

**Charity Presentation** 





ihiveLIVE's mission is to increase charitable giving using a causedriven commerce model that provides charities with a consistent daily source of revenue.



 Consumers want to give more to charity, but lack the funds to do so

 Businesses want to be seen as being socially responsible

 Charities are struggling to raise money to help their causes

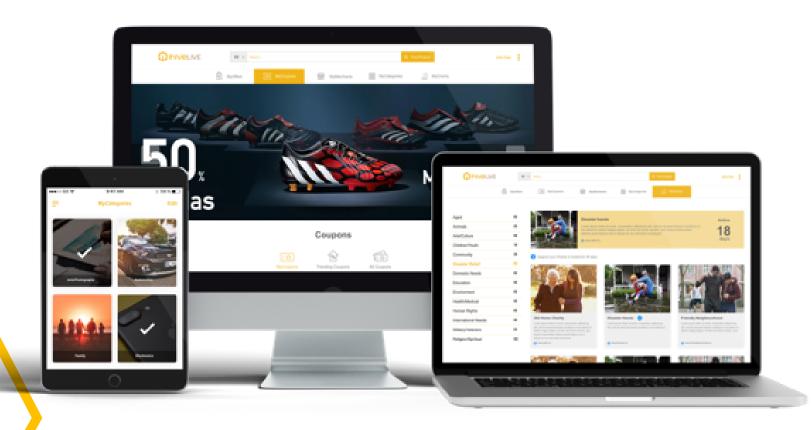


- Donations down across all age groups: median donation is approximately \$300
- Canada's growing population is giving less: 30% of donations coming from people 70 Yrs +
- Younger donors prefer online giving options
- 43% of non-donors would give if they had the money
- 30% of current donors not giving more because of questions regarding how the money is spent

## THE iniveLIVE SHARING PLATFORM

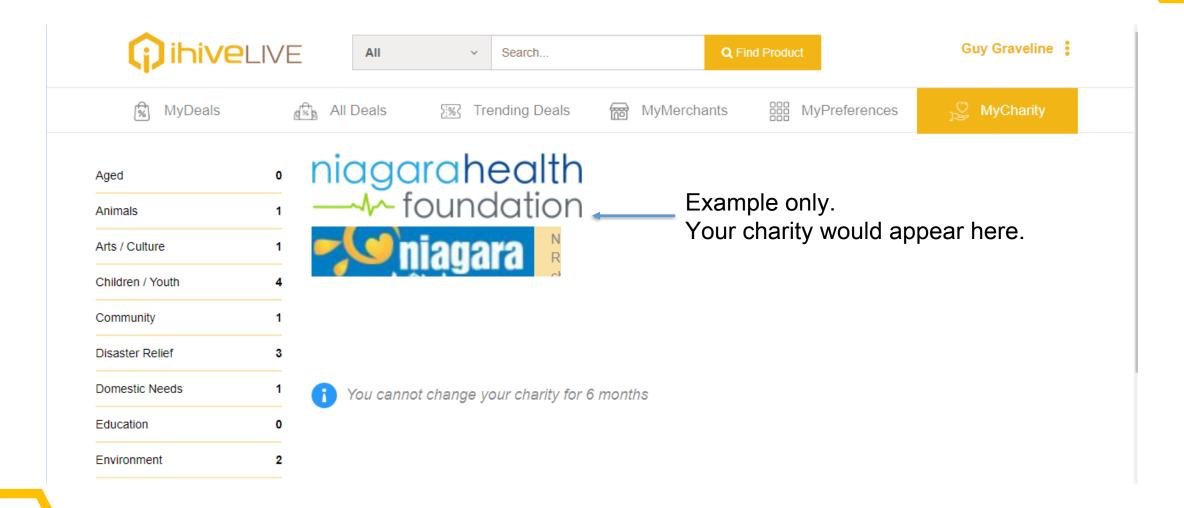
 Where consumers, business and charities can come together "to do good" for their community

