## TELLING ROTARY'S STORY

## PDG GINA GROWDEN Rotary Public Image Coordinator Zone 8 2018-21

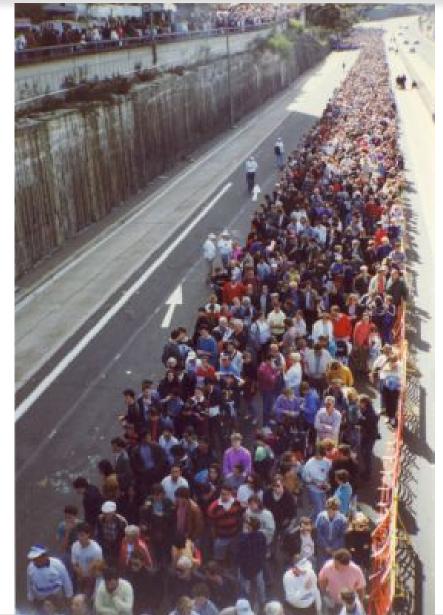


## My Rotary Story



## Opening of the Sydney Harbour Tunnel







## MY ROTARY STORY



The Rotary Club of Lane Cove established the Prostate Cancer Foundation and still supports it both financially and with representation on the board.



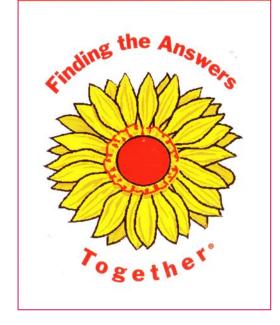
PROSTATE

CANCER

FOUNDATION

OF AUSTRALIA

Not a charity but an investment in the future of our community



## MY ROLE

## Rotary Public Image Coordinator Zone 8 (Australia)





## The opinion that many people have of a person/ organisation

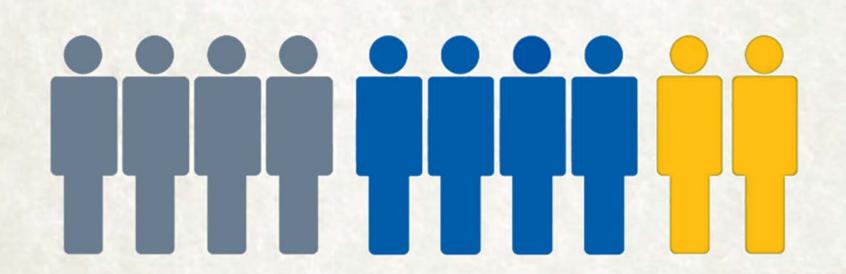


2016 Survey on Brand Recognition

**Never Heard** of Rotary

Know Name Only Familiarity

Some



## WHAT DOES THIS DO FOR OUR PUBLIC IMAGE?





## Or This? Road sign at Beacon Hill



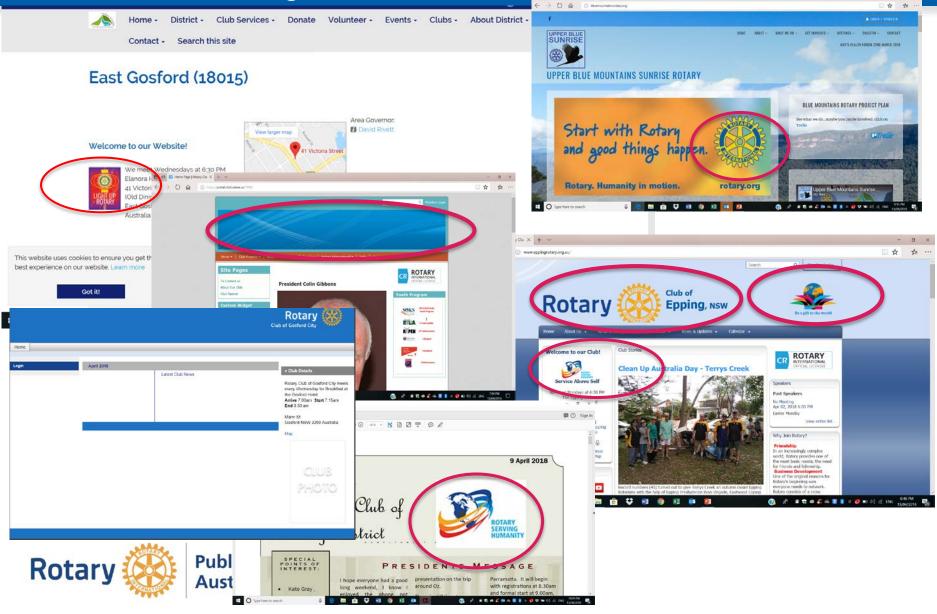


## DISTRICT 9685 WEBSITES

- 53% of District 9685 Websites have:
  - Out of date information
  - -Old Rotary logos
  - -Old RI themes
  - Not using the correct branding
  - -Links don't work



