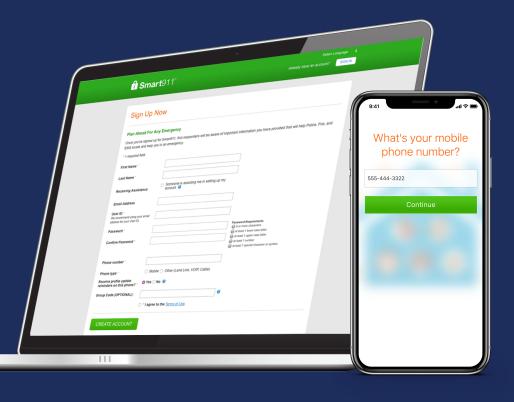
Community Marketing Playbook

A Year of Keeping Your Community Smart About Safety



RAVE COMMUNITY
MARKETING SUPPORT

ABOUT THE COMMUNITY MARKETING PLAYBOOK



In an effort to reach your community and promote safety, we have put together a Community Marketing Playbook to guide you and public safety partners on promoting Smart911 **all year round.** Our goal is to help you keep your community engaged by providing safety checklists and promoting Smart911.

With a limited amount of time and resources, it can be challenging for agencies or organizations to know which strategies or campaigns are the most critical and which ones need to be launched immediately.

In this **Community Marketing Playbook**, we will provide you with SIX plays (marketing programs) you should be running, along with how to implement them. While you are running fast, take a minute to pause and ensure you have the top strategies ready to go for your **Smart911** outreach.

As a public safety agency, you are a trusted source of information for your community, but the key is to use consistent marketing channels, such as social media, to reach your residents and visitors. A year-long Community Marketing Playbook is an ideal way to kick off your Smart911 outreach, ensuring your community is aware that they can provide 9-1-1 call takers and first responders critical information they want them to know in case of an emergency.



Your Playbook Strategist



I previously served in Charleston County Consolidated 9-1-1 Center as the 9-1-1 Public Educator. From my experience, consistency is KEY in Smart911 community marketing. One launch, one event, or one PSA is not enough to get all members of your community to sign up for Smart911. Add Smart911 to all your 9-1-1 education and partner with your user agencies and organizations. Follow this playbook yearly; each step is essential, and you will see an increase in Smart911 safety profile adoption.

Sasha Vargas
Community Marketing Manager
Rave Mobile Safety





- **5** What is the playbook?
- **5** Drafting your resources
- 6 Play tips:
 - Logos
 - Promotional Item Store
- 8 Checklist
- **13** Yearly Playbook Template
 - Play 1: Smart911 Marketing Kickoff or Relaunch
 - Play 2: Touchdown Digital Marketing
 - Play 3: Engage with Your Community
 - Play 4: Grow Your Base with Specific Needs
 - Play 5: During Severe Weather Emergencies
 - Play 6: Rave Facility







WHAT IS THE PLAYBOOK?

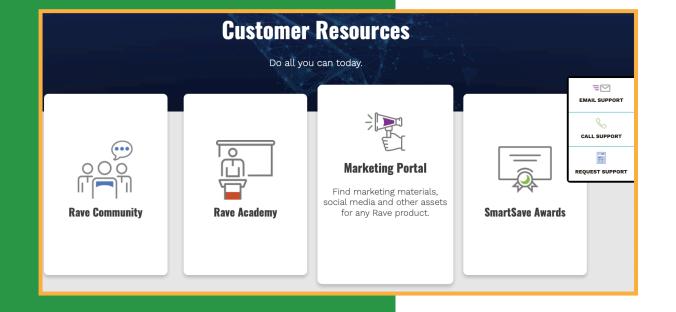
A playbook is a collection of community marketing plays and strategies, all compiled and organized into one document. This Community Marketing Playbook maps to where you are in your journey with Smart911 outreach, and it is separated into sections for kickoff plays, recurring marketing plays and relaunching Smart911 plays. When an agency partners with Rave, we provide them a copy of the Rave Community Marketing Playbook and they are encouraged to share the Rave Community Marketing Playbook with all their partners and stakeholders.



Keep informed of the latest Smart911 marketing materials by receiving our monthly newsletter, click <u>here</u> to sign up.