A virtual community of like-minded people who are philanthropists at heart

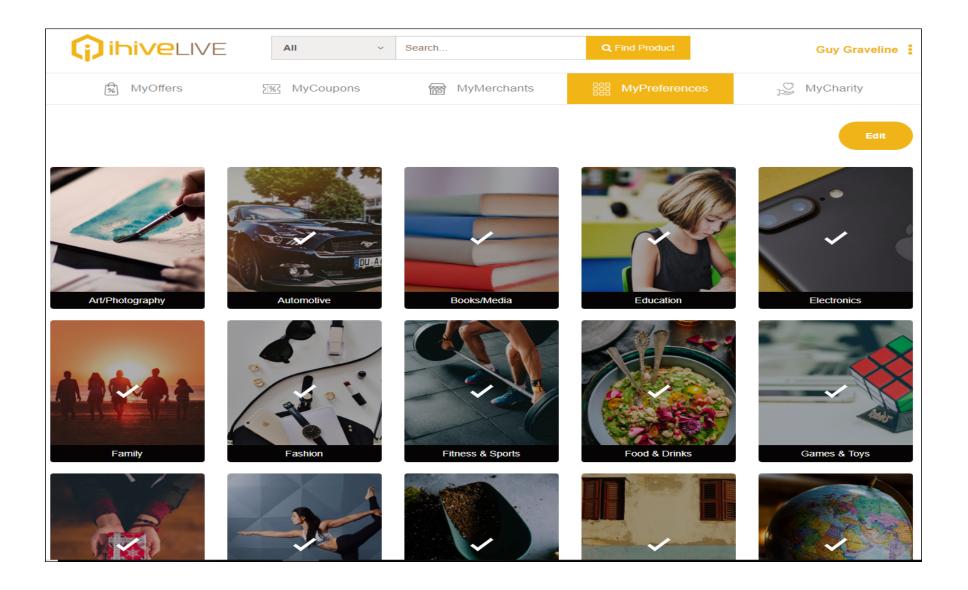




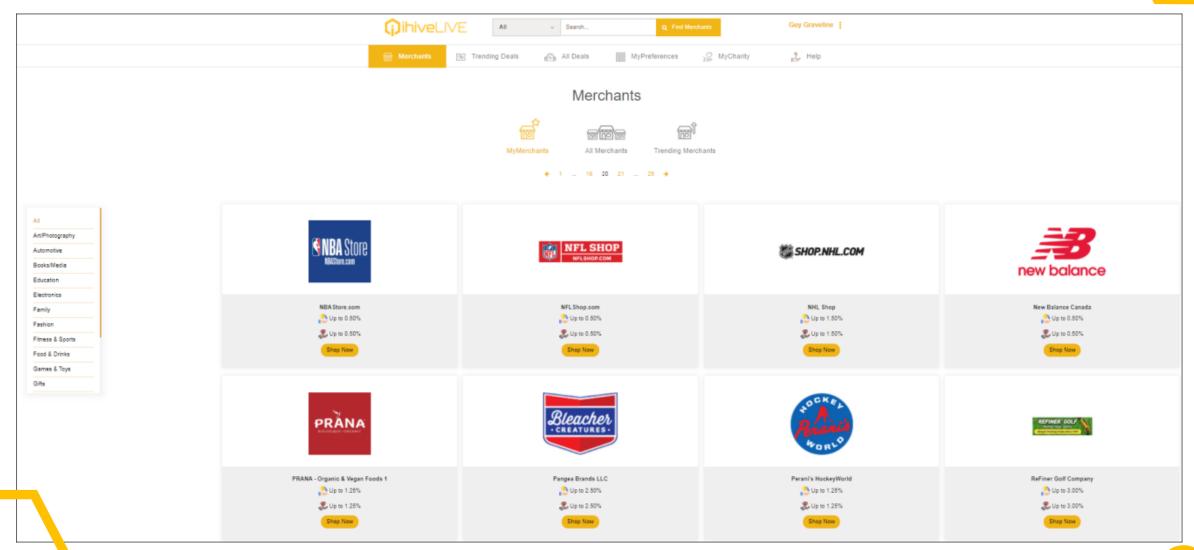
# Sign-up specific to your charity



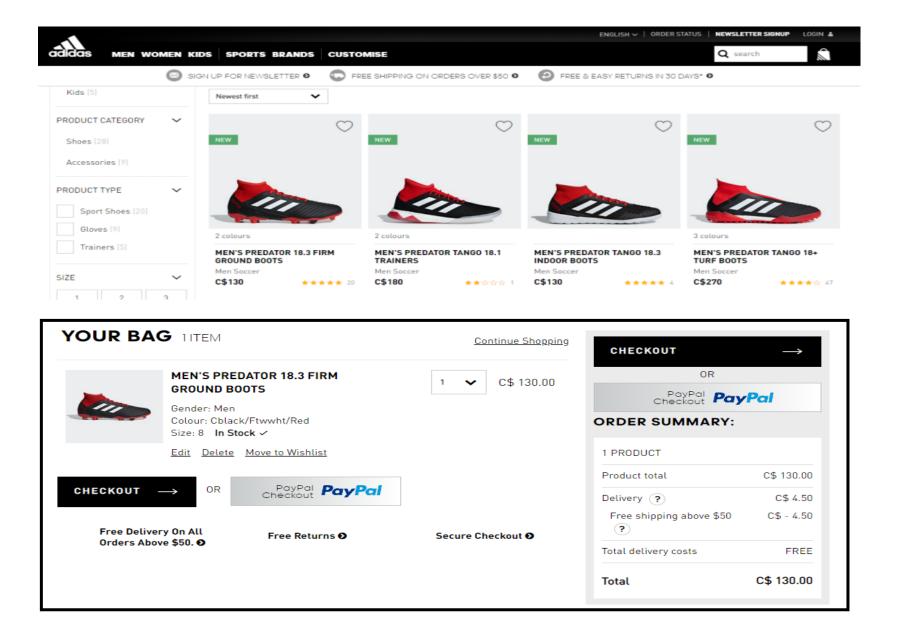
# Sign-up tailored to the individual



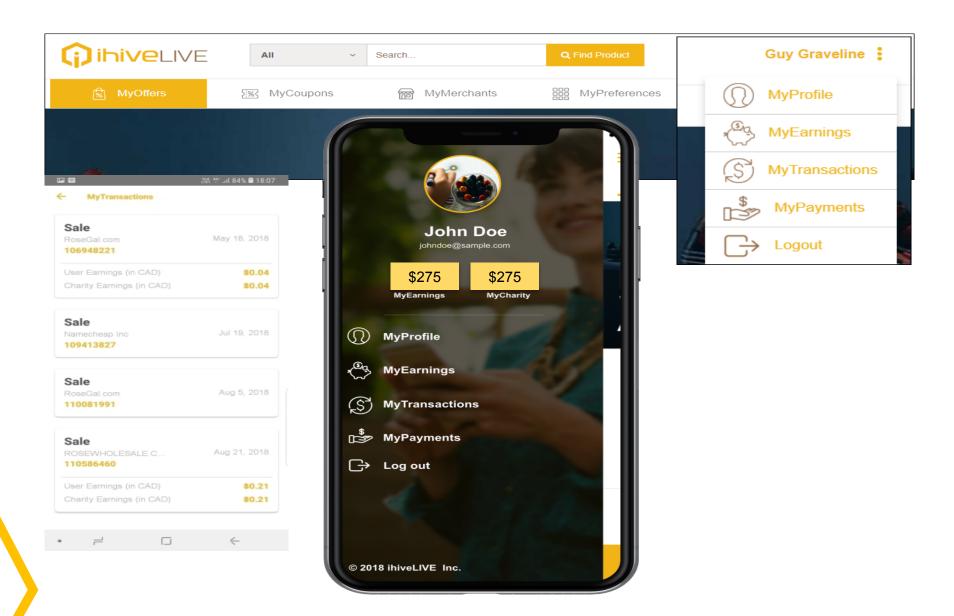
# Finding merchants and deals is easy



# Shopping direct with affiliate merchant



# Easily check transactions and giving





#### Examples:

- ❖ Purchase of Shoes for \$253.96
  Commission of 2.5% = \$6.35
  Member's charity = \$3.17 or \$6.35
- ❖ Purchase Travel for \$2,660.03 Commission of 5% = \$133.00 Member's Charity = \$66.50 or \$133.00

Average Canadian household spends about \$2,748 each year on online shopping. If 50% of purchases are made via ihiveLIVE at an average commission rate of 2.5% and members choose to 100% of the cashback to their charity, then:

Each member would produce for their charity = \$34.35

A charity with 1,000 iniveLIVE Members = \$34,350 annually

## **REVENUE SHARING**

## How ihiveLIVE makes money and invests to grow...



- We negotiate great cashback rates with each of our affiliate merchants and direct up to 50% of the cashback proceeds back into the ihiveLIVE
- This allows us to invest in expanding our reach, enhancing technology to promote social giving and creating an online social community
- When you explore merchants through iniveLIVE, you'll see the cashback percentage advertised that's the rate you and your charity will receive!

Here's some cashback examples:

Monster 10%, Keds 5%, NHLSHOP.com 3%, and Mountain Warehouse 2.5%, just to name a few.