## D9685 Website Pages



# Public Image is EVERY ROTARIAN'S responsibility





## WHY IS ROTARY STRENGTHENING OUR PUBLIC IMAGE?

## We do not get the recognition we deserve



## WHY ARE WE ENHANCING OUR PUBLIC IMAGE?

Rotary

Australia (Z8)

## We have a great Story to tell BUT



We need to tell it more simply and consistently



Not earning full credit for our good work means it's

HARDER TO REACH OUR FULL POTENTIAL



## **TELLING OUR ROTARY STORIES**

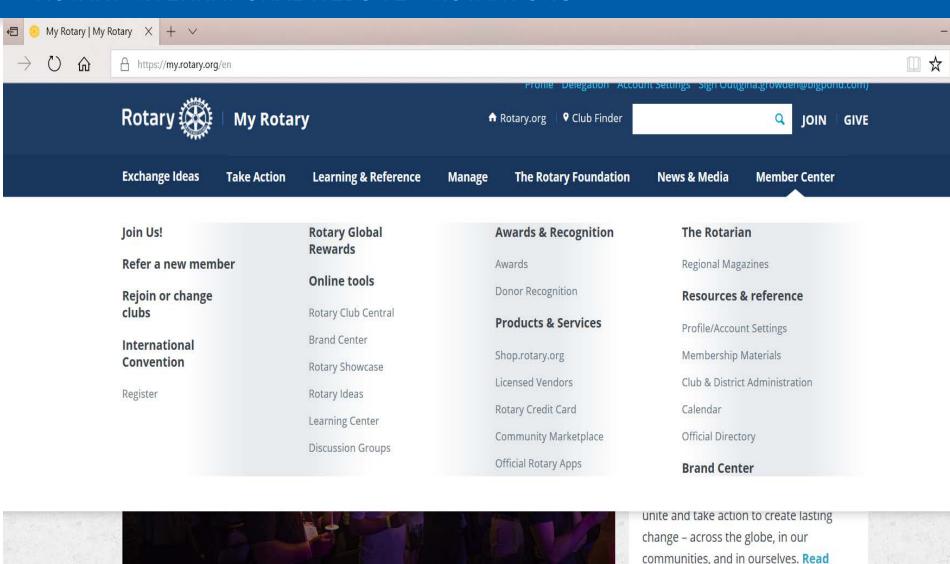


## ROTARY INTERNATIONAL WEBSITE

## www.rotary.org/myrotary



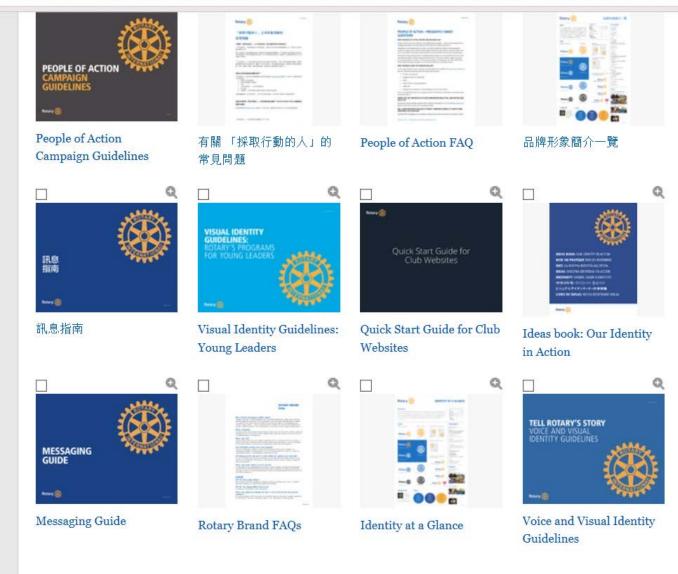
## ROTARY INTERNATIONAL WEBSITE - ROTARY.ORG



Rotary 2017 peace champions

more on our strategic plan >

/Guidelines?pageSize=20&showadvancedsearch=True&showkeywordfilters=True&showselectedkeywordfilters=True&b=www&bs=www&k=





