# **Creating Effective Awareness Campaigns for Type 1 Diabetes**

Using the ASK Program as a Case Study

### **Rick Bacher**

Creative Director, Get Stirred Up

Disclosure:

I have no potential conflicts of interest or financial relationships to disclose

# Front-End Work: Campaign Planning and

# **Positioning**

In **2017**, our initial scope of work included:

- 1. Articulation of Campaign Positioning
- 2. Development of Visual Identity System
- 3. Design and Production of Communications Collateral
- 4. Design and Programming of Campaign Website

# **Steps for Creating an Effective Campaign**

Key steps we followed to build an effective awareness campaign that will serve as our roadmap:

1	Set clear campaign objectives.
2	Develop a memorable and distinctive brand identity.

- 3 Identify key messaging themes (and concerns).
- 4 Create messaging that simplifies the action step.
- Design consistent collateral to support the campaign.
- 6 Use emotional storytelling to create relatability.
- 7 Implement a dynamic digital and social media campaign.
- 8 Engage local media to broaden the campaign's reach.

# For ASK, our objectives were:

Increase awareness of T1D and celiac as autoimmune conditions

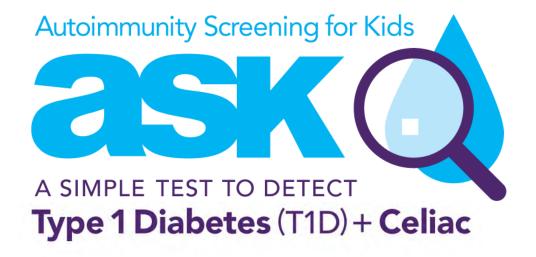
Empower parents through knowledge

Provide families with actionable information

Maximize participation in screening

Our first step was to create a brand identity that communicated expertise and authority (of the Barbara Davis Center) to build trust, with consistent messaging — that encouraged participation.





- Family history or current family member with conditions
- Reassurance/peace of mind
- Fending off/ruling out potential health risks
- Not worrying about potential adverse reaction to foods
- Participating in a study that advances research
- Having an immediate and robust support system and resources, if results are positive
- Screening is FREE

#### POSSIBLE AREAS OF RESISTANCE

- Invisibility of symptoms
- Conditions viewed as flaw or curse; negative stigma (especially to diabetes)
- Privacy worries / Labelled with pre-existing condition
- Blood draw fears / anxiety
- Cultural or socioeconomic misinformation

#### POSSIBLE AREAS OF RESISTANCE

#### CHALLENGES AROUND TERMINOLOGY

- Autoimmunity
- Antibodies / Islet Autoantibodies
- Celiac Disease vs. gluten intolerance/sensitivity
- Type 1 Diabetes vs. Type 2 Diabetes
- ➤ Juvenile Diabetes vs. Childhood Diabetes vs. Type 1 Diabetes

POSSIBLE AREAS OF RESISTANCE

CHALLENGES AROUND TERMINOLOGY

#### **CONVERSATION STARTERS**

- Popularity and familiarity of gluten free foods (in grocery and restaurants)
- Importance of participating in groundbreaking research
- > Education around autoantibodies detectible months-to-years before symptoms
- Signs and symptoms to watch for of both conditions

#### **CONVERSATION STARTERS**

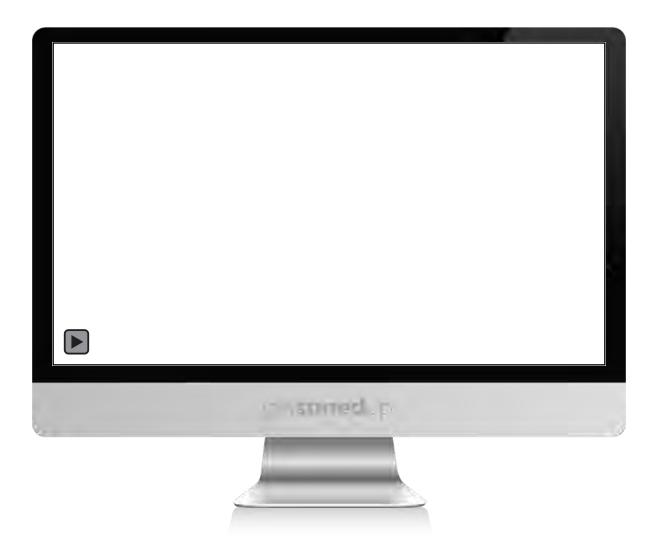
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Importance of participating in groundbreaking research