DRAFTING YOUR RESOURCES:

Before attending your **Smart911** Marketing Kickoff, it's important to review all your available resources at www.ravecustomer.com. Do you need help locating the right outreach materials? Contact our Community Marketing team dedicated to supporting your outreach efforts at marketingrequests@ravemobilesafety.com.





PLAY TIP: LOGOS

Some of the most requested materials in the Rave Marketing Portals are the Smart911 logos and QR codes. Click **here** to download the logo(s) or QR Code(s). Add these to:

- Flyers
- Postcards
- Newsletters
- Business Cards
- Email signatures
- And more...

Smart911 Logos & QR codes

Download the Smart911 logo files (.eps) and reference the brand guidelines to ensure proper usage.

Return to main Government & Public Safety page.





















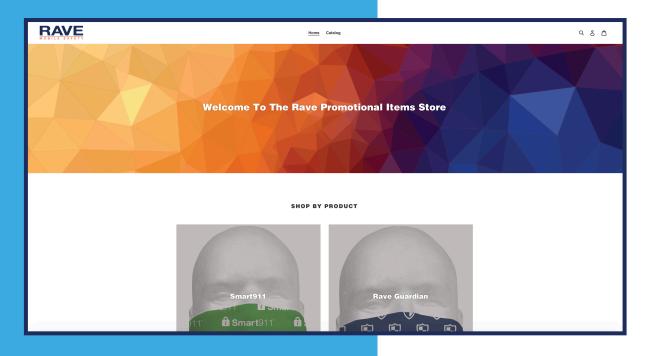
PLAY TIP: PROMOTIONAL ITEMS

Participating in community events is an excellent opportunity to meet your community members and network with other agencies or organizations attending the events.

As a part of strengthening your community outreach, giving out promotional items with your agency or Smart911 logo will ensure that the event attendees learn about your agency and about Smart911.

Some of the most requested items in the Rave Promotional Items store are:

- Smart911 Pens
- Smart 911 Phone Wallet



Click here to visit the Smart911

Promotional Items Store



Community Marketing Plays

NEW OR EXISTING CUSTOMER CHECKLIST

PLAY	WHEN TO DO IT	PROMOTE	
Smart911 Marketing Kickoff	During or after Rave 911 Suite implementation	NEW CUSTOMER First 90 days EXISTING CUSTOMER AFTER 365 DAYS	
Touchdown Digital Marketing • Website • Social Media • Email	 Keep your Smart911 information up to date Update your social media platform weekly Add to your community emails facts about Smart911 monthly or quarterly Include information about Smart911 on your newsletters weekly or monthly 	After 90 days	
Community Events (IN PERSON OR VIRTUALLY)	Continue your community outreach efforts by participating in community events in person or virtually	After 90 days	
Growing Your Adoption with targeted Needs	Part 1: Back to School Audience	Before the school year	
	Part 2: Senior Citizens	Anytime of the year and during: National Senior Citizens Day Grandparents Day	
	Part 3: Non-English Speaking	Anytime of the year	
	Part 4: Medical Conditions	Anytime of the year	

PLAY	WHEN TO DO IT	PROMOTE	
Growing Your Adoption with targeted Needs (Cont)	Part 5: Domestic Violence Promote anytime of the year or during Domestic Violence Awareness Month in October	Anytime of the year and during Domestic Violence Awareness	
	Part 6: Pets Promote any time or during National Pet Day on April 11	Any time and during: National Pet Day on April11Pet Safety Awareness	
	Part 7. Pandemics Encourage your community to create a Smart911 Safety Profile, but especially those at risk of severe illness from coronavirus or other diseases.	Any time during a pandemic	
During Severe Weather Emergency	The time prior to, during and after severe weather is an opportunity to reach your community with information about preparedness and how signing up for Smart911 can assist in being more prepared for any emergency such as: • Floods • Hurricanes • Earthquakes • Tornadoes • Winter Weather • Wildfires	Anytime before or during a severe weather event	
Rave Facility	Promote Rave Facility to businesses, schools and other facilities, as well as provide these organizations information about Smart911 to their staff.	Jointly with your Smart911 outreach	
Bonus Play: SmartSaves	The Rave SmartSave Award gives recognition to those using Rave products, including Rave 911 Suite, Rave Panic Button, Rave Alert, and Rave Guardian in any way that positively impacts an emergency call and/or response.	Anytime of the year. Submit your nominee	

