Social Marketing for Systems Change:
How Effective Marketing and Communications Can Change Knowledge, Attitudes, Beliefs, and Behaviors to Create Lasting Transformation

CARING FOR EVERY CHILD’S MENTAL HEALTH CAMPAIGN
Social Marketing TA Team
Presenters

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Learning Objectives

• Learn about the social marketing approach and the steps of the social marketing planning process.
• Understand how social marketing can be leveraged to contribute to systems change.
• Learn how social marketing has supported systems change in various systems of care.
• Gain hands-on experience in audience analysis and message development.
What is Social Marketing?

Social marketing is the marketing of behavior change that benefits society as well as the audience. (No, really. That’s it.)
The Old Way
Understanding Context

Social Marketing Myths

• It’s only to raise awareness with families and youth.
• It’s all about media outreach, advertising, and social media.
• It’s all about big, flashy campaigns and catchphrases and slogans.
• If we tell people what to do, they will do it/we know what’s good for them.
Social Marketing for Systems Change

Change Attitudes/Beliefs and Behaviors

Create Buy-In

Increase Number of Families & Youth Who Seek and Receive Services
Social Marketing Sustains

Sustainability strategies that benefit from social marketing include:

- Cultivating strong interagency relationships;
- Involving stakeholders;
- Generating support among high-level decision-makers in child-serving agencies;
- Establishing a strong family organization; and
- Using evaluation results.

How Do You Do It?

GOAL

AUDIENCE

MESSAGE

CHANNELS

ACTIVITIES, EVENTS, MATERIALS

PRETESTING AND IMPLEMENTATION

EVALUATION AND MID-COURSE CORRECTIONS
Encouraging Trauma-Informed Practices Across Systems in Mississippi

Jackie Chatmon, MA
Crossover Xpand System of Care, Mississippi
Crossover Xpand System of Care Project

ABOUT US

• Four Year Grant (funded in 2017)
• MTOP grant started the NFusion concept that others SOC sites in Mississippi have modeled
• Children and youth (ages 3–21) in Jones, Forrest, Marion, and Lauderdale Counties
Social Marketing Goal

To encourage trauma-informed practices among adults who support youth and young adults with mental health concerns.
Audiences

Leaders and other staff in the following child-serving agencies:

- Education
- Juvenile justice
- Child welfare
- Family groups
- The Department of Mental Health (including outpatient and inpatient clinics and hospitals)
Behavior Change

Learn to identify trauma and incorporate understanding of trauma into how services are provided to youth and families.
Understanding the Audience: Leaders in Child-Serving Agencies

Barriers
• Lack of awareness of the prevalence of trauma and its impact
• Lack of knowledge of trauma-informed care
• Lack of skills in responding
• Concern about cost
• Concern about extra work

Benefits
• Improved safety for staff and individuals receiving services
• Better outcomes for individuals receiving services
• Reduced missed appointments
• Increased staff morale
• Increased staff productivity
• Better quality of services
Messages

• What is perceived as trauma/traumatic may vary from individual to individual.

• Adverse childhood experiences impact a child’s development and can have long-term consequences.

• Trauma can influence the way people seek and use help.

• Trauma exposure can increase the risk of a range of vulnerabilities.
Messages (cont.)

- Trauma-informed care is not more work, but rather a new approach to the work you are already doing.

- Trauma-informed care will lead to better outcomes at home, at school, and in the community.

- 55 to 90 percent of people have experienced at least one traumatic event.
Channels

- Listserv
- Media outreach
- Trainings
- Training attendees
- Youth and families who benefited from trauma-informed care
- Peer providers
- Twitter and Facebook
Activities and Events

- Speaking engagements
- Conferences
- Trainings
- Mental Health Awareness Day

2017 Trauma-informed Care Conference—550 participants
Tailored Messaging and Trainings

Mississippi Child Welfare Institute
“The Importance of Collaboration in a Trauma Informed System of Care”

Childhood Trauma in the Foster Care System
DHS Social Workers Regional Training
June 11, 2013

2017 Trauma Informed Care Conference - "Standing in the Eye of the Storm"
First Responders Track

September 26, 2017 at 8:15am – 4:45pm
Jackson Convention Complex
105 E. Pascagoula Street
Jackson, MS 39201

Topics Include:
The Neurobiology of Stress, Trauma & Victimization * QPR - Suicide Interventions for First Responders * Partnering with your Local Community Mental Health Center * Trauma Informed Care and the Criminal Justice Center * Self-Care for Law Enforcement: Protecting your Own Mental Wellness
Outcomes

• Wider recognition of the prevalence of trauma, its effects, and practices that are potentially traumatizing or re-traumatizing.

• Increased ability to describe trauma-informed care and identify appropriate treatments.

• Increased use of trauma intake screenings.
Outcomes (cont.)

• Reduced use of potentially harmful practices like seclusion and restraint.
• New partnership development.
• Increased ability to identify treatment strategies consistent with trauma-informed care and strategies to reduce likelihood of re-traumatization.
What’s the goal?