Education around autoantibodies — detectible months-to-year

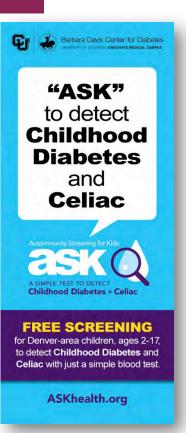
> Signs and symptoms to watch for — of both conditions

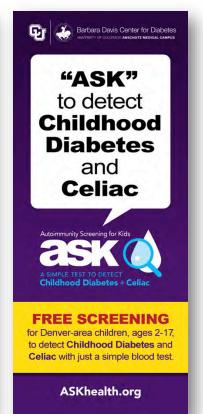
Ultimately, we reduced our message to a simple action: JUST ASK.













BOOKMARK (2-SIDED)



#### Symptoms of Childhood Diabetes

(Type 1 Diabetes or T1D)

- Increased thirst, more than what is normal for this child
- Increased urination or bed wetting/toilet training regression
- · Weight loss
- Low energy

CALL 303-724-1275 VISIT ASKhealth.org





#### Symptoms of Celiac Disease

- Poor growth in the past 2 years
- Stomach aches, being gassy or bloated
- Chronic diarrhea; 3 or more stools a day
- Vomiting, not associated with illness
- Constipation; less than 3 stools per week

CALL 303-724-1275 VISIT ASKhealth.org



#### " × 6" MAGNET





Barbara Davis Center for Diabete

#### Symptoms of Childhood Diabetes (Type 1 Diabetes or T1D)

- Increased thirst, more than what is normal for this child
- Increased urination or bed wetting/ toilet training regression
- Weight loss
- Low energy



If child has 2 or more symptoms, call: 303-724-1275
ASKhealth.org





#### PARENTS:

In Colorado, up to 1 in 30 children will develop celiac disease and up to 1 in 100 will have early stage type 1 diabetes. Children can have celiac disease or diabetes for months to years that remain unrecognized until a crisis hits. A simple blood test can check for early diabetes or celiac disease, before symptoms develop.

#### Why should I screen my child for early type 1 diabetes?

- Screening prevents life-threatening coma and hospitalization
- Most children (92%) diagnosed with type 1 diabetes do NOT have a family member with diabetes
- Type 1 diabetes can be present for months to years before symptoms even develop
- Most children (90%) with type 1 diabetes are normal weight
- Type 1 diabetes most commonly affects active and healthy children

#### Why should I screen my child for cellac disease?

- Screening helps to start gluten-free diet before child becomes sick
- Undetected celiac disease may lead to long-term health complications
- 40% of the population has genes that increase the chance of developing celiac disease
- Most people (90%) with celiac disease do not have a family member with celiac disease
- Half of all children who develop celiac disease do not have symptoms
- Many children may have symptoms that are different from those in adults



#### FOR ALL COLORADO KIDS, AGES 1-17

Screenings available at multiple locations. See website for details.

303-724-1ASK | ASKhealth.org

"ASK" to detect
Childhood Diabetes
and Celiac









Barbara Davis Center for Diabetes

My daughter always seems to be thirsty, and she has less energy.

He's just not as energetic as he usually is. Has he lost weight?

I've heard about gluten-free foods. Could my son's stomach aches be caused by gluten in his food? How can I be sure?







#### WHY ASK?

- 92% of children diagnosed with type 1 diabetes in Colorado have no family history.
- Many people are unaware of the symptoms of this serious childhood disease or of the difference between type 1 and type 2 diabetes.
- 58% of those newly diagnosed are very sick and hospitalized for diabetic ketoacidosis (DKA), a serious, preventable complication that can lead to poorer long term outcomes.
- 40% of CO children who develop T1D have government insurance (mostly Medicaid, also TriWest and CHIP) and have an even higher rate of DKA.
- · ASK screening and early education and monitoring treatment can prevent DKA.

