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JUNE 2025 - ELI WORKSHOP











## Facts alone don't change minds— stories do

Your role as a communicator is just as important as your role as a scientist



**Drop One Word In The Chat** 

# What makes communicating your work hard?

## agenda



KNOW-YOUR AUDIENCE

COMBATING INCORRECTINFO

SOCIAL MEDIA

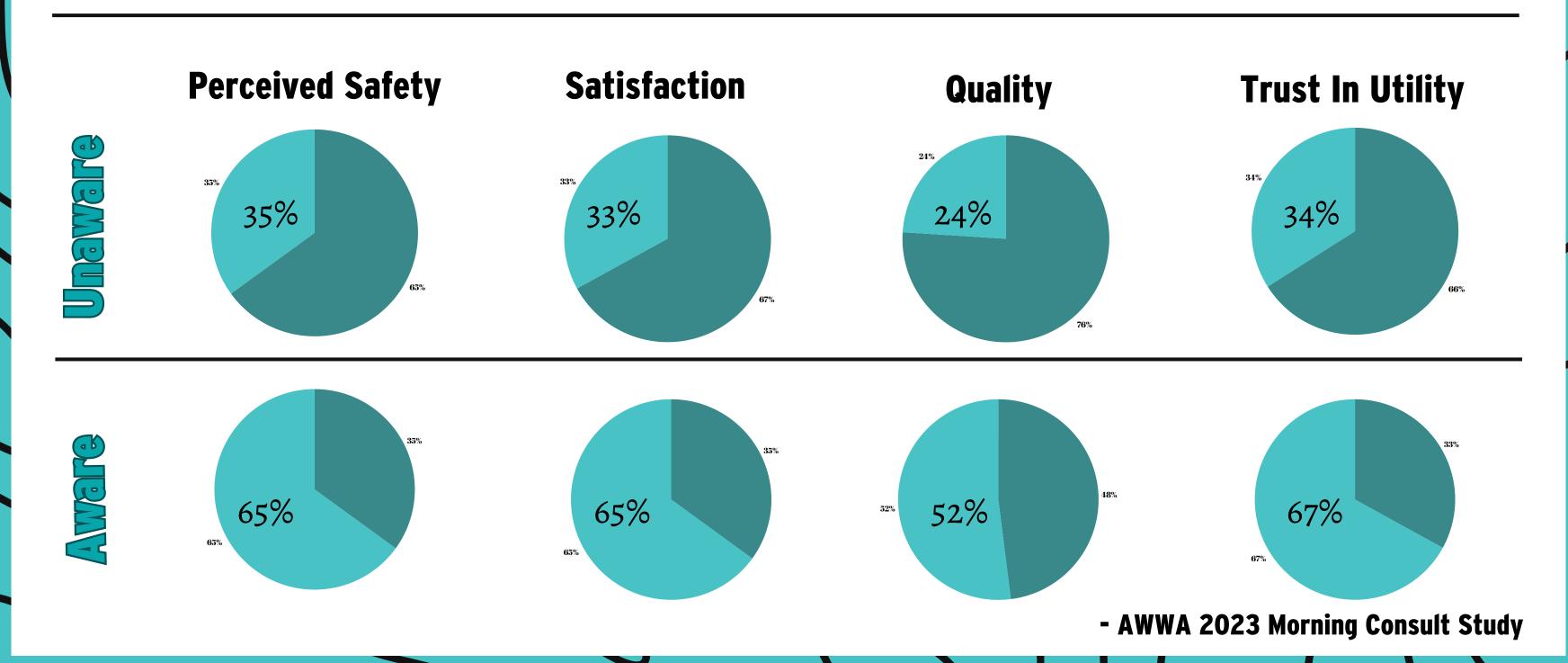
## Residents want to hear from you



- AWWA 2023 Morning Consult Study



## Customers who are aware of a utility's water testing frequency have a more positive view of tap water.





#### WHEN YOU DO THIS

#### THIS HAPPENS



**Engage** 



Educate



Tell Your Story



**Gain Trust** 



**Build Ambassadors** 



**Provide Better Service** 



## agenda





You know too much to imagine what it's like to not know



#### Leads to:

- jargon
- over-explaining
- skipping basic info

#### Instead:

- start at 5<sup>th</sup> grade level
- start with why it matters to them
- use plain language with less details to start

