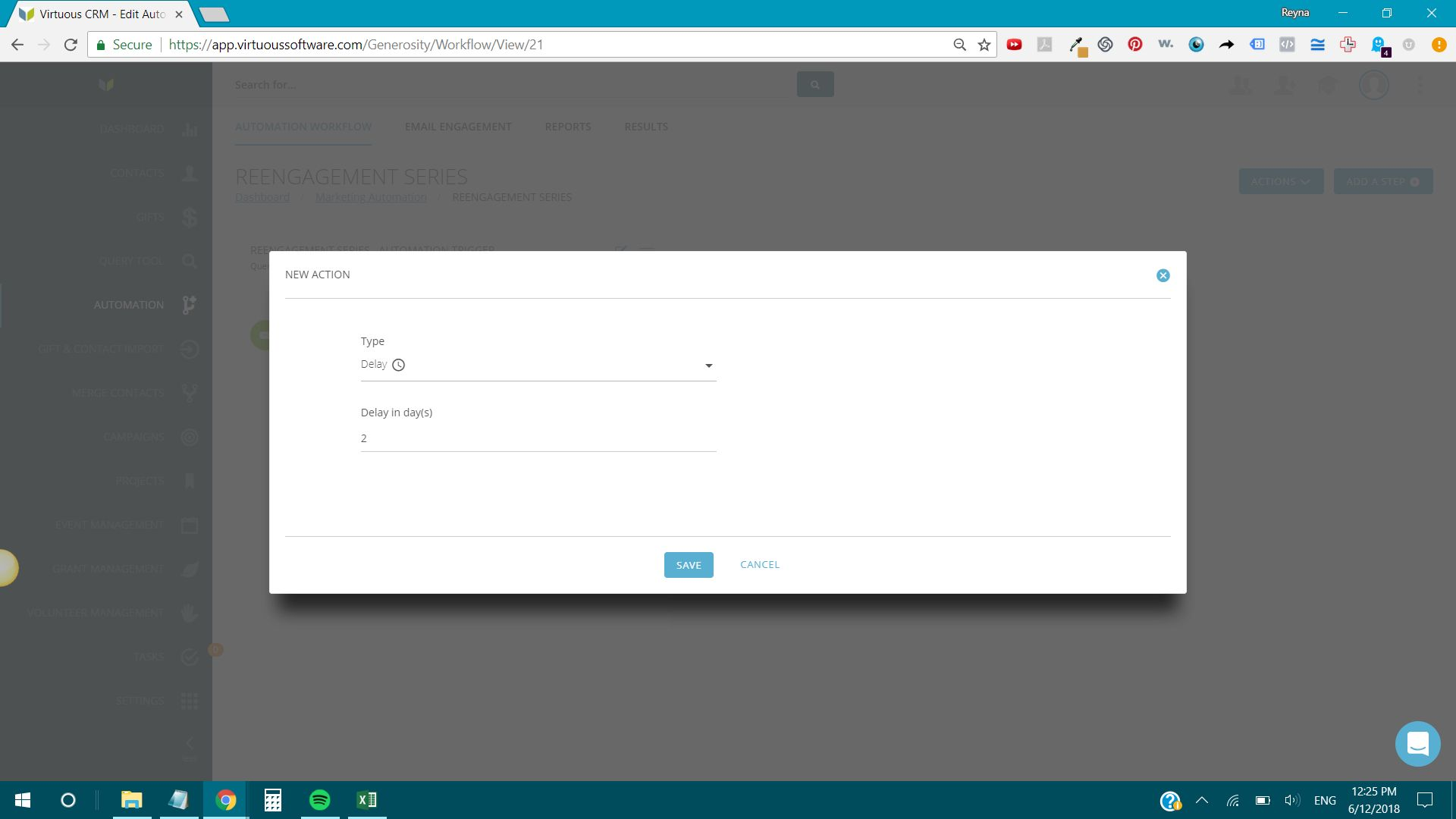
Send 'EM1: Re-engage Series (TIME) (REENGAGEMENT SERIES...

ADD AN ACTION

https://app.virtuoussoftware.com/Generosity/Workflow/View/21#

ENG 12:25 PM 6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW ACTION
Type
Delay
SendGrid Email (Deprecated)
Virtuous Email
Follow
Tag
Task
Organization Group
Custom Field
CANCEL
ENG
12:25 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW ACTION
Type
Delay
Delay in day(s)
2
SAVE
CANCEL
ENG
12:25 PM
6/12/2018

Virtuous CRM - Edit Auto

Reyna

Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21

Search for...

DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS

AUTOMATION WORKFLOW | EMAIL ENGAGEMENT | REPORTS | RESULTS

REENGAGEMENT SERIES

Dashboard / Marketing Automation / REENGAGEMENT SERIES

ACTIONS | ADD A STEP

REENGAGEMENT SERIES - AUTOMATION TRIGGER

Query: ReEngagement Series - Automation Trigger

CONTACTS 0 | ACTIONS 2

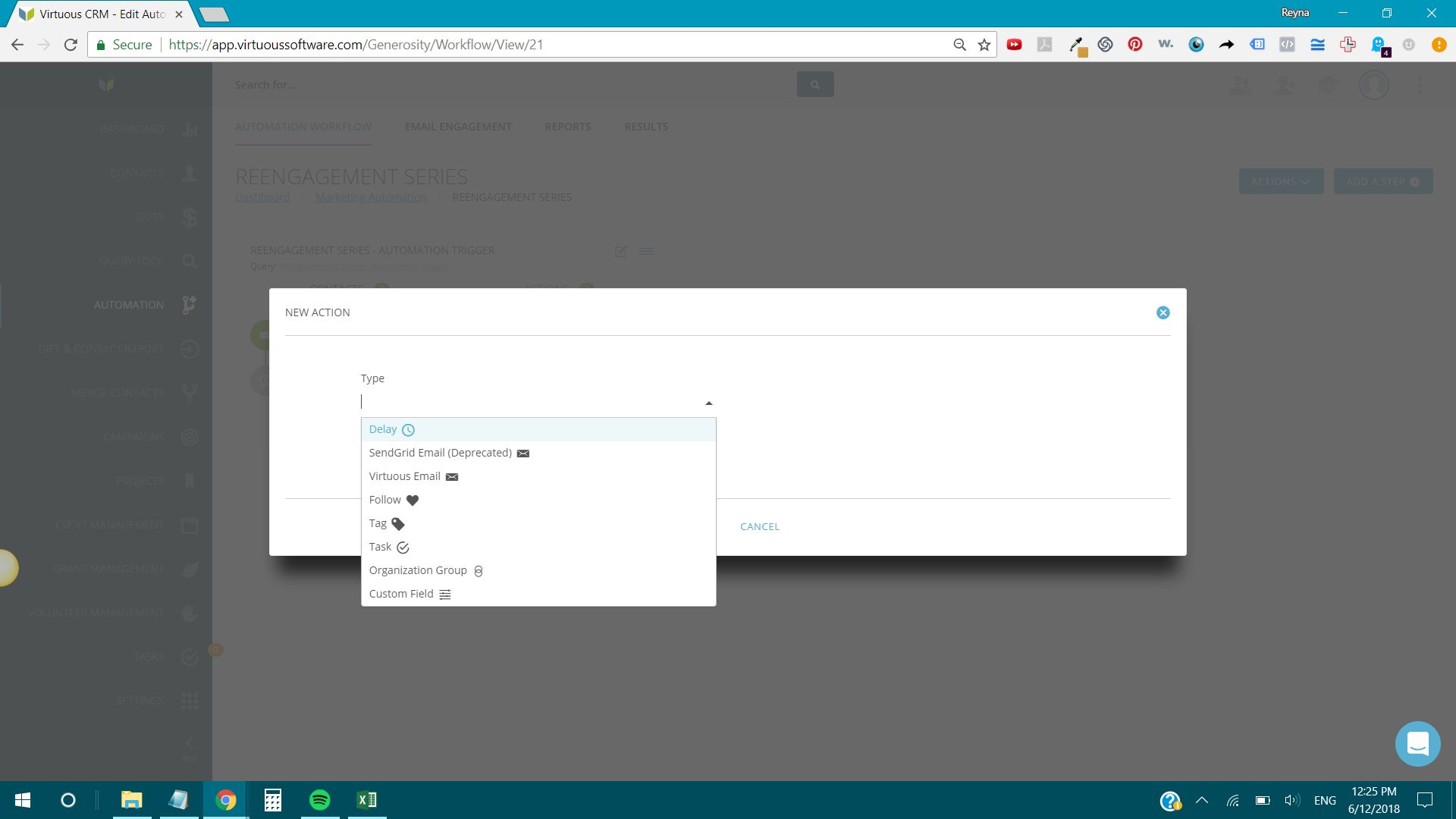
Send 'EM1: Re-engage Series (TIME) (REENGAGEMENT SERIES...