Yearly Game Plan Calendar Template

Pick the month you are starting your kickoff or relaunch and follow the monthly campaign and suggested plays

January	February	March	April	May	June
Update your Smart911 agency's website	Schedule social media post	Schedule social media post	Schedule social media post	Schedule social media post	Schedule social media post
Schedule social media post Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Promote severe weather Promote Rave Facility Promote Back to School	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Promote severe weather Promote Rave Facility	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Promote severe weather Promote Rave Facility Specific needs- Medical conditions Specific needs- Non-English speakers	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote Rave Facility Specific needs - Pets	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote severe weather Promote Rave Facility Specific needs - Pets	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote severe weather Promote Rave Facility Specific needs - Pets
		M 11.1 0			
		Monthly Campa	aign Resources		
New Year's Resolutions	American Heart Month		9-1-1 Education Month	National EMS Week	National Safety Month
Amber Alert Awareness day	Poison Prevention Week		#Thankyou 911	National Police Week	Pet Safety Awareness Month
	*Flood Awareness Week		Smart911 Day World Autism Awareness Day National Pet Day	Mental Health Awareness Month National Pet Week	Children's Day

Yearly Game Plan Calendar Template

Pick the month you are starting your kickoff or relaunch and follow the monthly campaign and suggested plays

July	August	September	October	November	December
Update your Smart911 agency's website	Schedule social media post	Schedule social media post	Schedule social media post	Schedule social media post	Schedule social media post
Schedule social media post Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote severe weather Promote Rave Facility	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote severe weather Promote Rave Facility Promote Back to School Specific needs – Senior	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote severe weather Promote Rave Facility Specific needs – Senior	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Schedule community events Promote severe weather Promote Rave Facility Specific needs – Domestic Violence Outreach Kit	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Promote severe weather Promote Rave Facility	Add information about Smart911 to your, agency partners or government's monthly/quarterly newsletter Promote severe weather Promote Rave Facility
		Monthly Campa	aign Resources		
Fourth of July Americans with Disability Act Day	National Night Out Back to School Safety National Senior Citizens Day	National Deaf Awareness Month National Preparedness Month	Stop Bullying Fire Prevention Week Domestic Violence Halloween Safety	Thanksgiving Safety Thanksgiving Pet Safety	<u>Holiday Safety</u>

Play 1: Smart911 Marketing Kickoff or Relaunch

Overview:

New customers: Your agency is in the process of implementing Smart911 into your 9-1-1 system. You are now brainstorming ideas or planning campaigns to promote and encourage your community members to create a Smart911 Safety Profile. The Marketing Kickoff is one of the most important plays you will need to build a good foundation for promoting Smart911 in your community.

Your first 90 days are crucial; please follow the suggested plays for a successful launch.

Existing customers: If you've been a Smart911 community for a year or more, it might be time to consider relaunching Smart911 to promote recent Smart911 enhancements such as:

- Smart911 App
- How Smart911 Safety Profiles can better serve homeless and transient populations
- Added fields for Individuals with mental health, cognitive conditions, Coronavirus and other diseases



NEW CUSTOMER

First 90 days

During or after Rave 911 suite implementation

BIG PUSH!

Preparing for Smart911 kickoff

- Start by reviewing the Smart911 Media Relations Best Practice Guide
- Create a Smart911 landing page on your government or agency website (see play 2 for more details)
- Draft a press release for announcement.
 - Press release template: <u>Announcing the availability of Smart911</u>
 - Get quote(s) from public officials such as your Mayor, Police Chief, Sheriff, Fire Chief or 9-1-1 Director to add to your press release.
 - Invite these public officials and sign language interpreters to the press conference.
 - Create a mock Smart911 Safety Profile.
 Media outlets might request to capture video on how Smart911 works at your call center. We recommend you create a mock Smart911 profile to share with the local media outlets. If you need images or content, please contact marketingrequests@ravemobilesafety.com



After 365 days

Relaunching your Smart911 program

Preparing for Smart911 Relaunch

- Draft press release for announcement. Press release template:
 - Announcing the Smart911 app
 - Announcing Smart911 mental health latest enhancements
- Get quote(s) from public officials such as your Mayor, Police Chief, Sheriff, Fire Chief or 9-1-1 Director to add to your press release.
- Invite these public officials and sign language interpreters to the press conference.
- Update the mock Smart911 Safety Profile to show the media the new enhancements on Smart911.