Back to top •

## MESSAGING GUIDE





547E-EN-(317)



## **OUR VOICE**

## **BRINGING ROTARY'S BRAND STORY TO LIFE**

ESSENCE	>	REINFORCE OUR REASON FOR BEING	Rotary brings together leaders from all continents, cultures, and occupations to exchange ideas and take action for communities around the world.
VALUES	>	REFLECT OUR BELIEFS AND BEHAVIOR	<ul> <li>We build lifelong relationships</li> <li>We honor our commitments</li> <li>We connect diverse perspectives</li> <li>We apply our leadership and expertise to solve social issues</li> </ul>
VOICE	<b>)</b>	COMMUNICATE IN OUR VOICE	<ul><li>Smart</li><li>Compassionate</li><li>Persevering</li><li>Inspiring</li></ul>



## TITLE

## **ROTARY'S BRAND VOICE**

OUR VOICE IS	THIS MEANS	WE ARE	BUT NOT
SMART	We look at problems from different angles and apply our expertise to solve social issues in ways that others cannot. Our communications are insightful.	Knowledgeable Perceptive Confident	Obscure Disconnected Arrogant
COMPASSIONATE )	Tackling tough challenges in communities worldwide requires empathy. Our communications champion real people, with stories and experiences that are relatable and universal.	Thoughtful Sincere Engaging	Lofty Sentimental Weak
PERSEVERING >	We find lasting solutions to systemic problems at home and abroad. Our communications express our commitment when we speak with clarity and conviction.	Bold Purposeful Courageous	Reckless Close-minded Stubborn
INSPIRING	Motivated by the enduring connections and positive change we bring to communities and the world, we encourage others to take action. Our communications convey hope, enthusiasm, and passion.	Upbeat Hopeful Visionary	Hyper Zealous Impractical



WHO WE ARE

Voice and Visual Rotary Guidelines September 2016

8

Here are a couple of examples to demonstrate how our voice strengthens our message:

EXAMPLES	BEFORE (without Rotary's voice)	AFTER (in Rotary's voice)	WHY IT'S EFFECTIVE
Invitation to prospective members	Rotary is ordinary people around the world working together to clean	It's amazing what we can accomplish when hearts and	Is active, inspiring, and inviting
to visit a local club	the environment, end polio, improve our communities, and accomplish other extraordinary things.	minds work together. See how leaders from countries, cultures, and occupations around the world are taking action — to enhance health, empower youth, promote peace, and improve their community.	Balances compassion (hearts) and intelligence (minds)
	Learn more at rotary.org.		Defines leadership by mindset (diverse perspectives) and action
			Clarifies our impact
			Includes a clear call-to-action
		Join leaders at a Rotary club near you.	
Excerpt from	Rotary's Anniversary	Another year, another chance	Headline is inspiring versus
Rotary.org	Rotary's 108th anniversary marks	to make history	descriptive
	a year of both achievements in the fight to eradicate polio and a stepped-up commitment to finish	We're closer than ever to eradicating polio. But even as	<ul> <li>Highlights Rotary's persevering spirit</li> </ul>
	the job. You can help by learning how to use advocacy to encourage governments to fund the vital work	we celebrate our 108th year of community impact, we're reminded that there is much	<ul> <li>Is more compassionate and human (i.e., uses the collective "we")</li> </ul>
	of polio eradication.	to do. Become an effective advocate for government funding so together we can	Has a clear call-to-action



# The need to give a CONSISTENT MESSAGE and to portray an easily identifiable VISUAL IDENTITY is VITAL for strengthening Rotary's Public Image



## **CONSISTENT MESSAGING**

- Tell a compelling story
  - How you bring leaders together
  - Exchange ideas
  - Take action to improve your community
- More conversational & authentic—avoid "Rotary speak"
- More consistent visual identity









## OUR VISUAL IDENTITY



## Our Masterbrand Signature

## Rotary Conference of the Rotary Conference of

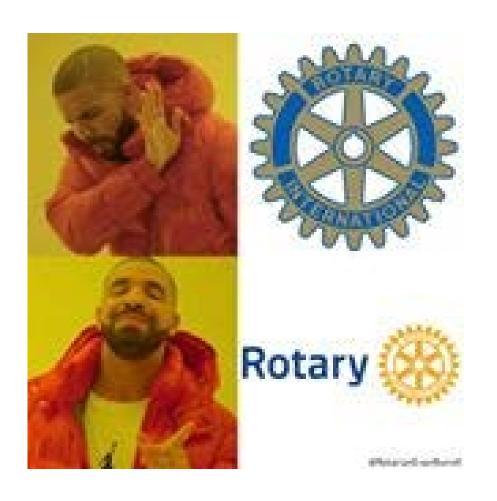


## Our Mark of Excellence





## Use the correct branding



Even Drake knows which is the right Rotary International logo to use from now on!