#### ABOUT THE ASK PROGRAM

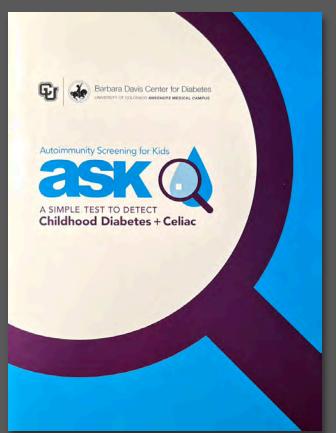
ASK is funded by JDRF International, The Leona M. and Harry B. Helmsley Charitable Trust and Janssen Research and Development, LLC with four primary goals:

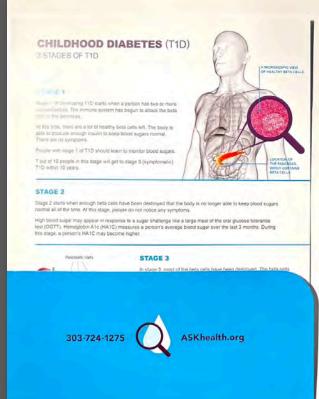
- Developing screening capacity in diverse practice settings throughout metro Denver in order to screen over 50,000 children, ages 1-17 for the autoantibodies for T1D and CD, regardless of family history T1D and CD. This effort will increase awareness around type 1 and cellac disease in the eneral population.
- Offering those found to be at high risk through screening a follow-up program centered on education and close monitoring. This has been demonstrated to reduce DKA at diagnosis from 40 to 10%.
- 3) Developing primary prevention trials for those at high risk of T1D to help delay/prevent disease onset and prevent long-term complications.
- 4) Determine cost and cost effectiveness of general population screening toward evidence-based universal screening.

To do this we need to increase provider engagement as well as community awareness and knowledge of T1D and CD. The Fr1Da study, currently taking place in Germany, and ASK in Colorado, are leading this important effort to build evidence for universal screening of these two most common autoimmune diseases in children. The Barbara Davis Center and ASK are national leaders in childhood diabetes research, treatment and prevention. From the ASK experience we hope learn how to translate this important prevention initiative to diverse populations and communities, including rural areas and, ultimately, other parts of the country. As Fr1Da and ASK learn from one another they will make a global impact on the prevention of DKA and intercepting the disease course for early prevention. Through this program Colorado will be a national leader in promoting prevention efforts to improve child health.

Please see the ASK website for more information at:













#### **ASK** Event Collateral



#### **ASK** Online Ads

320x50



FREE screening for ALL Colorado kids, ages 1-17, to detect Type 1 Diabetes and Celiac

728x90

Screening can detect T1D and Celiac before kids have symptoms. FREE screening for ALL Colorado kids, ages 1-17.

**LEARN MORE** 



screening for ALL Colorado kids, ages 1-17, to detect Type 1 Diabetes and Celiac

**LEARN MORE** 

300x250



Screening can detect Type 1 Diabetes (T1D) and Celiac before kids have symptoms. FREE screening for ALL Colorado kids, ages 1-17 **LEARN MORE** 

# **ASK** Print Advertising



# **ASK** Transit Advertising



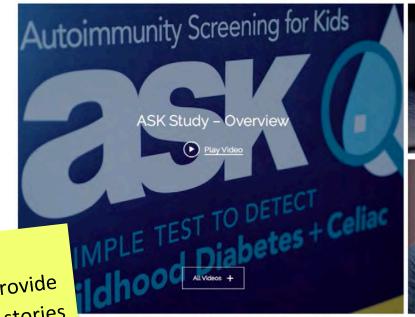


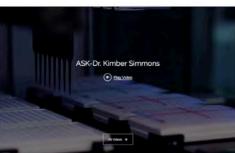
# **ASK** Movie Theater (Pre-show) Ad



Storytelling was at the heart of the ASK campaign.

We used real-life stories to make the campaign relatable and emotionally engaging for parents.

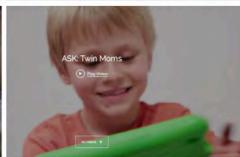




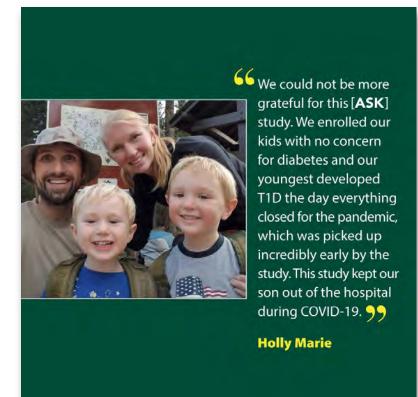








# Use emotional storytelling to create relatability.





I highly recommend this [ASK] study! I am so grateful one of our boys is enrolled — please consider the free tests they provide, it may help your child!