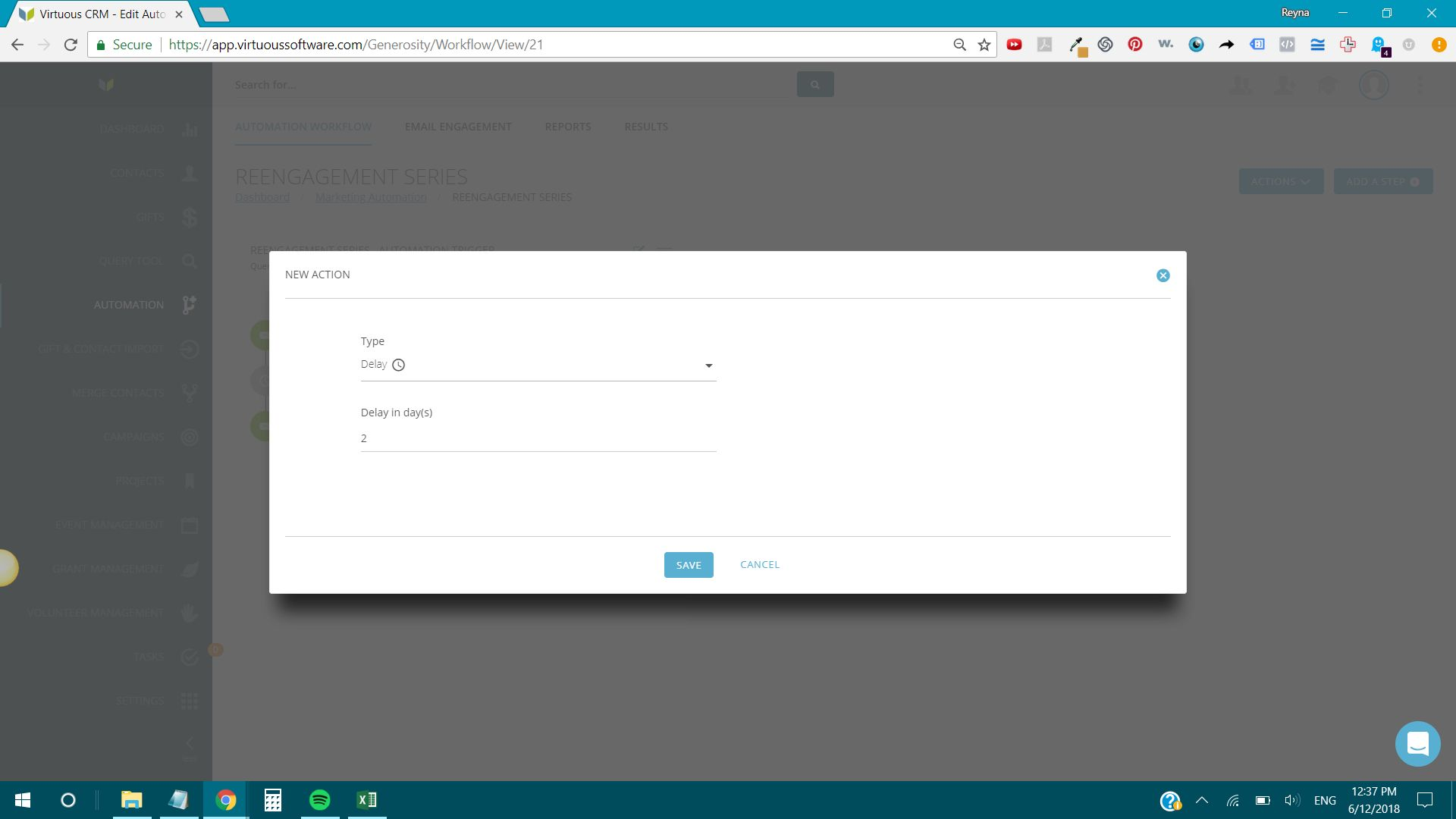
Delay 2 days

ADD AN ACTION

https://app.virtuoussoftware.com/Generosity/Workflow/View/21#

ENG 12:25 PM 6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW ACTION
Type
Delay
SendGrid Email (Deprecated)
Virtuous Email
Follow
Tag
Task
Organization Group
Custom Field
CANCEL
ENG
12:25 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW ACTION
Type
Delay
Delay in day(s)
2
SAVE
CANCEL
ENG
12:37 PM
6/12/2018

REENGAGEMENT SERIES

ACTIONS | ADD A STEP

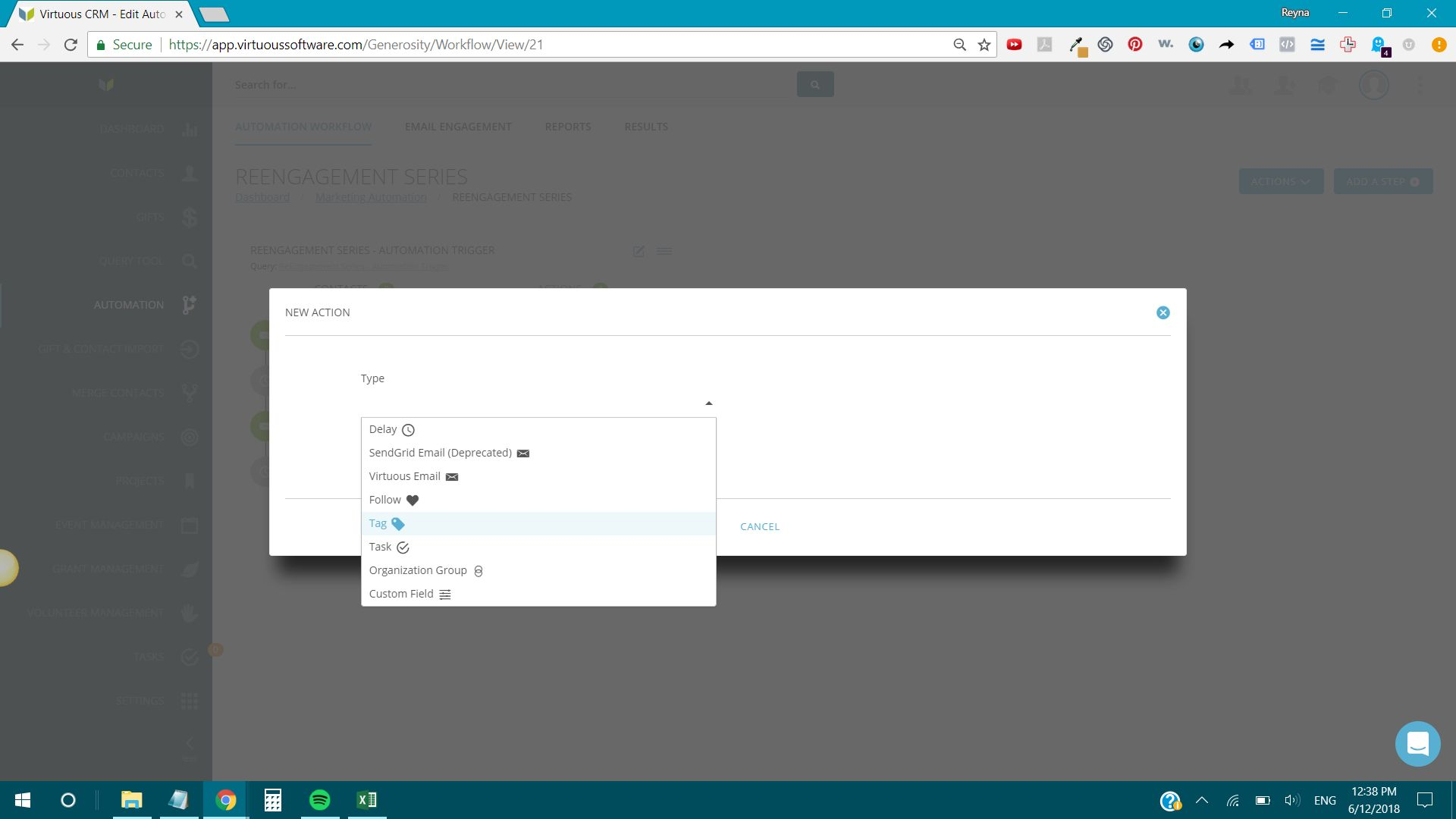
REENGAGEMENT SERIES - AUTOMATION TRIGGER