If you are still using the older version NOW is the time to jump on board with the new branding



MARKET AND

## TELL ROTARY'S STORY VOICE AND VISUAL IDENTITY GUIDELINES









**Our Story** 

Guidelines

Materials

Ads

Images & Video





## **GUIDELINES**

Apply our messaging and visual guidelines to your communications to tell Rotary's story in a consistent and engaging way.

**LEARN MORE** 



## LOGOS

Download high-resolution logos and Rotary graphics.

**LEARN MORE** 



## **MATERIALS**

Use our customizable materials to promote your club, projects, and programs.

**LEARN MORE** 



## WHAT'S NEW

Check out the new club brochure — edit the text and upload photos or choose from the images provided.

View >

## **WE CAN HELP**

Find answers to the most commonly asked questions on our FAO page. Need additional resources or wish to contact us?

Learn more >

## Rotary

**Our Story** 

Guidelines

Logos

**Materials** 

**English** 

**Images & Video** 

## **OUR BRAND**



**Brand Center | Logos** 

## **LOGOS**



## **ROTARY LOGOS**

Incorporate Rotary's logo into your club or district communications.





## **FOUNDATION LOGO**

Use The Rotary Foundation logo in your club or district communications.





## **TEMPLATE**

Create your own club, district, or program logo.





## **PROGRAM LOGOS**

Use logos and graphics to promote Rotary's programs, including Rotaract and Interact.



## THEME LOGOS

Use the theme logos to promote the presidential theme and citation in your Rotary club or district communications.

View >

## **ABOUT ROTARY LOGOS**

Read an overview on how to use Rotary logos.

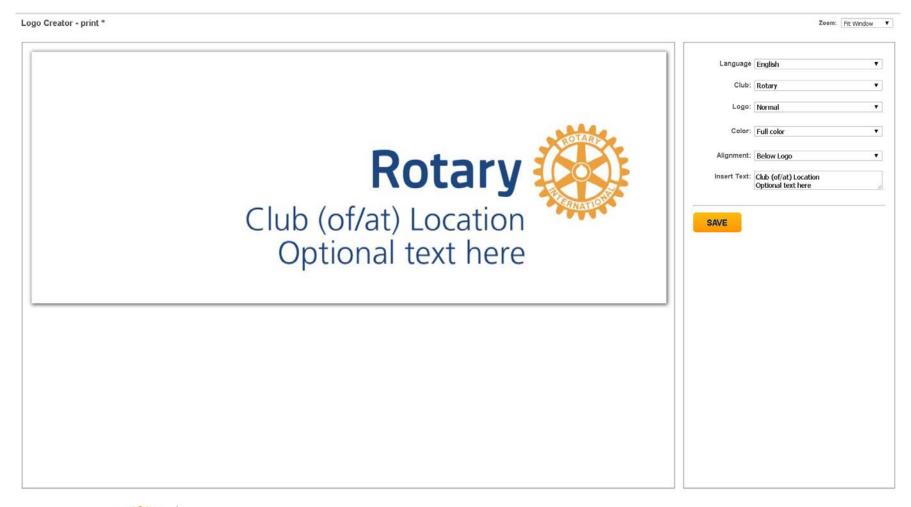
Learn more >

## **FURTHER ASSISTANCE**

If you can't find the logo you're looking for, contact Rotary staff. graphics@rotary.org >



## **Create your Club logo**





## Create Your OWN Club / district LOGO









**Our Story** 

Guidelines

Logos

**Materials** 

Ads

**Images & Video** 

**Brand Center | Materials** 

## **MATERIALS**



## **CLUB RESOURCES**

Give your club materials a fresh and consistent look by using our templates to update your flags, membership certificates, newsletters, and more.





## **CREATE YOUR OWN**

Use our online tools to customize your club's logo, create a brochure to showcase your activities and projects, or make cards to promote Rotary's programs for young leaders.



