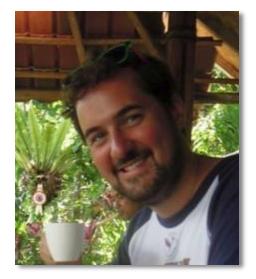




## AI Q&A

# Convert more donors and engage more supporters with cutting edge technology





#### **Gordon Walsh**

Chief Data Scientist Accessible Intelligence



#### Paul Hayward Director of Business Development Engaging Networks



engaging NETWORKS

### Adoption of AI in the sector



#### **Adoption of AI**

61% of charities are using Al tools on a daily basis, growing from just 35% in 2023.(1)

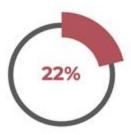
However, 45% of charities also report that they are using these tools informally and not as part of a broader strategy or plan.<sup>(1)</sup>





engaging NETWORKS

### Use of AI and plans for the future



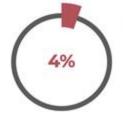
#### **Preparation for AI**

22% of charities felt that they were prepared for the opportunities and challenges posed by AI.<sup>(1)</sup>

#### Future use of AI

Surprisingly 37% of charities reported that they were taking **no** steps to engage further with Al!<sup>(1)</sup>





#### AI tools and services

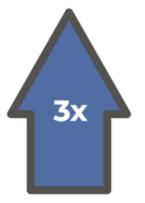
Only 4 out of every 100 charities are working to develop AI-powered services for their communities.<sup>[2]</sup>



### Al in action: Rainforest Action Network

## Converting supporters who have never donated

Using AI to match the emotional tone of emails with individuals previous responses increased conversion rate by  $3x^{(3)}$ .





### Al in action: Mercy Home for Boys & Girls



## Converting Campaigners to donate

Al-driven advocacy segments converted campaigners to give 1,680% more effectively than a charity's marketing team<sup>(4)</sup>.



### Al in action: Amnesty International Canada

## One-off to regular donor conversion

Using AI-derived segments delivered a 1,994% uplift in a regular donor upgrade campaign compared to the charities existing team<sup>(5)</sup>.









## Ethical Al...





# **Thank You!**