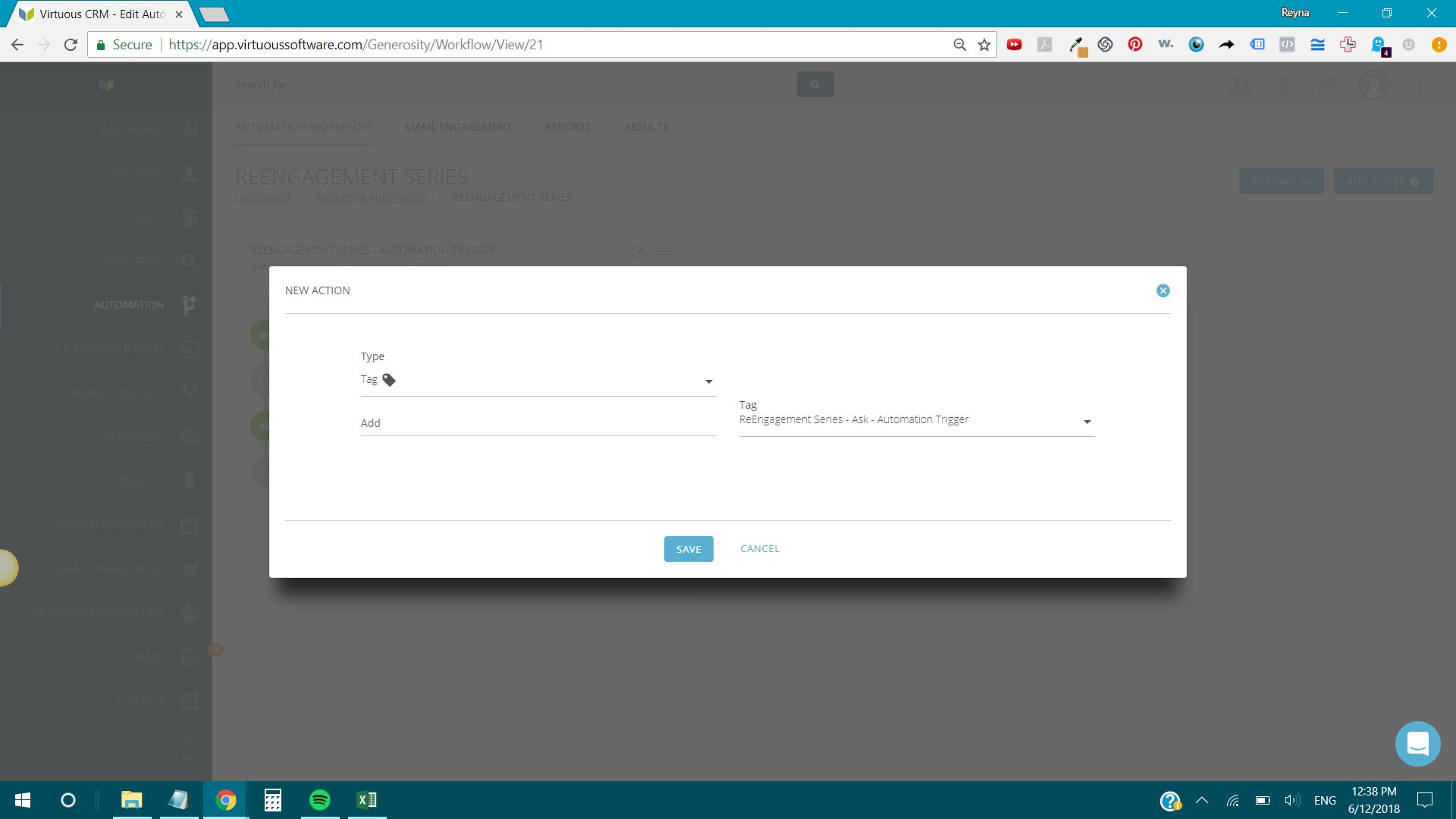
Query: ReEngagement Series - Automation Trigger