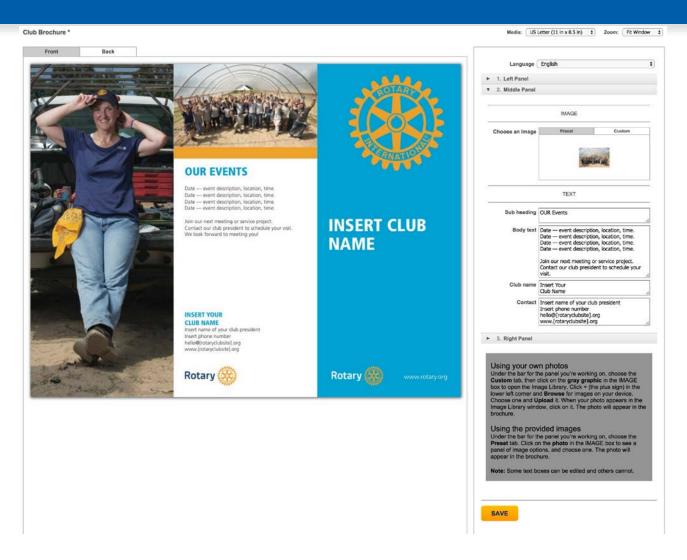


## **PROMOTIONAL RESOURCES**

Promote Rotary, your club, service projects, and events using our templates. You can create banners, brochures, press releases, and more. Also find guides for planning events and social media campaigns.

**VIEW** 





Front



#### PEOPLE OF ACTION

Our club is a proud part of this community and of Rotary International. Rotary is a global network of more than 1.2 million members who believe that great things happen when dedicated minds come together. We are community and business leaders representing different professions, experiences, and perspectives but with a shared desire to connect with others to address the challenges affecting our community and communities around the world.

Our club offers opportunities for our members - and those interested in making a difference - to get involved. Through meetings, social events, and volunteer projects, our members learn about the issues facing our community and communities all over the world, partnering with local, national, and global experts to exchange ideas about potential solutions and to draw up action plans to respond. Along with these opportunities to serve, members also are able to regularly network, resulting in lifelong friendships and business connections.

#### MAKING A DIFFERENCE

Solving real problems takes real effort, commitment, and vision. Rotarians work to protect communities from preventable disease, keep women and children healthy, improve education and economic outcomes, create safe water and sanitation infrastructure, and make our community and the world a more peaceful

We are working with various partners on the following

- Local project name project description, outcome/impact
- · Local project name project description,
- outcome/impact · International project name — project description, outcome/impact
- · Ending polio -- Partnering with the Bill & Melinda Gates Foundation, the World Health Organization, and UNICEF to end polio, once and for all

#### **GET INVOLVED**

Becoming a member enables you to meet your community's leaders and to make an impact both here and around the world. We invite you to visit our club and find out more about us and the opportunities we offer to get involved.

Our members have found that it's a truly rewarding



Using the provided images

SAVE

Under the bar for the panel you're working on, choose the Preset tab. Click on the photo in the IMAGE box to see a panel of image options, and choose one. The photo will appear in the brochure.

Note: Some text boxes can be edited and others cannot.