SMART911 NEW CUSTOMER KICKOFF DAY / EXISTING CUSTOMER RELAUNCH DAY

Distribute press release to local media

- Local News
- Local Radio
- Local Newspapers
- Local Bloggers

Host a press conference & open house

- Smart911 Press Conference Speaking Points
- Smart911 Use Cases
- Smart911 Fact Sheet
- Smart911 FAQs

Social Media

If you have social media channels, make sure to stream your Smart911 press conference.

Click here to learn more about Social Media streaming:

https://livestream.com/blog/social-media-streaming-livestream

During or after Smart911 Kickoff / Relaunch



ADVERTISING

Continue to promote the Smart911 Safety Profile by promoting it in:

- Local Newspapers
- Local Radio Stations
- Billboards & Buses
- Digital Marketing (see Play 2)
- Social Media
- Emails
- Newsletters
- Your Website



Smart911 Graphics
Smart911 Web Badges
Smart911 FAQs
Smart911 App Video
Smart911 Web Graphics

Smart911 Radio Spot

During or after Smart911 Kickoff / Relaunch (Cont.)



COMMUNITY EVENTS OR MEETINGS

In person:

After your Smart911 announcement or relaunch, try to attend as many events and community meetings you can. Provide your community with valuable information about your agency and promote Smart911 during these events. Have sign-up stations available by using computers or mobile devices and offer them a reward such as a promotional item for signing up for Smart911.

Virtually:

There's a massive shift towards virtual events in the wake of Covid-19 cancellations.

Why should you host a virtual event?

Virtual events aren't restricted to only those who can be present in person. Attendees can join from wherever they are; all they need is internet access. Depending on the platform you use, they could even dial in on their phone.

Letting your community members join from anywhere means you can bring in speakers from anywhere, too. You could reach out to your agency's partners who haven't presented to your community in the past and invite them to do it remotely for the first time.

Sending an email, creating an event on Facebook, following on Twitter or connecting on LinkedIn is all just a click away.

Smart911 Community Deck
Smart911 Trifold
Smart911 Postcards
Smart911 Registration Kit
Smart911 Business Cards
Smart911 Door Hanger
Smart911 Flyers
Smart911 Promo Items Best
Practice





Play 2: Touchdown Digital Marketing

Overview:

Digital marketing is advertising through digital channels such as social media, email and websites.

Part 1: Website

A website is an important source of information for your community and partnerships. It's important to have a landing page on your agency or organization website to share information about Smart911.

See examples from other customers here:

- Charleston County, SC
- Sandy Springs, GA
- Kilgore, TX
- Bloomington, IN



Before and after your Smart911 kickoff



Download resources here:

Smart911 E-Communication Text

Template

Smart911 Use Cases

Smart911 Fact Sheet

Smart911 App Social Graphic

Smart911 Generic Social graphics

Smart911 Web Badges

Smart911 FAQs

Smart911 App Video



Ideas to keep your page up-to-date:

- Add pictures or videos of community events promoting Smart911.
- Add <u>Smart911 Monthly</u> <u>Campaigns</u>.
- Add Smart911 marketing materials for your community partners to download and share with the public.



Play 2: Touchdown Digital Marketing (Cont..)

Weekly or Monthly

Part 2: Social Media

Social media is the means of interactions among people in which they create, share, and exchange information and ideas in virtual communities and networks. It is a continually evolving, frequently used, and currently the most powerful communication tool. Social media channels are also a fast and easy way to reach many members of your community with various messages.

Social media tips:

- Use images and videos
- Keep it short and simple
- Add a Call To Action
 - Ask them to like or share your social media posts
 - Ask a question they can answer in the comments
 - Send them to your Smart911 landing page
 - Direct them to www.smart911.com
 - o Direct them to the Apple Store or Google Play Store to download the Smart911 app
 - o Get them to subscribe to your newsletter
 - Ask them to connect with you on other social media channels

When is the best time to post on social media channels?

- Facebook 12 p.m. EST, Monday to Wednesday.
- Twitter 12 p.m. or 1 p.m. EST, Monday to Wednesday.
- Instagram 12 p.m. to 1 p.m. EST, Monday to Friday.
- LinkedIn 7:45 a.m., 10:45 a.m., 12:45 p.m., and 5:45 p.m. EST. Monday and Wednesday.