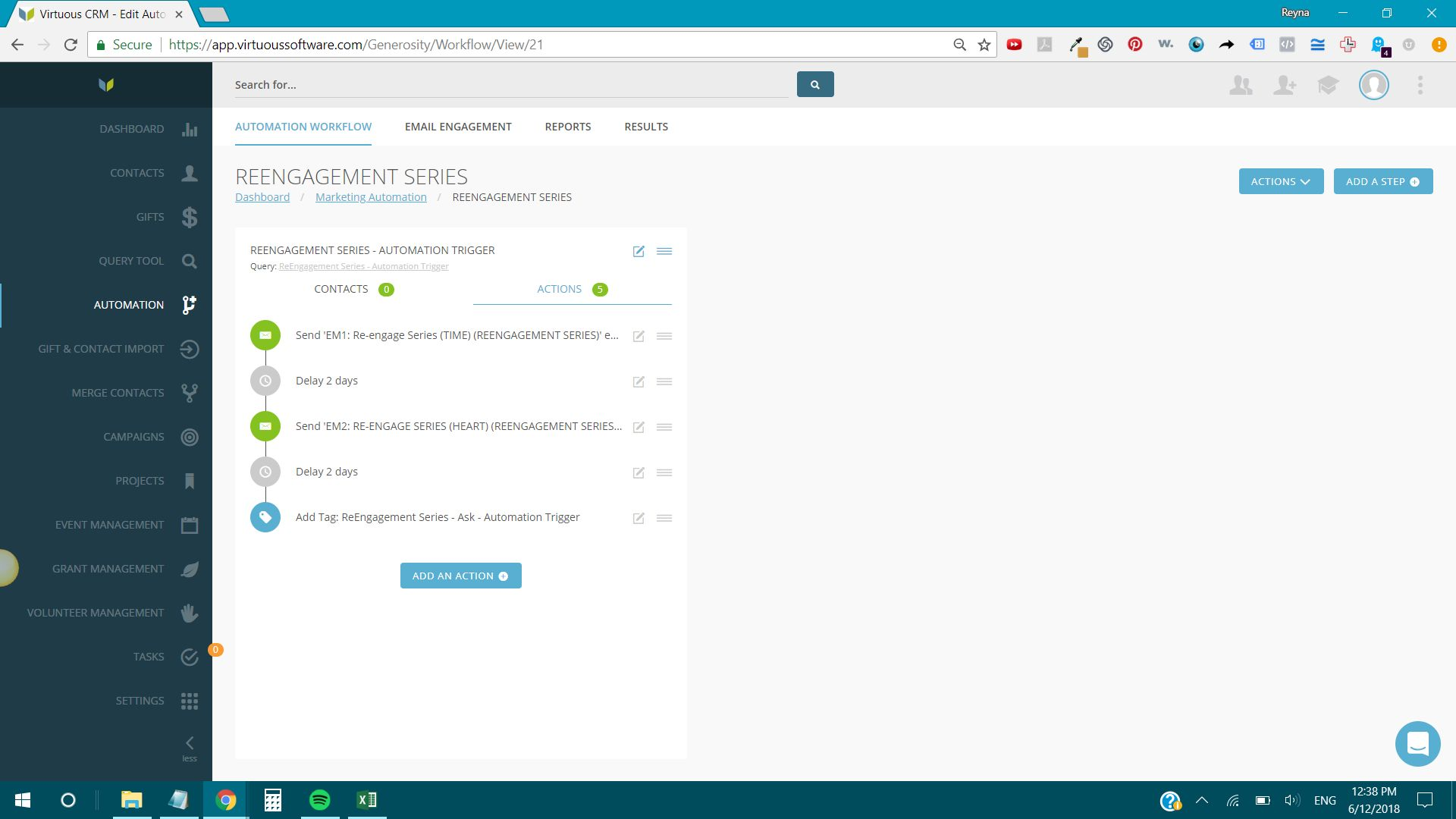
CONTACTS 0 | ACTIONS 4

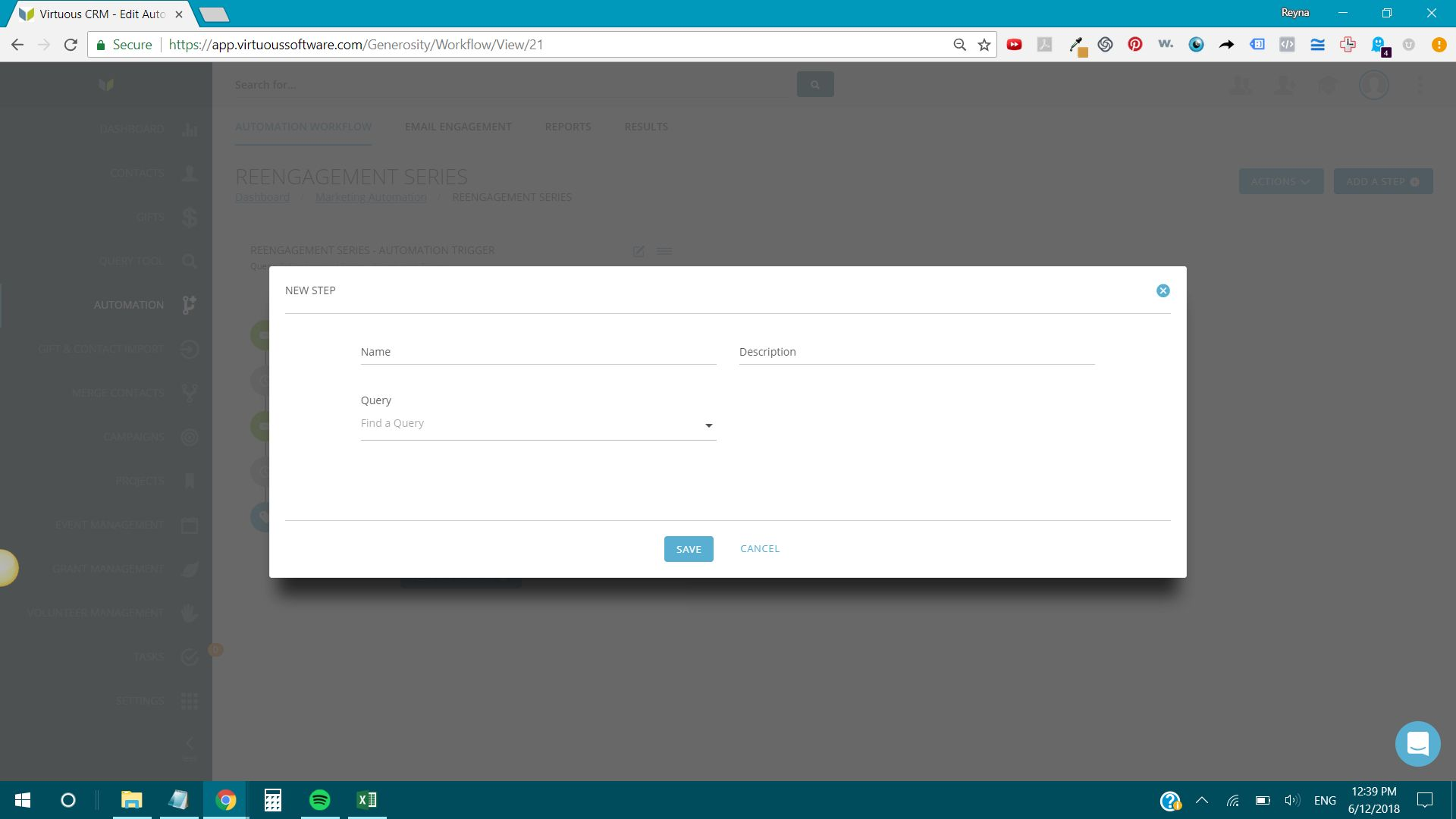
- Send 'EM1: Re-engage Series (TIME) (REENGAGEMENT SERIES)' e...
- Delay 2 days
- Send 'EM2: RE-ENGAGE SERIES (HEART) (REENGAGEMENT SERIES...
- Delay 2 days

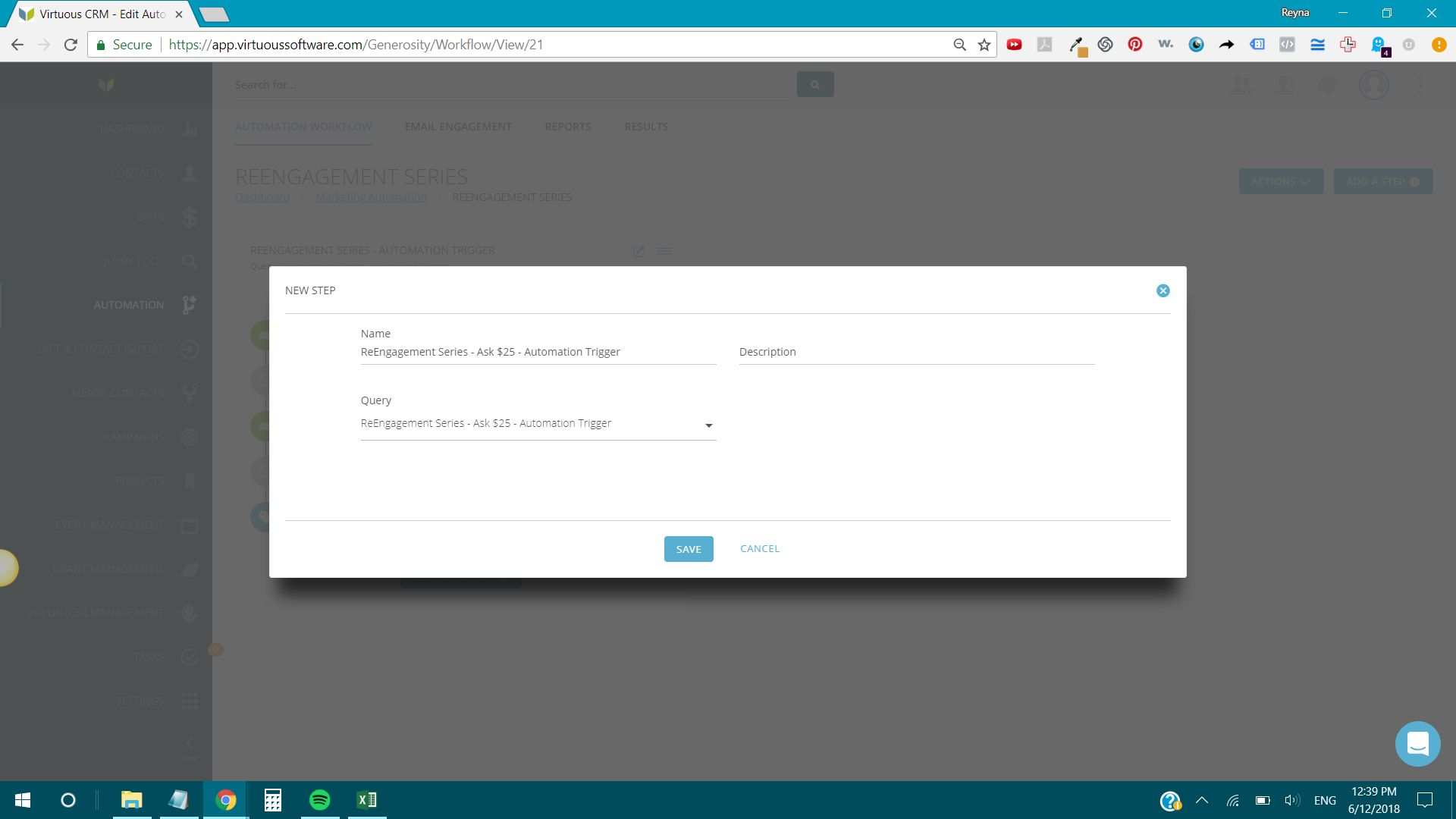
ADD AN ACTION


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW ACTION
Type
Delay
SendGrid Email (Deprecated)
Virtuous Email
Follow
Tag
Task
Organization Group
Custom Field
CANCEL
ENG
12:38 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW ACTION
Type
Tag
Add
Tag
ReEngagement Series - Ask - Automation Trigger
SAVE
CANCEL
ENG
12:38 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
DASHBOARD
CONTACTS
GIFTS
QUERY TOOL
AUTOMATION
GIFT & CONTACT IMPORT
MERGE CONTACTS
CAMPAIGNS
PROJECTS
EVENT MANAGEMENT
GRANT MANAGEMENT
VOLUNTEER MANAGEMENT
TASKS
SETTINGS
less
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
Query: ReEngagement Series - Automation Trigger
CONTACTS 0
ACTIONS 5
Send 'EM1: Re-engage Series (TIME) (REENGAGEMENT SERIES)' e...
Delay 2 days
Send 'EM2: RE-ENGAGE SERIES (HEART) (REENGAGEMENT SERIES...
Delay 2 days
Add Tag: ReEngagement Series - Ask - Automation Trigger
ADD AN ACTION
ENG
12:38 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW STEP
Name
Description
Query
Find a Query
SAVE
CANCEL
ENG
12:39 PM
6/12/2018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Reyna
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AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
NEW STEP
Name
ReEngagement Series - Ask $25 - Automation Trigger
Description
Query
ReEngagement Series - Ask $25 - Automation Trigger
SAVE
CANCEL
ENG
12:39 PM
6/12/2018