Media: US Letter (11 in x 8.5 in) \$ Zoom: Fit Window \$

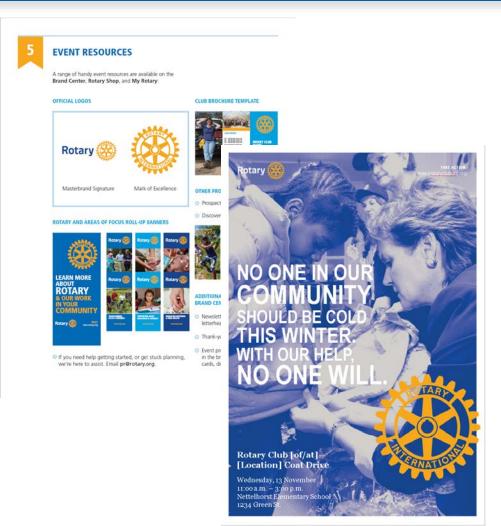
Language English





Rotary (

WWW.ROTARY.ORG/MYROTARY





# PEOPLE OF ACTION



## PEOPLE OF ACTION CAMPAIGN



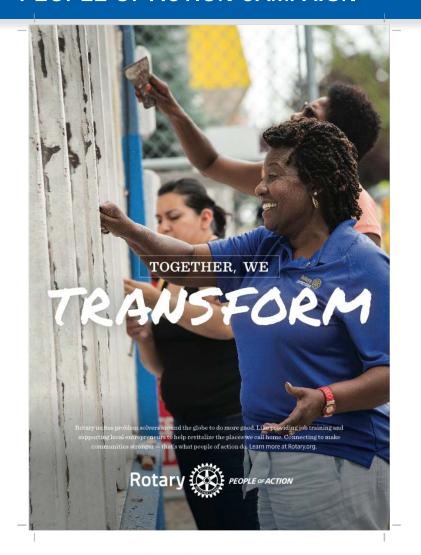
# PEOPLE OF ACTION CAMPAIGN

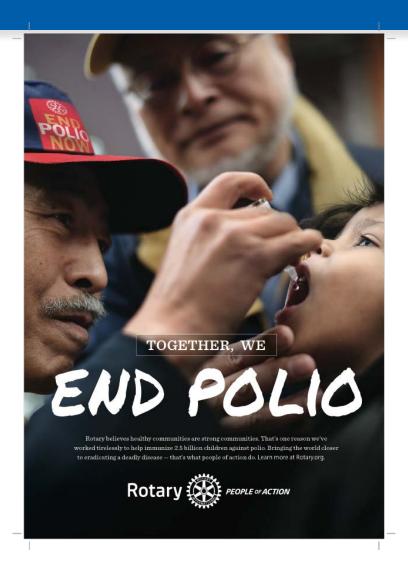


Acknowledgements to RC Woy Woy

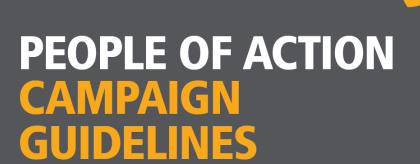


### PEOPLE OF ACTION CAMPAIGN











EN\_\_/81



#### **TELL YOUR CLUB'S PEOPLE OF ACTION STORY**

If you prefer to use an ad that's specific to your own Rotary club and story, you can create one. Use this exercise to start developing your own club story that will resonate with your community. This worksheet will help you begin writing your ad. Simply answer the following questions:

- What are we trying to accomplish?
   Describe the problem or challenge in your community that your club wants to help solve.
- 2. Who is our audience?

**Get Started** 

Who is your audience beyond Rotary members? What do they know about us? What do they think and feel about us? What do we want them to think and feel?

- 3. How did we take action?

  Describe how you used the expertise of your club members or others in the community to tackle the challenge. What obstacles did your club face as you worked on this project?
- **4.** What action verb best represents the action we took? Together, We Connect? Together, We Transform? Inspire? End Polio?

- 5. What image will best depict our story? What does it look like? Who is in the photo?
- 6. What was our impact? What evidence supports this?
- 7. What were the outcomes of our project?

  How many people did the project affect? What are some other relevant statistics?

  What changes resulted from the project?
- 8. How did we touch the lives of people in our community? Provide specific examples.
- 9. What do we want our audience to do?

  Learn more? Support your cause? Join you at an upcoming event?

#### THREE STEPS TO CREATING A PRINT AD

You've answered the important background questions, and you know the story you want to tell. Now it's time to create an ad that will best represent your club and your People of Action message — and grab the attention of your target audience. Here's a three-step process to develop a People of Action print ad that's specific to your club and community.

#### 1) SELECT AN ACTION VERB FOR YOUR HEADLINE

"Together, We ..." is part of the headline for this campaign and must be used in all People of Action ads. To finish the headline, select an action verb that best represents your message. Think about what your club was trying to achieve, or how you approached the local challenge you decided to address. Which action verb best describes what you did? Please choose from the following list:

- Connect
- Transform
- Inspire
- End polio

#### 2) CHOOSE AN IMAGE OR TAKE A PHOTO

Imagery is critical to demonstrating that we are people of action. We want to showcase the action and the people we are helping through our work. You don't have to be a professional photographer to do this. When you're capturing images, just keep the following in mind:

- Take and use pictures that are composed in a way that supports the claim that we are people of action.
- Avoid "grip and grin" photos (those that show two people shaking hands and smiling).
- Remember, the headline is "Together, We ..." A shot of an individual will only rarely be appropriate.
- Make sure you represent the diversity of your club and the people you are serving in age, ethnicity, and gender.
- Ask yourself, "Will people in my community connect with what they see in the photo?"

You want to use powerful images that capture your viewers' attention and make them feel an emotion.

#### 3) DEVELOP BODY COPY

The body copy, or the main part of your ad, will tell your story in a brief, informative, and inspiring way. This is where, in as few words as possible, you will:

- Make your claim
- Offer statistics or other proof of your impact
- Issue a call to action

Keep in mind that you should cover these three essential elements in your body copy. Otherwise, your ad will come across as confusing, incomplete, or misleading.