Smart911 Social Media Best

Practice Guide

Smart911 App Social Graphic

Smart911 Generic Social

Graphics

Smart911 App Video

Smart911 Monthly Campaigns

Events and Holidays are Great Days to Post on Social Media

January	February	March	April	May	June
New Year's Resolutions	American Heart Month		9-1-1 Education Month	National EMS Week	National Safety Month
Amber Alert Awareness day	Poison Prevention Week		#Thankyou 911	National Police Week	Pet Safety Awareness Month
	Flood Awareness Week		Smart911 Day World Autism Awareness Day	Mental Health Awareness Month National Pet Week	
July Founds of July	August	September	October Stop Bullying	November Theologician Cofety	December
Fourth of July	National Night Out Back to School Safety National Senior Citizens Day	National Deaf Awareness Month National Preparedness Month	Fire Prevention Week Halloween Safety Domestic Violence	Thanksgiving Safety Thanksgiving Pet Safety	<u>Holiday Safety</u>
			<u>Outreach Kit</u>		

^{*}Depending on your state, promote severe weather campaign materials: Click here



Play 2: Touchdown Digital Marketing (Cont..)

Monthly

Part 3: Emails & Newsletters

Sending emails is an effective digital marketing strategy of communication. Sending newsletters to your community, government employees, stakeholders, partnerships, and more is a great way to keep your public informed. Sending monthly emails to your contacts will remind them about creating a Smart911 Safety Profile as well as keeping their Safety Profiles up to date. You don't need to create a Smart911 specific newsletter; you can add information about Smart911 in your ongoing newsletter.

Click on the image to see a customer's example:





Sign up to receive free weather and numerous other public safety alerts today!





Smart911 Email Templates Best

Practice Guide

Smart911 E-Communication Text

Template

Smart911 Use Cases

Smart911 Fact Sheet

Smart911 App Social Graphic

Smart911 Generic Social

Graphics

Smart911 Web Badges

Smart911 FAQs

Smart911 App Video

Smart911 Logos



Email tip:

Another unique way to utilize email is to add a Smart911 call to action on your email signature.



Play 3: Engage with Your Community

Engage Weekly or Monthly

Download

Presentation

Smart911 Postcards

Smart911 Registration Kit

Smart911 Business Cards

Smart911 Door Hanger

Smart911 Promo Items Best



Smart911 Community

Smart911 Trifold

Smart911 Flyers

Practice

Overview:

In person:

After your Smart911 announcement or relaunch is an excellent time to attend as many events and community meetings you can. Provide your community with valuable information about your agency and promote Smart911 during these events. Have sign-up stations available by using computers or mobile devices and offer them a reward for signing up for Smart911.

Virtually:

There's a massive shift towards virtual events in the wake of COVID-19 cancellations

Why should you host a virtual event?

Virtual events aren't restricted to only those who can be present in person. Attendees can join from wherever they are. All they need is internet access. Depending on the platform you use, they could even dial in on their phone.

Letting your community members join from anywhere means you can bring in speakers from anywhere, too. You could reach out to your agency's partners who haven't presented to your community in the past and invite them to do it remotely for the first time.

Sending an email, creating an event on Facebook, following on Twitter or connecting on Linkedln is all just a click away.





Overview:

Identifying and reaching out to your community groups with specific needs is essential in helping first responders be prepared and increasing Smart911 adoption.

Part 1: Back to School Audience

In an effort to help keep students safe at school, we have put together resources for you to distribute to your local public and private schools. The goal is to help keep students and their families better protected by issuing Safety Checklists and promoting Smart911.







Smart911 Back to School Kit Smart911 Back to School Social Graphics



Pens
Mini Notebook
Whistle Flashlight
Scarf Mask





Any time of the year and during:
National Senior
Citizens Day
Grandparents Day

Part 2: Senior Citizens

Ensure that you are able to maximize opportunities and awareness to increase registrations for senior residents in your community by scheduling Smart911 sign-up day, promoting monthly campaigns and more.