GOAL

AUDIENCE

MESSAGE

CHANNELS

ACTIVITIES, EVENTS, MATERIALS

PRE-TESTING AND IMPLEMENTATION

EVALUATION AND MID-COURSE CORRECTIONS

PRE-TESTING AND IMPLEMENTATION

EVALUATION AND MID-COURSE CORRECTIONS

PRE-TESTING AND IMPLEMENTATION
Formulating Social Marketing Goals

Your social marketing goals should help you achieve your program’s goals.

Program Goal:
• Enable more people to seek behavioral health services.

Social Marketing Goals:
• Reduce negativity associated with seeking services.
• Educate thought leaders about the importance of access to mental health services.
Che Ches Whe Wheleq-sen Siam Ena
Tachel Nexwilnexw, Sileng
KwenKwem
(My Indian people stand strong, for we are survivors)

Julia Ortiz, MSW, LSOCX Project Director
Rebecca Kinley, AASDT, Youth Leadership Manager
Lummi Nation, Ist-otel Initiative
IST-OTEL (Pulling Together Initiative)

ABOUT US

• Four Year Grant (funded in 2014)
• Previous grant projects: System of Care Grant (2008–2014)
• LSOCX entered the Lummi community to create a Lummi infrastructure for the community to receive a Lummi-ized framework for behavioral health services.
Who You Are Matters

- Who are we as Lummi and what does a healthy community look like for our people?
- What needs do you see in your community? We followed a youth-guided, family-driven, and culturally-competent philosophy.
Social Marketing Goals

To weave the resiliency of the Lummi culture into behavioral health practices among youth ages 0–21 in order to:

1. Help young people learn and develop a strong cultural identity and resiliency.
2. Build upon this identity and resiliency to improve outcomes later in life (post-high school graduation).
3. Raise awareness of and develop a strong community wraparound support.
Who do we want to reach?

Ist-otel is the Lummi word for “pulling together”—LSCOX created a visual of how that looks to the community, partners, and funders.

Audiences we’ve identified include:
- Tribal leaders
- Decision-makers/community leaders
- Native youth
- Program partners

Lummi in a Maori canoe: Kahakura, Auckland, NZ
Understanding the Audience:
Tribal Leaders

Barriers
• Lack of awareness of systems of care
• Lack of knowledge of community need for mental health services
• Concern about cost
• Concern about extra work
• Stigma surrounding mental health and substance use issues

Benefits
• Improved access to services for the community
• Better outcomes for youth and families
• Cost savings for the community as a whole
• Investment in the well-being of their community
• Cultural shift around perceptions of mental health and substance use
Example: Video for Tribal Leaders
Messages: Journey to Healing and Wellness

- It is important to stay on the path to a healthy future that the client sees for themselves.
- Adverse experiences have helped us to grow.
- It is important to stay connected to culture and history.
- Culture has a positive impact that allows our youth and families to grow and heal from within.

*Strong Lummi Boys Singing Nilh Tilh Ne–Schalengen in NZ*
They say there is more than one way to the destination …

How? We plan for the mountains and journey to the water.

- Media outreach—TV/news stations/newspapers/podcasts
- Trainings
- Training attendees
- Word of mouth
- Program partners
- Instagram, Facebook, and Twitter
Activities, Events, and Materials to Restore Our Culture Sacredness

• Speaking engagements
• Training opportunities
• Canoe journey
Capturing the Resiliency

We want our youth and families to connect with our tribal community and what it means to be resilient and culturally rooted while seeking mental health services!
Sustained Outcomes for Lummi

• Lummi-ized behavioral health treatment planning
• Weaved wraparound services into behavioral health and Lummi Nation program/services
• Youth and families are reconnecting to cultural practices and mental health stigmas are reduced
• Increase in number of families and youth accessing services
Stay Connected

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Who do we need to reach...

...and what do we know about them?
Know Your Audience

- Who are you trying to reach?
- What motivates them to think, feel, or act?
- What barriers exist to changing attitudes, beliefs, and behaviors?
- Who is most likely to change?
Where does your audience stand?

Continuum of Understanding and Acceptance

Unawareness → Basic understanding → Interest → Desire to learn more → Full support
Audience Segmentation

ACTIVITY
Addressing Mental Health Bias in Youth

Molly Lopez, Ph.D.
Texas System of Care
Austin, Texas
ABOUT US

• Four Year Grant (funded in 2013)
• Focused on developing statewide infrastructure, such as expansion of 1915c and wraparound, building leadership buy-in
• Serving children and youth ages 3–18
• Support for four communities in Dallas, South Texas, San Antonio, and Coastal Region
Goal and Audience

Social Marketing Goal

To make it easier for youth:

- To speak about mental health and mental health challenges
- To turn to trusted resource persons (e.g., parents, teachers, coaches)