To make sure you develop a clear and inspiring message, refer back to the "Tell Your Club's People of Action Story" worksheet to determine one or all of the following:

- What were the outcomes of your project?
- How many people did the project affect?
- What are some other relevant statistics?
- What changes resulted from the project?
- What specific examples show how you touched the lives of people in your community?

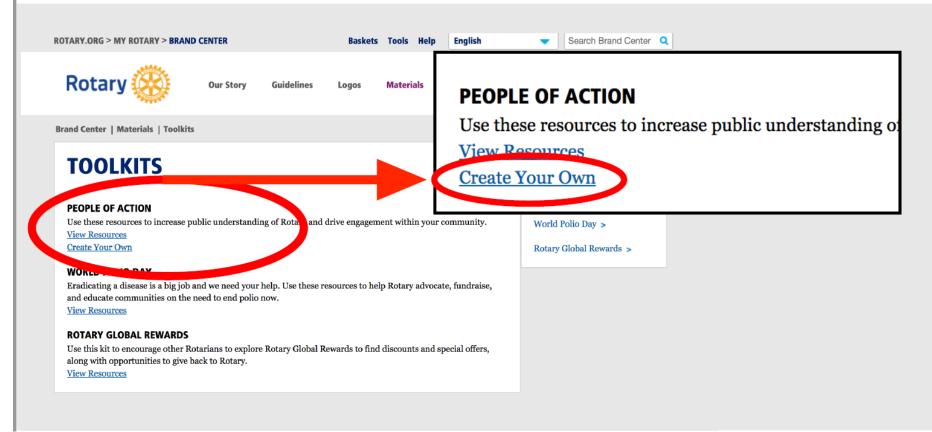
Don't forget to include your call to action, or the message that tells readers what you want them to do when they see your ad. Do you want them to learn more? Attend a meeting? Support your cause? Join your club?

Now it's time to start writing. Once you've answered the essential questions in "Tell Your Club's People of Action Story," refer to "Three Steps to Creating a Print Ad" to create your ad. Then use the design template in the Brand Center to combine your copy and the image you've chosen into a professional-looking ad. The final result should look similar to the ad shown on the left.