"

#### **ASK Overview Video**

Learn about the ASK Program—screening for Type 1 Diabetes (T1D) and celiac disease in Colorado kids ages 1-17.



# Increased Threst Accessed Urnation Weight Less Dr. City Gene

#### ASK about Type 1 Diabetes

Signs and symptoms of type 1 diabetes (T1D) are described by the ASK team—offering FREE screenings for ALL Colorado kids, ages 1-17, to detect T1D and celiac disease.



Alexis and Aiden King have both been diagnosed with T1D. Alexis was only 10 months old and in DKA in the emergency room, while Aiden was screened and diagnosed with ASK. "It's so much better to know and to prepare than to not know..." says Mom.



# ASK: Alexis King

Alexis—"a totally normal kid"—was diagnosed with T1D at just 10 months old in the hospital with DKA. She talks about the importance of screening.





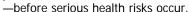
When it comes to their families' health, these twin sisters agree that as parents, "the more you know, the more you can do." Having your children screened gives you important information you need to be prepared and proactive if your child tests positive



# Dr. Dan Fenne

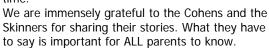
#### Dr. Dan Feiten - to HCPs

Dr. Feiten, an early partner to the ASK Program, describes why he chose to participate in ASK and why other pediatricians should too.





The signs and symptoms of type 1 diabetes (T1D) can often be mistaken for less serious illnesses, and in extreme cases, aren't always caught in time.







#### ASK: Judy Baxter and Team

Judy Baxter and the ASK Team describe goals, objectives and the importance of the ASK Screening Program—for ALL Colorado kids, ages 1-17, to detect celiac disease and type 1 diabetes (or T1D).

Using multiple platforms to reach different audiences:

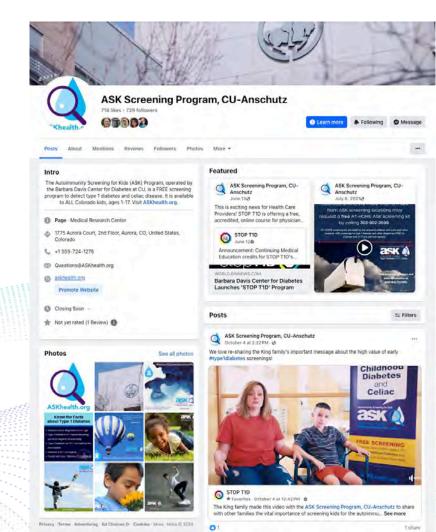
Facebook, Instagram

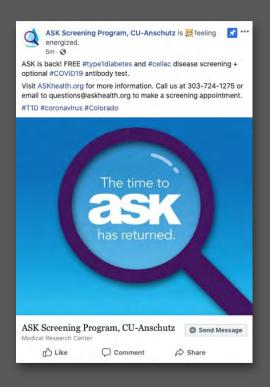
LinkedIn

YouTube

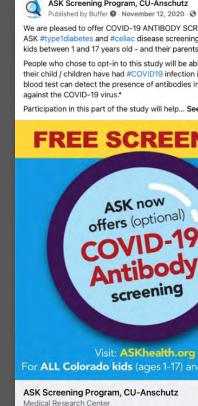
Google Display/Search Ads

We explored various messaging and visuals to sustain interest; always retaining the ASK look-n-feel.











We are pleased to offer COVID-19 ANTIBODY SCREENING along with ASK #type1diabetes and #celiac disease screenings for #Colorado kids between 1 and 17 years old - and their parents - for FREE!

People who chose to opt-in to this study will be able to test if they and their child / children have had #COVID19 infection in the past. The blood test can detect the presence of antibodies in the body made

Participation in this part of the study will help... See More



offers (optional)
COVID-19
Antibody screening Visit: ASKhealth.org

For ALL Colorado kids (ages 1-17) and their parents

Learn More

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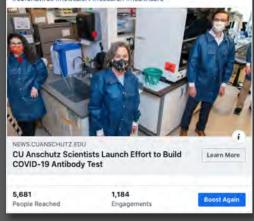


"Putting their heads and labs together, several groups of researchers from across the University of Colorado Anschutz Medical Campus are working to build a 'home-grown' antibody test. Once they do, they say, they are equipped for dispersal to all corners of the state and can help lead the way in corralling the novel coronavirus in Colorado."