Download resources here:

Smart911 Senior Living Facilities

Best Practice Guide

Smart911 Tri-Fold

Smart911 Business Card

Smart911 Registration Kit

Smart911 Senior Flyers





Suggested Promo Items

Pens

Mini Notebook

Whistle Flashlight

Jar opener

Pill box

Scarf Mask

Lanyard



Part 3: Non-English Speaking

Promote Smart911 to individuals in your community whose primary language is not English. Individuals can indicate what language they speak on their Safety Profile and, in case of an emergency, the 9-1-1 Call Taker will see their language in their Safety Profile.





Promote anytime



Smart911 Non-English Materials
Smart911 Spanish Materials



Pens

Mini Notebook

Whistle Flashlight

Scarf Mask

Phone Wallet

Lanyard



Part 3: Medical Conditions

Promote Smart911 to residents in your community that want to share their medical conditions in case of an emergency with 9-1-1 and first responders.

- Neurological
- Behavioral
- Cognitive Conditions
- Sensory Impairments
- And more...





Promote anytime



Smart911 Medical Flyers
Smart911 Behavioral materials



Pens

Mini notebook

Whistle Flashlight

Scarf Mask

Phone Wallet

Lanyard

Pill Box



Part 5: Domestic Violence

Promote the safety benefits of Smart911 – such as faster response – to survivors of domestic violence. With Smart911, they can alert 9-1-1 and first responders that they or a loved one are at risk of abuse to receive help faster in an emergency. Partner with your domestic violence survivor advocates or a non-profit that helps survivors of domestic violence.





Any time of the year and during Domestic Violence Awareness Day



Smart911 Domestic Violence
Graphics

Smart911 Domestic Violence
Outreach Kit



<u>Pens</u>

Mini notebook

Whistle Flashlight

Scarf Mask

Phone Wallet

Lanyard

Pill Box



Part 5: Pets

Smart911 makes it easier for pet owners to protect their pets by displaying information about them to 9-1-1 call takers and first responders. You can promote Smart911 by partnering with vet offices, pet groups and pet stores.







Smart911 for pets



Pet tag Bandanas



Part 7: Pandemics

Encourage all members of your community to create a Smart911Safety Profile, but especially those at risk of severe illness from coronavirus or other diseases.







Smart911 Coronavirus Checklist



Bandanas
Pill box
Scarf Mask







Overview:

The time prior to or after a storm or weather-related emergency is a great opportunity to reach your community with messages about preparedness and how signing up for Smart911 can assist in any emergency. Leverage mass notification, media alerts, news interviews, etc. to encourage your community members to create Smart911 profiles.

Example from Louisville Fire Department:





Severe Weather Kit

Rains & floods

Winter storms

Hurricanes

Post storm:

Tornado, earthquake, and other emergencies



Pens

Mini notebook

Whistle Flashlight

Scarf Mask



Play 6: Rave Facility



Overview:

Emergencies occurring at schools, healthcare centers and other commercial properties present first responders with unique challenges, which can impact their ability to provide assistance. These facilities can be difficult to access. They may be locked or have gates; they can be confusing to navigate once accessed; and often the 9-1-1 caller is not familiar with the facility's layout.

With Smart911 Facility, businesses, schools and other organizations can take an active role in protecting their employees, students, guests, and property by providing any information about their facilities that they want 9-1-1 and first responders to know, ahead of any emergency for FREE.

These organizations can also take an active role by distributing information to their employees, students and guests about how to keep their loved ones safe by signing for Smart911.

Partner with your local fire departments, business chambers and business groups to help you promote Smart911 Facility.



Rave Facility Best Practice Guide

Rave Facility Social and Web

Graphics

Rave Facility Email Template

Rave Facility Flyers

Rave Facility Email Template

Rave Facility Video

Rave Facility Presentation Deck

Bonus Play: SmartSaves

Overview:

The Rave SmartSave Award program gives recognition to those using Rave products, including the Rave 911 Suite, Rave Panic Button, Rave Alert and Rave Guardian in any way that positively impacts an emergency call and/or response.

Rave SmartSave Award recipient(s) will receive:

- Mounted certificate on a plaque
- SmartSave Challenge Coin(s)





Encourage your staff to collect them all!

Additionally, agencies, organizations or institutions using Rave products can request a press release, their story published on the Rave Mobile Safety blog and/or a post mention on social media platforms.

How to submit your story:

Fill out the nomination form at www.SmartSaveAward.com