REENGAGEMENT SERIES

ACTIONS | ADD A STEP

REENGAGEMENT SERIES - AUTOMATION TRIGGER

Query: ReEngagement Series - Automation Trigger

CONTACTS 0 | ACTIONS 5

- Send 'EM1: Re-engage Series (TIME) (REENGAGEMENT SERIES)' e...
- Delay 2 days
- Send 'EM2: RE-ENGAGE SERIES (HEART) (REENGAGEMENT SERIES...
- Delay 2 days
- Add Tag: ReEngagement Series - Ask - Automation Trigger

ADD AN ACTION

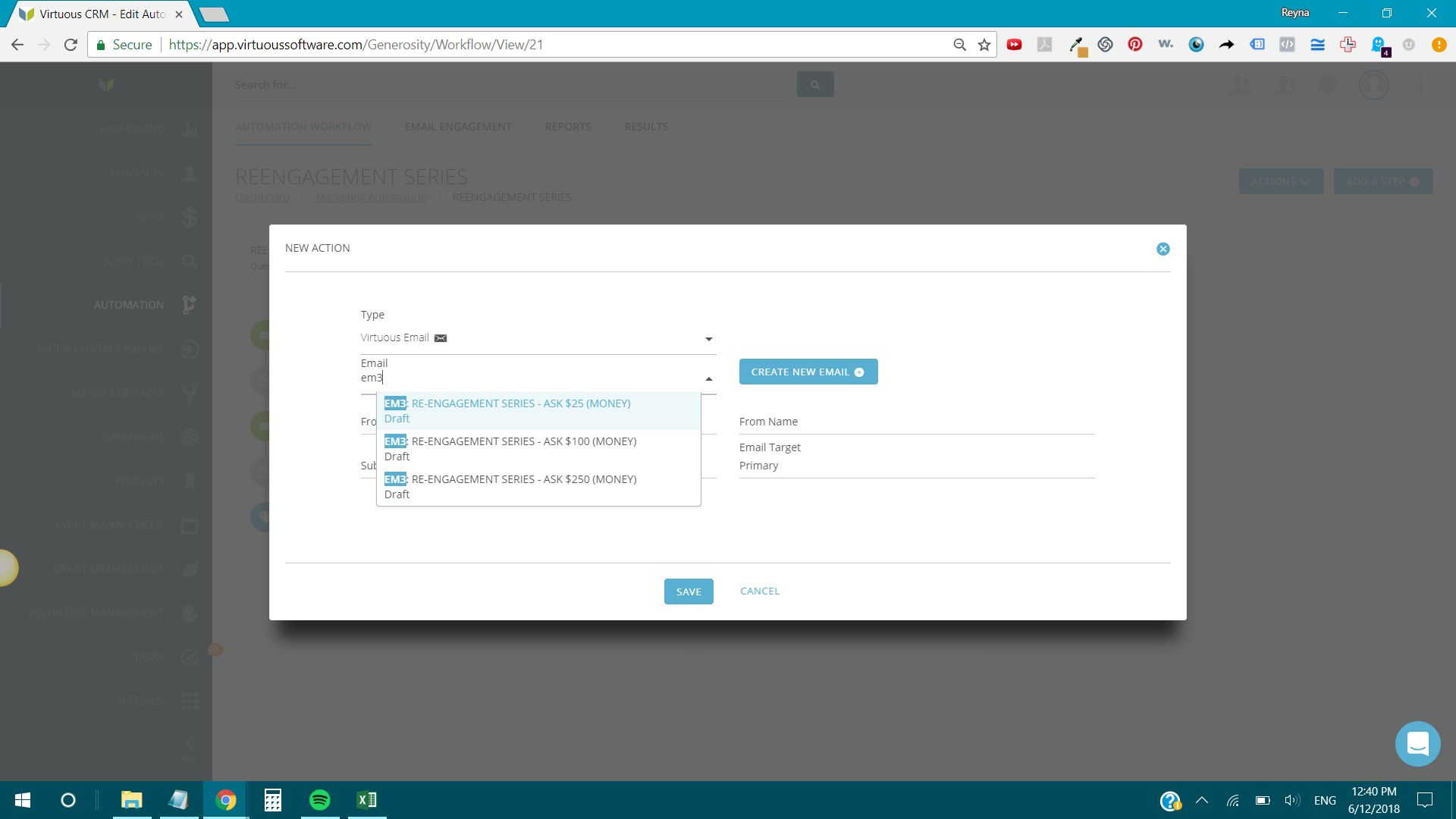
REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER

Query: ReEngagement Series - Ask $25 - Automation Trigger

CONTACTS 0 | ACTIONS 1

- Delay 2 days

ADD AN ACTION


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
NEW ACTION
Type
Virtuous Email
Email
em3
CREATE NEW EMAIL
EM3: RE-ENGAGEMENT SERIES - ASK $25 (MONEY)
Draft
EM3: RE-ENGAGEMENT SERIES - ASK $100 (MONEY)
Draft
EM3: RE-ENGAGEMENT SERIES - ASK $250 (MONEY)
Draft
From Name
Email Target
Primary
SAVE
CANCEL
ENG
12:40 PM
6/12/2018

REENGAGEMENT SERIES

ACTIONS
ADD A STEP

REENGAGEMENT SERIES - AUTOMATION TRIGGER

Query: ReEngagement Series - Automation Trigger

CONTACTS 0 | ACTIONS 5

- Send 'EM1: Re-engage Series (TIME) (REENGAGEMENT SERIES)' e...
- Delay 2 days
- Send 'EM2: RE-ENGAGE SERIES (HEART) (REENGAGEMENT SERIES...
- Delay 2 days
- Add Tag: ReEngagement Series - Ask - Automation Trigger