"'As part of the effort, the working group has also been validating commercial antibody tests for the state, and researchers will compare their 'home-grown' test with other tests currently in use,' said Liping Yu, MD, associate research professor with the Barbara Davis Center for Diabetes (BDC)."

The ASK program is a team of doctors and scientists at the BDC in the University of Colorado School of Medicine. We have worked on understanding childhood autoimmune diseases for over 25 years. To learn more about the free ASK #type1diabetes + #celiac disease screening program for #Colorado kids, visit us online at ASKhealth.org

#coronavirus #newsalert #research #healthcare





We're proud to share this report from Science Daily on the work of ASK:

"Led by Marian Rewers, MD, PhD, at the Barbara Davis Center for Diabetes at the University of Colorado Anschutz Medical Campus, the Autoimmunity Screening for Kids (ASKhealth.org) study has screened 25,000 children between 1-17 years old in the #Denver metro area. Results are promising and show that screening can greatly reduce the incidence of diabetic ketoacidosis (DKA), a life-threatening complication of #diabetes that is present in more than half of newly diagnosed children in #Colorado."

"Health screenings can catch conditions early, helping patients avoid a condition's worst consequences or even preventing it from developing altogether. Think of mammograms to catch breast cancer early or high blood pressure screening before a person has a stroke. Screening helps pre-symptomatic patients take actions to reduce their risk of a catastrophic outcome."

Read the Science Daily: https://bit.ly/SD-ASKstudy





Sara Seltz is a #T1D parent living in Fort Collins and writing about #type1diabetes. She writes, "As a parent living with type 1 diabetes, it is impossible for me to watch my child vacuum up a meal or gulp down a glass of water without getting worried. Even something as simple as an extra heavy diaper or a long nap can be enough to trigger that paranoia."

"For parents like me and for others out there who have a type 1 in the family, free screening resources for these types of genetic diseases can help ease much of that worry."

Read more about the free ASK screening program available to ALL #Colorado kids between 1 and 17 years old in Sara's Insulin Nation - Diabetes News article and at ASKhealth.org.

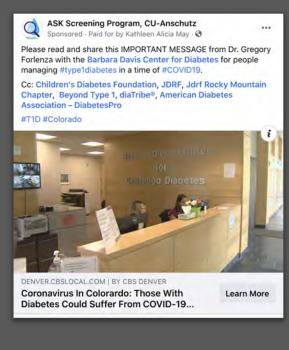


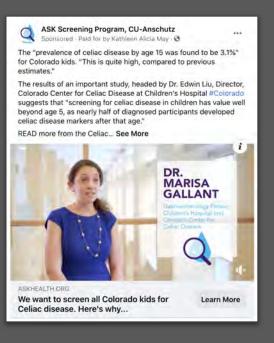
INSULINNATION.COM

Free Type 1 Diabetes Screening for Children Saves Lives and Aids Research | Insulin Nation

Learn More







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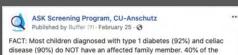


FACT: Type 1 diabetes can be present for months to years before symptoms develop and half of all children with celiac disease do not have any symptoms. Many children with celiac disease may have unusual symptoms that are different from other people that you know with celiac disease.

The ASK program screens ALL #Colorado kids, ages 1 to 17, for FREE for #type1diabetes and #celiac disease. Learn more and find a location nearest you at ASKhealth.org

#T1D Celiac Myth vs Fact 1 of 5.





FACT: Most children diagnosed with type 1 diabetes (92%) and celiac disease (90%) do NOT have an affected family member. 40% of the population has genes that increase the chance of developing type 1 diabetes or celiac disease.

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#T1D #Celiac Myth vs Fact 2 of 5.





### ASK Screening Program, CU-Anschutz Published by Buffer [?] - February 26 - 3

FACT: Type 1 diabetes and celiac disease most commonly affect healthy children. Eating well and being active does not prevent type 1 diabetes or celiac disease.

The ASK program screens ALL #Colorado kids, ages 1 to 17, for FREE for #type1diabetes and #celiac disease. Learn more and find a location nearest you at ASKhealth.org

#T1D #Celiac Myth vs Fact 3 of 5.