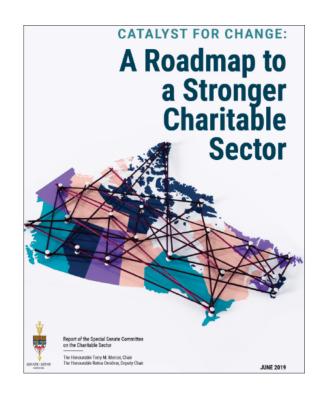
# **REVENUE SHARING**



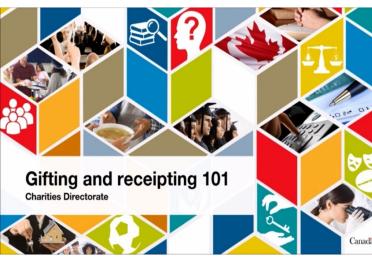
# The Giving Report 2018



# **Supporting Research**









- "Catalyst" for giving, for "helping others"
- Research based tool for learning about donors
- Community for sharing and communicating
- Positive influencer for societal change
- Platform for "sharing" money so people can give



- Low "cost to raise" fundraising program
- "No cost" way for current donors to give more
- "No cost" way to attract non-donors who now have cash from ihiveLIVE to give
- Transparent reporting system for your program:
  - Your Dashboard
  - Your Donor Information
- Sustainable source of funding that will grow over time as more people use online shopping options
- Communications tool to strengthen affinity relationships with your donor base



- Communications materials for you to introduce iniveLIVE to your donor base with creative elements
- Ongoing updates and information in creative formats to ensure sustained communications about ihiveLIVE
- Profile page on ihiveLIVE with backlink
- Social media shout-outs and exposure

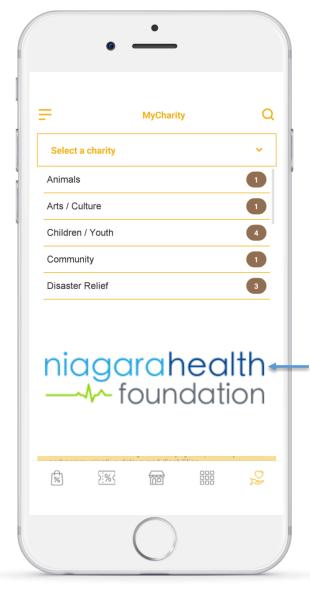
## **Charity Support**



Administration Portal -Manual procedures will become automated from pilot learnings to develop automated capabilities for:

- Dashboard
- Payment Processing
- Historical statistics and donor information for ongoing engagement
- Ability to survey or poll Members

# ihiveLIVE'S UNIQUE OFFERING



ihiveLIVE enables charities to "lock in" cause-related shopping and activities to your charity and stay "top of mind".

The charity receives all cash generated from the individual shopper upon signing up.

This gives the charity the unique ability to maximize fundraising from the ihiveLIVE platform and lessen distraction from other competing charities.

Example only.
Your charity would appear here

# **Onboarding Your Charity**

## Pre Sign-up

#### **Activities:**

- OverviewPresentation
- ☐ Letter of Intent (LOI)
- ☐ Identification of Internal Coordinator
- ☐ Agreement to mutually acceptable launch date

#### **Pre Launch**

#### **Activities:**

- Review and customization of templated communications
- ☐ Review of data sharing / weekly extract of sign-ups
- Data analysis
   required to measure
   conversion success
   rate
- Walk-thru FAQs and Customer Support Model

#### Launch

#### **Activities:**

- □ Employee notification in advance of final launch date
- Sending donor invitation emails
- ☐ Promotion on social media

## Post Launch (+1-90 days)

#### **Activities:**

- Weekly emails sent to new members thanking them on behalf of both organizations
- Weekly extract report sent to Internal Coordinator, including donor name, email and cashback generated to date, conversion %
- ☐ Reminder emails sent to donors who have not signed up

# **Support Components**

#### **Letter of Intent**

- □ Nature of partnership
- ☐ High-level
  Roles and
  Responsibilities
- ☐ Confidentiality & Privacy

#### **Communications**

- ☐ Launch Email
- ☐ Follow-up reminders
- Banner Ad
- Upcoming events to promote

## **Customer Support**

- ☐ FAQs
- □ <u>info@ihivelive.com</u>
- Management resolution
- ☐ Discussion with Internal Coordinator
- ☐ OnscreenNotification / Emailto members



- Our ask to your organization:
  - connect with your key personnel
  - letter of support for ihiveLIVE
  - introduction of program to your supporter base encouraging them to sign-up now
- Collaborative working relationship
- Preparation for your charity's launch

# HOW TO CONTACT US

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