ADD AN ACTION

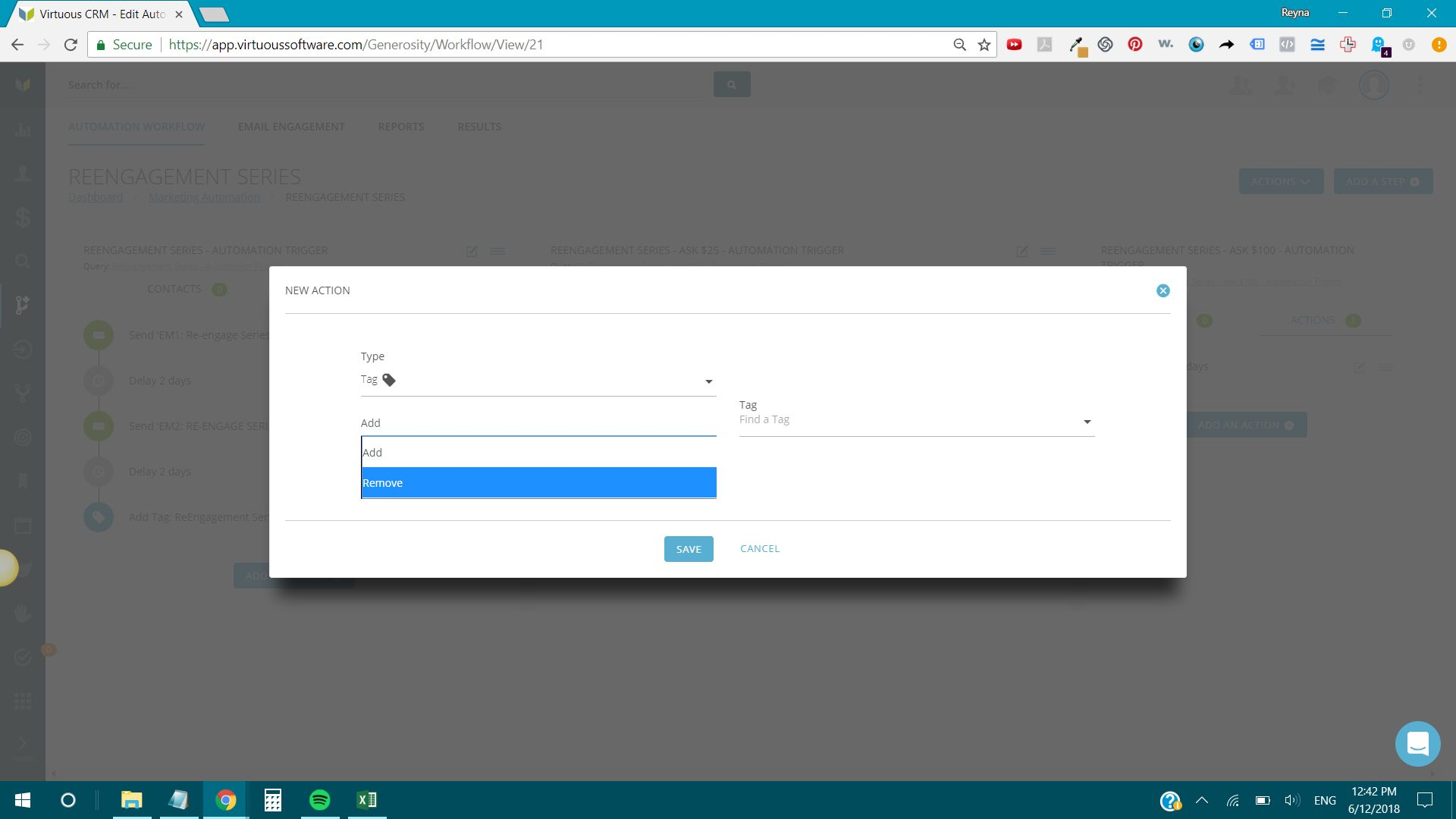
REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER

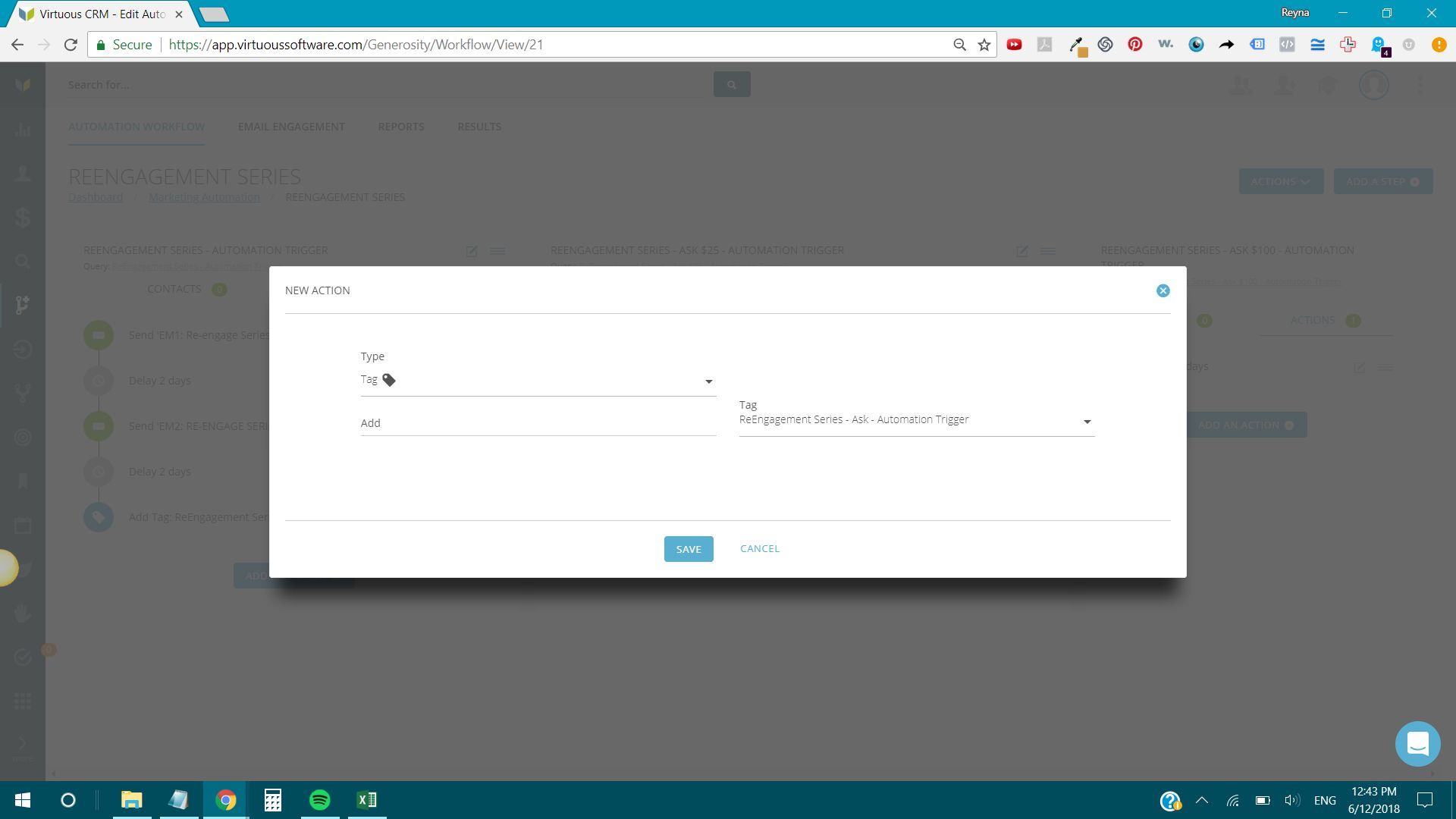
Query: ReEngagement Series - Ask $25 - Automation Trigger

CONTACTS 0 | ACTIONS 2

- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $25 (MONEY) (REENGAGEMENT SERIES...