People Reached



Engagements

**Boost Again** 



























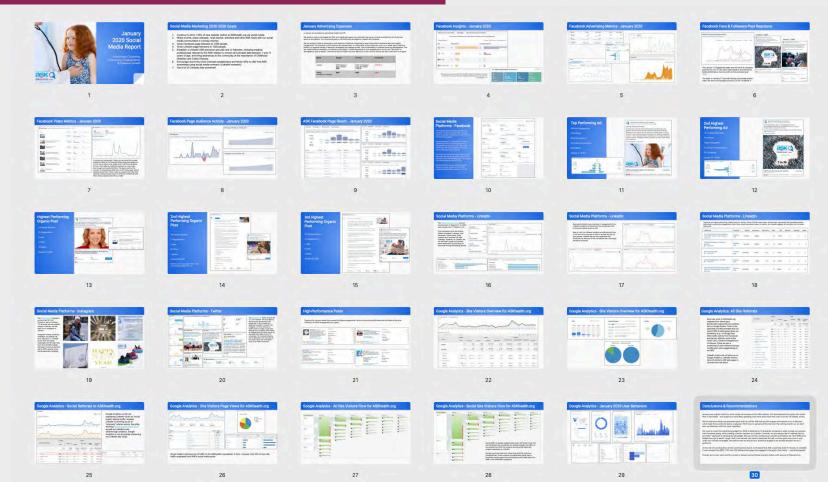


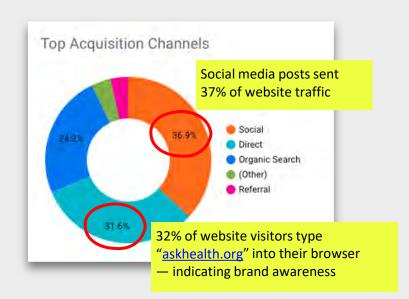


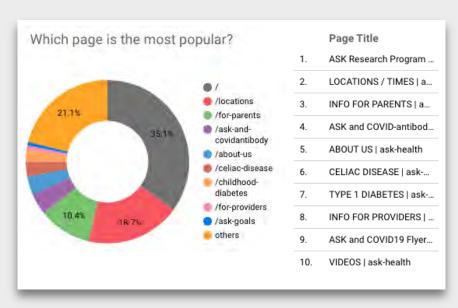












# Engage local media to broaden the campaign's reach.









# **Summary / Recap of Key Steps**

- 1 Set clear campaign objectives.
- 2 Develop a memorable and distinctive brand identity.
- 3 Identify key messaging themes (and concerns).
- 4 Create messaging that simplifies the action step.
- **5** Design consistent collateral to support the campaign.
- 6 Use emotional storytelling to create relatability.
- 7 Implement a dynamic digital and social media campaign.
- 8 Engage local media to broaden the campaign's reach.

#### **Campaign Channels:**

Brand Website—inform / educate

**Branded Collateral** —inform / educate (print and online)

**Social Media**—drive awareness and engagement; target audience(s)

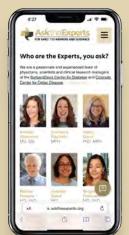
Videos—emotional storytelling

Publicity / Press Releases / Earned Media

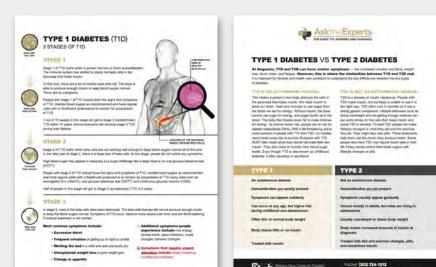












# **Diabetes Technology. Deciphered.**™



#### Hybrid Closed-Loop

#### **CONTROL-IQ**



#### When will it revert to regular pump mode

#### Which CGM does it use?

PANTHER Diabetes Technology.

TIPS FOR ALL AUTOMATED INSULIN DELIVERY SYSTEMS Systems will som best if you see it as deviced — tricking the opport may lead some fligh and lear galating sweps.

OMNIPOD° 5 Automated Insulin Delivery System



Carcinites based insure density invery furnishes has each on COM guycose frends and your rosal daily routin (FD) media. The Prochama your TD and Lockers A with each Flod champs.

#### When will it revert to regular pump mode (manual mode)?

What does the Omnipod 5 system do?

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#### Which CGM does it use?

# PANTHER POINTERS

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#### Automated Insulin Delivery

### iLet Bionic Pancreas



#### with the pump or I stop wearing the CGM for a period of time?

Some states of the control of the co

#### Which CGM does it used

#### How can I use it best?

PANTHERprogram.org

#### **PANTHERPOINTERS**

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Thank you.

ASKhealth.org

AsktheExperts.org

PANTHERprogram.org

STOPT1Dprogram.org

GetStirredUp.com