Audiences

- Adolescent males of color in two regions
A Tale of Two Cities: Understanding Audiences

Community 1: Houston
- Partnerships with child welfare, schools, barber shops
- Focus groups
- Youth survey
- Collaboration between youth council and marketing contractor

What We Learned
- Social media, especially Instagram and Snapchat
- Celebrate African-American community (don’t comfort)
- Schools were a source of information
- Messages:
  - Connect through strengths and hobbies.
  - It’s OK to talk about mental health.
  - Our problems are not who we are.
#Houston Campaign

**DROP TOPS**
Our passions define us. Our problems should not.

**DROP MOVES**
Our passions define us. Our problems should not.

**DROP THE MIC**
Our passions define us. Our problems should not.

**#DROPTESTIGMA**
It's time to talk about mental health. Visit DROPTESTIGMA.ORG

**#LEADINGCHANGE**

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**Texas System of Care**

- **Seeking mental health services for yourself or another person?**
  - Visit [www.DROPTESTIGMA.org](http://www.DROPTESTIGMA.org)

- **If you need to talk or are concerned about someone, call 1-800-273-TALK (1-800-273-8255) or text TIME TO TALK to 394930**

- **To Locate Mental Health Services:**
  - [National Alliance on Mental Illness (NAMI)](http://www.nami.org)
  - [National Association for the Mentally Ill (NAMI)](http://www.nami.org)
  - [Mental Health America (MHA)](http://www.nami.org)

- **About Us**
  - Texas System of Care is a collaborative effort to improve the lives of children with serious emotional and mental health conditions.

- **Spread the Word**
  - [Visit www.houstoncampaign.org](http://www.houstoncampaign.org)

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**DROP THE STIGMA**

- **20% of youth ages 13-18 have or will have a mental health disorder**

  - 50% of all mental illnesses begin by age 14
  - Suicide is the 3rd leading cause of death in youth ages 10-24

- **It takes an average of 9 to 10 years**
  - from the time when mental health symptoms first occur and when treatment is received.
A Tale of Two Cities: Understanding Audiences

Community 2: South Texas
- Predominantly Hispanic/Latino
- Focus groups
- Partner with mental health and juvenile justice
- Planning group in local boot camp

What We Learned
- Don’t focus on mental health
- Message must be personal
- Face-to-face with dialogue
- Needs to include parents
- Messages:
  - Your past doesn’t define you.
  - You can have a good future.
  - Have hope!
South Texas Campaign

• Jason Wang, successful entrepreneur, previously incarcerated in region

• Story-based presentation and facilitated discussion

• 12 juvenile justice facilities (prison, boot camps, detention, halfway houses, community center)

• Two family events

• Simultaneous Spanish translation
Outcomes

Houston

• Youth distributed about 1,000 print materials locally
• Additional materials distributed at conferences and downloaded from website
• Adolescent health coordinator distributed to clinics and other partners
• Communication with other communities planning to use materials

South Texas

• Reached 246 youth, 45 parents, 143 juvenile justice staff
• 92 percent reported their experience was “great”
• 86 percent reported Jason’s story gave them hope

He (Jason) was in my shoes. He gave me motivation. Everything he did, I did. He is the helping kind. If he can do it, I can do it.
Develop messages...

...that will resonate with the audience.
Create Messages for Specific Audiences

Messages should:

• Show the importance, urgency, or magnitude of the issue.
• Put a “face” on the issue.
• Be tied to specific values, beliefs, or interests of the audience.
• Be culturally competent.
• **Be pretested with your audience.**
Here are some examples...

For Families:
• Making sure everyone in the family gets help is an important part of helping young adults maintain positive mental health.

For Educators:
• Academic performance and attendance improve when students are connected to a supportive system of care.

For Practitioners:
• Positive mental health is essential to a child’s healthy development from birth.

For Public Safety:
• Youth involved with systems of care are less likely to be arrested and have lower recidivism rates.
Message Development

ACTIVITY
Channels...

...are the means through which you will reach your audiences.
Activities, Events, and Materials...

...are what you will HOST, PRODUCE, or CREATE to carry your messages to your intended audience.
Pretesting...

...with your intended audience, and implementation of your plan!
Evaluation and Mid-Course Corrections

...ensure that your efforts are effective and allow you to adjust accordingly.
Listen to Your Audience
Contact Your Social Marketing TA Provider

Caring for Every Child’s Mental Health Campaign Team

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Social Marketing TA Resources

• 4–THE–CHILD Campaign Listserv
  • Subscribe today by emailing 4-THE-CHILD-subscribe@yahoogroups.com.
• Excellence in Community Communications and Outreach (ECCO) Program
• Knowledge Network for Systems of Care TV (KSOC-TV)
• Awareness Day planning materials
• Tip sheets and resources
Inspiration?
Feedback?
Thoughts?
Questions?

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Thank you.

Please take a moment to fill out an evaluation. Your feedback is important to us! 😊