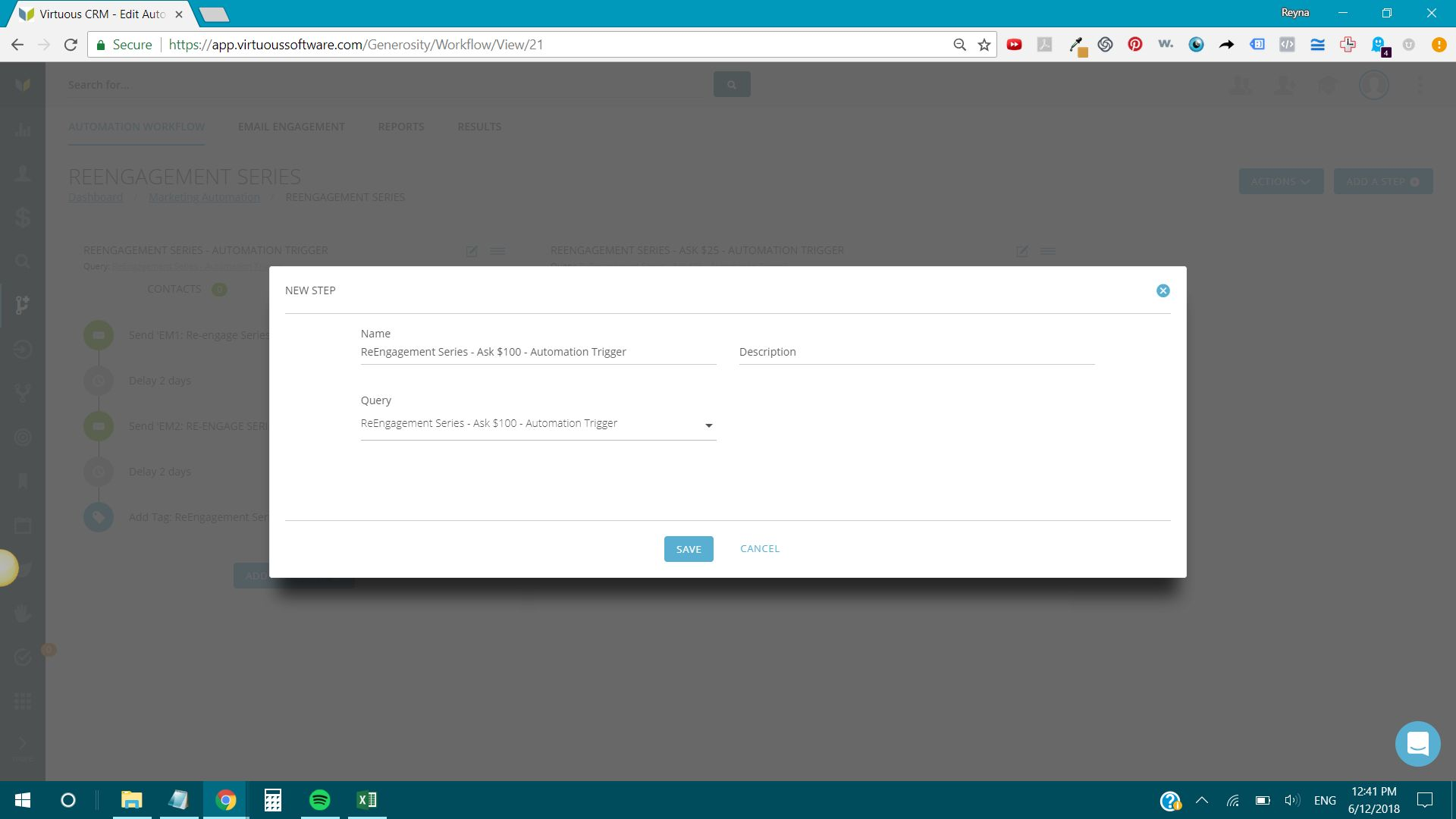
ADD AN ACTION


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER
REENGAGEMENT SERIES - ASK $100 - AUTOMATION
CONTACTS
ACTIONS
Send 'EM1: Re-engage Series
Delay 2 days
Send 'EM2: RE-ENGAGE SERI
Delay 2 days
Add Tag: ReEngagement Ser
ADD AN ACTION
NEW ACTION
Type
Tag
Add
Add
Remove
Tag
Find a Tag
SAVE
CANCEL
ENG
12:42 PM
6/12/2018


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER
REENGAGEMENT SERIES - ASK $100 - AUTOMATION
CONTACTS
ACTIONS
Send 'EM1: Re-engage Series
Delay 2 days
Send 'EM2: RE-ENGAGE SERI
Delay 2 days
Add Tag: ReEngagement Ser
ADD AN ACTION
NEW ACTION
Type
Tag
Add
Tag
ReEngagement Series - Ask - Automation Trigger
SAVE
CANCEL
ENG
12:43 PM
6/12/2018

REMOVE TAG
IF NOT HELPFUL

IRONWOOD PRO TIP


Virtuous CRM - Edit Auto
Reyna
Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21
Search for...
AUTOMATION WORKFLOW
EMAIL ENGAGEMENT
REPORTS
RESULTS
REENGAGEMENT SERIES
Dashboard / Marketing Automation / REENGAGEMENT SERIES
ACTIONS
ADD A STEP
REENGAGEMENT SERIES - AUTOMATION TRIGGER
REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER
CONTACTS
Send 'EM1: Re-engage Series
Delay 2 days
Send 'EM2: RE-ENGAGE SERI
Delay 2 days
Add Tag: ReEngagement Ser
NEW STEP
Name
ReEngagement Series - Ask $100 - Automation Trigger
Description
Query
ReEngagement Series - Ask $100 - Automation Trigger
SAVE
CANCEL
ENG
12:41 PM
6/12/2018

Virtuous CRM - Edit Auto

Reyna

Secure | https://app.virtuoussoftware.com/Generosity/Workflow/View/21

Search for...

AUTOMATION WORKFLOW | EMAIL ENGAGEMENT | REPORTS | RESULTS

REENGAGEMENT SERIES

Dashboard / Marketing Automation / REENGAGEMENT SERIES

ACTIONS | ADD A STEP

REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER

Query: ReEngagement Series - Ask $25 - Automation Trigger

CONTACTS 0 | ACTIONS 4

- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $25 (MONEY) (REENGAGEMENT SERIES...
- Delay 1 days
- Add Tag: ReEngagement Series - Ask - Automation Trigger

ADD AN ACTION

REENGAGEMENT SERIES - ASK $100 - AUTOMATION TRIGGER

Query: ReEngagement Series - Ask $100 - Automation Trigger

CONTACTS 0 | ACTIONS 4

- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $100 (MONEY) (REENGAGEMENT SERIES...
- Delay 1 days
- Remove Tag: ReEngagement Series - Ask - Automation Trigger

ADD AN ACTION

REENGAGEMENT SERIES - ASK $250 - AUTOMATION T

Query: ReEngagement Series - Ask $250 - Automation Trigger

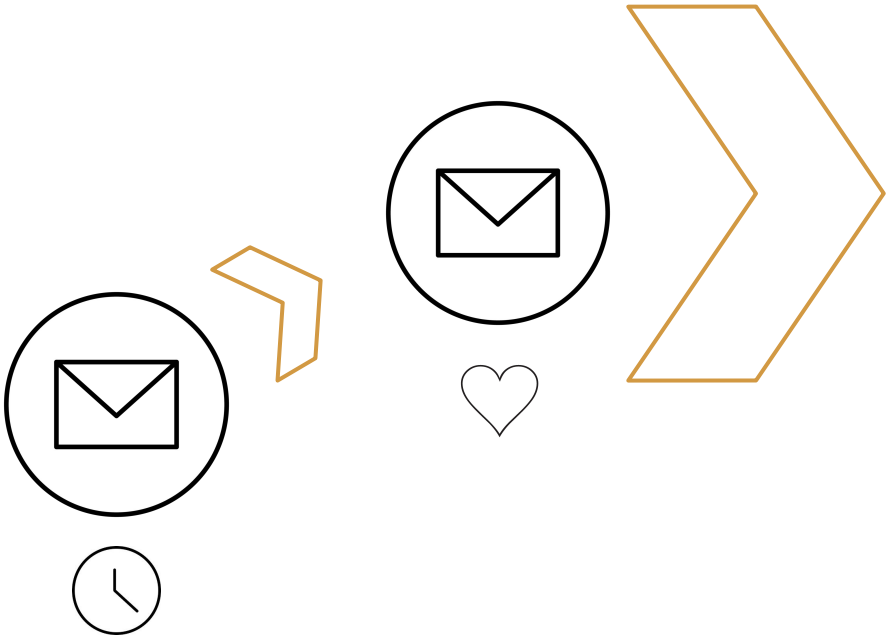
CONTACTS 0

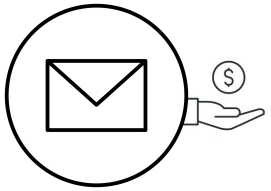
- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $
- Delay 1 days
- Remove Tag: ReEngagement Series - Ask - Au