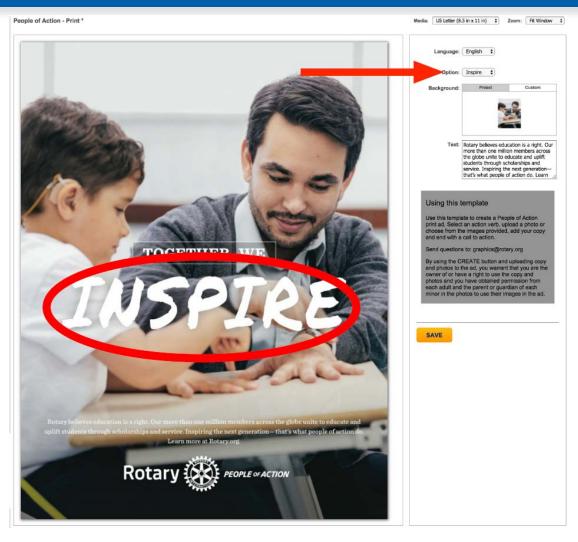


#### Head

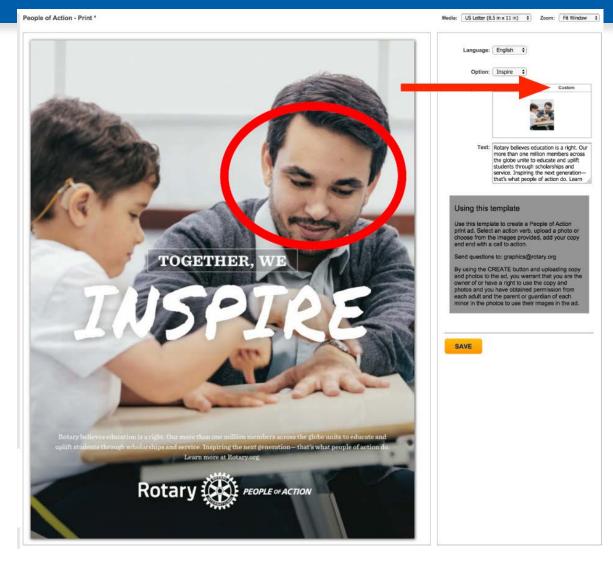
#### **Body**



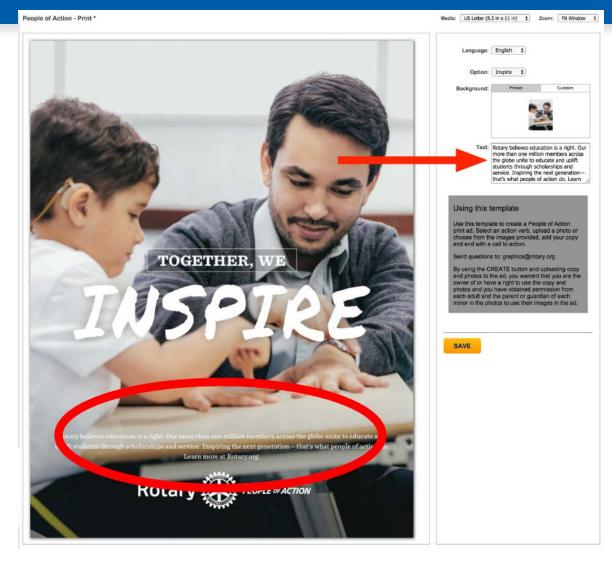




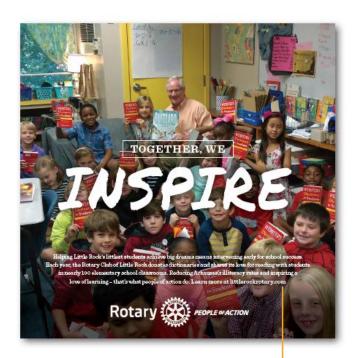










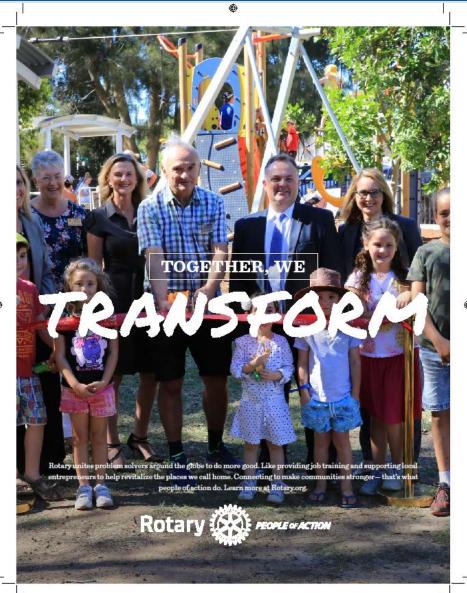


Helping Little Rock's littlest students achieve big dreams means intervening early for school success. Each year, the Rotary Club of Little Rock donates dictionaries and shares its love for reading with students in nearly 100 elementary school classrooms. Reducing Arkansas's illiteracy rates and inspiring a love of learning — that's what people of action do. Learn more at littlerockrotary.com





## My examples





## BE CREATIVE WITH PHOTOS









## TAKING BETTER PHOTOS







# WHAT YOU CAN DO



# Wear your Rotary pin with pride

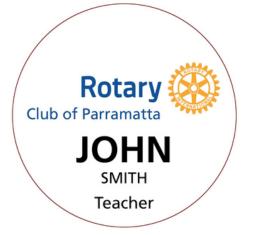


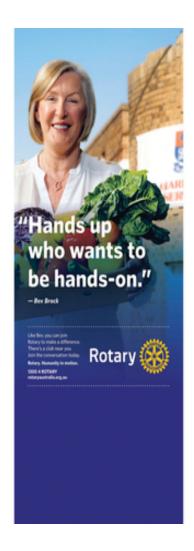


# Update your merchandise











# Update your street signs







## **ADOPT** OUR VOICE AND VISUAL IDENTITY



- Download our guidelines
- Create your own club logo
- Use templates as a starting point
- Use images to inspire your own photos

# Update your Website & Facebook Pages



# Welcome to the Upper North

Doing good in the world. Serving our community. Having fun do

Results of the 2018 Community Appeal Car Raffle here!







## **PLAN AND BUDGET** FOR MARKETING

Plan for success NOW

- Map out your events
- Put the right team in place
- Give them a clear budget







# THE END RESULT

million members delivering a consistent message

1.2 = Rotary





stronger brand

more members, donors, partners

greater impact







## TOGETHER WE - MAKE A DIFFERENCE



**CONNECT** 



**INSPIRE** 

**TRANSFORM** 

# HARNESS THE POWER OF YOUR STORY!