ADD AN AC

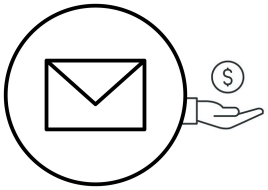
more

ENG 12:46 PM 6/12/2018

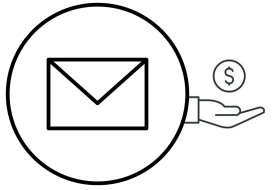




$25



$100



$250

PAUSE

THAT WAS AWESOME

RIGHT AUDIENCE

RIGHT QUESTION

RIGHT TIME

PERSONAL COACH

IRONWOOD VENTURE

WELCOME

2

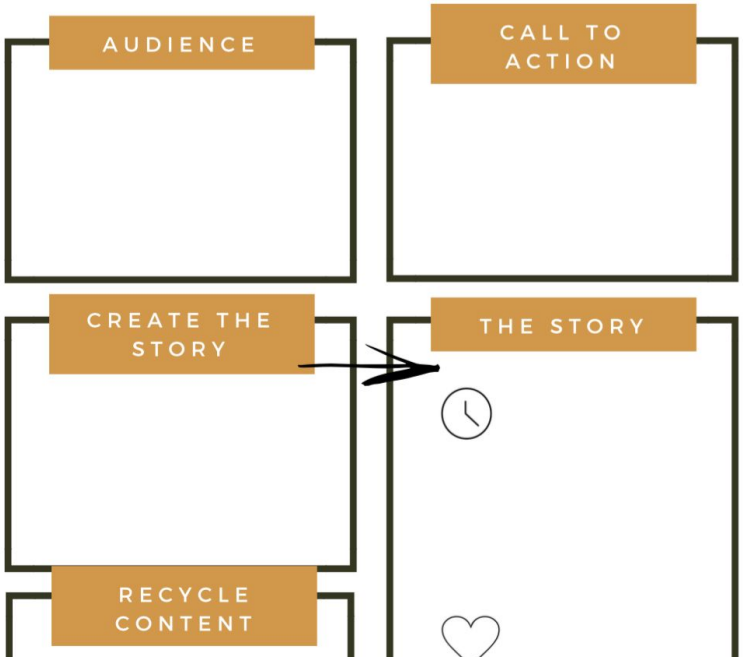
IRONWOOD
VENTURE

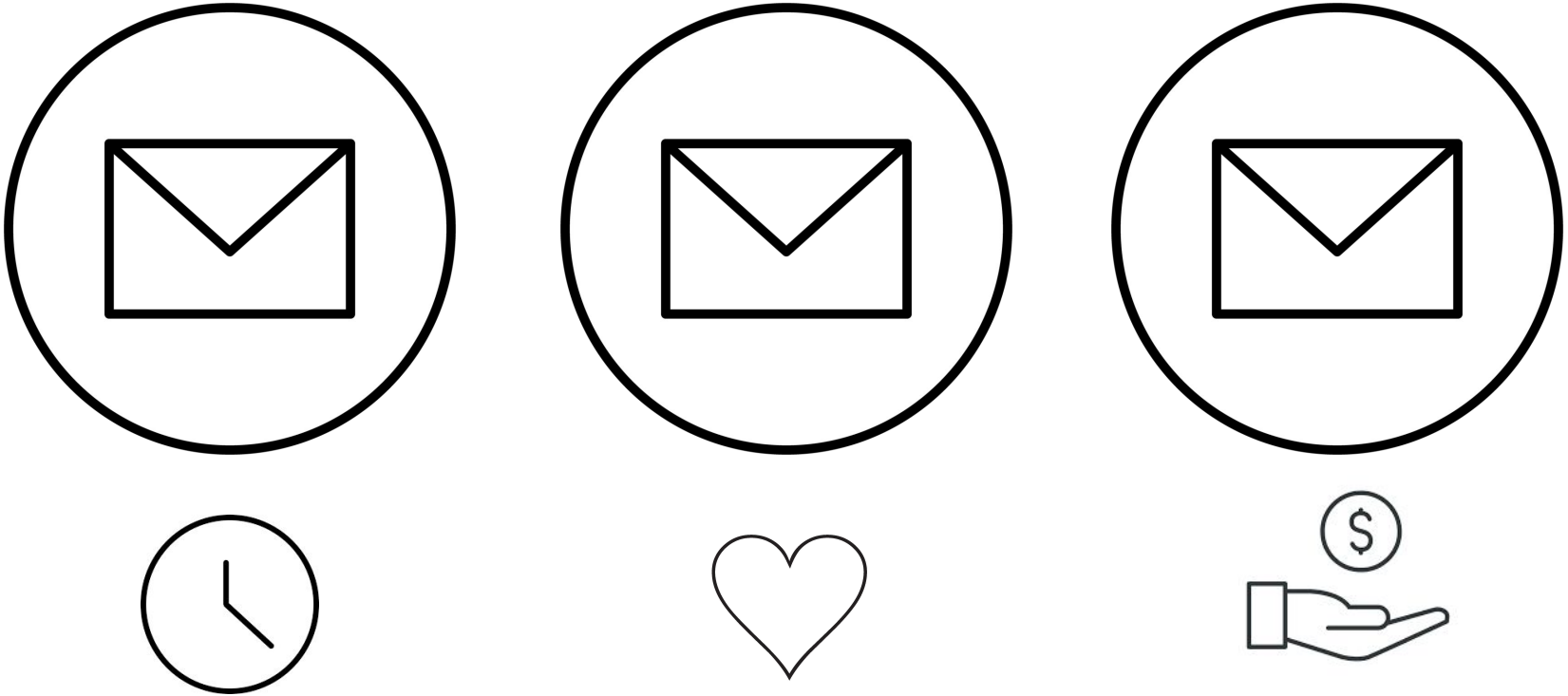
°C
50
40
30
20
10
°F
120
100
80
60

AUDIENCE:
FIRST TIME DONORS

Workflow Automation Planner

4 KEY COMPONENTS TO EVERY WELL-RUN AUTOMATION





VIEW REPORTS START

VIEW REPORTS START

VIEW REPORTS START

DONOR RETENTION

N/A
LAST RUN

443
CONTACTS

2
STEPS

VIEW REPORTS START

HUSTLE PHX WELCOME SERIES

5/3/2018
LAST RUN

1
CONTACTS

2
STEPS

VIEW REPORTS START

JVMI CALLING QUEUE

5/21/2018
LAST RUN

5
CONTACTS

4
STEPS

VIEW REPORTS START

LTD GIVING MILESTONES

N/A
LAST RUN

0
CONTACTS

3
STEPS

VIEW REPORTS START

REENGAGEMENT SERIES

Copy REENGAGEMENT SERIES

N/A
LAST RUN

0
CONTACTS

4
STEPS

VIEW REPORTS START

TEST

N/A
LAST RUN

0
CONTACTS

1
STEPS

VIEW REPORTS START

PREVIOUS
1 2
NEXT

VIRTUOUS
Ironwood Sample

Virtuous CRM - Edit Auto

Reyna

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Search for...

AUTOMATION WORKFLOW | EMAIL ENGAGEMENT | REPORTS | RESULTS

REENGAGEMENT SERIES

Dashboard / Marketing Automation / REENGAGEMENT SERIES

ACTIONS | ADD A STEP

REENGAGEMENT SERIES - ASK $25 - AUTOMATION TRIGGER

Query: ReEngagement Series - Ask $25 - Automation Trigger

CONTACTS 0 | ACTIONS 4

- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $25 (MONEY) (REENGAGEMENT SERIES...
- Delay 1 days
- Add Tag: ReEngagement Series - Ask - Automation Trigger

ADD AN ACTION

REENGAGEMENT SERIES - ASK $100 - AUTOMATION TRIGGER

Query: ReEngagement Series - Ask $100 - Automation Trigger

CONTACTS 0 | ACTIONS 4

- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $100 (MONEY) (REENGAGEMENT SERIES...
- Delay 1 days
- Remove Tag: ReEngagement Series - Ask - Automation Trigger

ADD AN ACTION

REENGAGEMENT SERIES - ASK $250 - AUTOMATION T

Query: ReEngagement Series - Ask $250 - Automation Trigger

CONTACTS 0

- Delay 2 days
- Send 'EM3: RE-ENGAGEMENT SERIES - ASK $
- Delay 1 days
- Remove Tag: ReEngagement Series - Ask - Au

ADD AN AC

more

ENG 12:46 PM 6/12/2018

BONUS: TESTING DOC

IRONWOOD VENTURE

SNAG OUR TESTING DOCUMENT

	A	B	C	D	E	F
1				**TESTING TIPS**		
2				Click all links	Android + iPhone	
3				Mobile + Desktop + Webmail	Reply to each email	
4						
5						
6	**Identified by**	**Asset**	**Issue**	**Expected result**	**Fix**	**Staus**
7	JV	EM1	need to embed link out to video	click on video image and it takes you to a new tab with the video	insert link here	OPEN
8	JV	ALL Emails	Missing chris email signature	email signature at bottom		OPEN
9	JV	EM4	missing link to donate	click on 'partner with us financially'	add link	OPEN
10	CO	ALL Emails	Mail icon at the bottom leads to http://www.azpolicy.org/	Mail icon at bottom leads to info@azpolicy		OPEN
11	CO	ALL Emails	Do we want the personalized intro to be the constituents FULL name, or just first name?	Chelsea,		OPEN
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						

PERSONAL COACH

IRONWOOD VENTURE

NEXT WEEK'S WEBINAR

SAME TIME/PLACE

TAG, YOU’RE IT

“Can I have that slide deck? ”

IRONWOOD VENTURE

Reyna Bovee | Ironwood Venture

Jeremy Veatch | Ironwood Venture

IRONWOOD VENTURE

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