Your message to the	The consumer hears
consumer	
I want to talk with you about lead in drinking water	
Our research shows levels of PFOA at 8 ppt	
We will commence with a project to install a 20-inch pipe on your street	
I need you to flush the lines	

Your message to the consumer	The consumer hears
I want to talk with you about lead in drinking water	There's lead in my drinking water.
Our research shows levels of PFOA at 8 ppt We will commence with a \$5 million project to install a 20-inch pipe on your street	
I need you to flush the lines	

Your message to the consumer	The consumer hears
I want to talk with you about lead in drinking water	There's lead in my drinking water.
Our research shows levels of PFOA at 8 ppt	Okay – can I drink the water? Is it safe?
We will commence with a \$5 million project to install a 20-inch pipe on your street	
I need you to flush the lines	

Your message to the	The consumer hears
consumer	
I want to talk with you about lead in drinking water	There's lead in my drinking water.
Our research shows levels of PFOA at 8 ppt	Okay – can I drink the water? Is it safe?
We will commence with a \$5 million project to install a 20-inch pipe on your street	You're blocking my street? Can I get my kids to school? Will I have water? Will my bill go up?
I need you to flush the lines	

Your message to the consumer	The consumer hears
I want to talk with you about lead in drinking water	There's lead in my drinking water.
Our research shows levels of PFOA at 8 ppt	Okay – can I drink the water? Is it safe?
We will commence with a \$5 million project to install a 20-inch pipe on your street	You're blocking my street? Can I get my kids to school? Will I have water? Will my bill go up?
I need you to flush the lines	Flush the toilet?

## simplification strategies

ONE THING RULE

CAP METHOD

27/9/3 RULE



If your audience only remembers one thing from your message, what should it be?



## Before crafting a message, ask:

- What's the most important idea here?
- What action or feeling do I want the audience to do/have?
- How do I say it in one sentence?



"Due to increased nutrient of from non-point sources, we anticipate an exceedar algal biomass thresholds in Lake onis sources."

"If nothing changes, the lake will likely experience a harmful algae bloom this summer, threatening fish and swimmers."



"Due to increased nutrient loading from non-point sources, we anticipate an exceedance of algal biomass thresholds in Lake X this summer."

"If nothing changes, the lake will likely experience a harmful algae bloom this summer, threatening fish and swimmers."

## simplification strategies

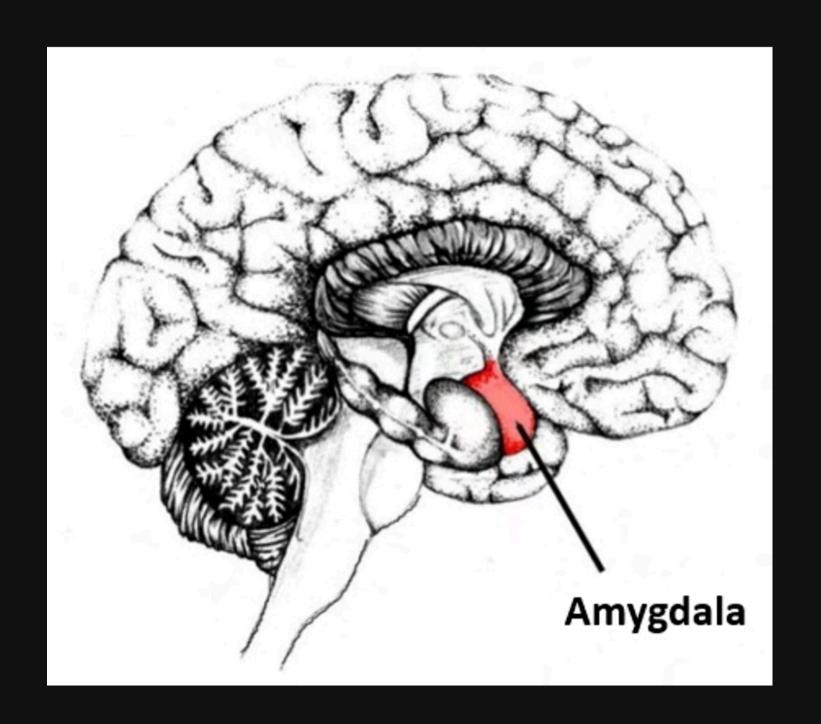


CAP METHOD



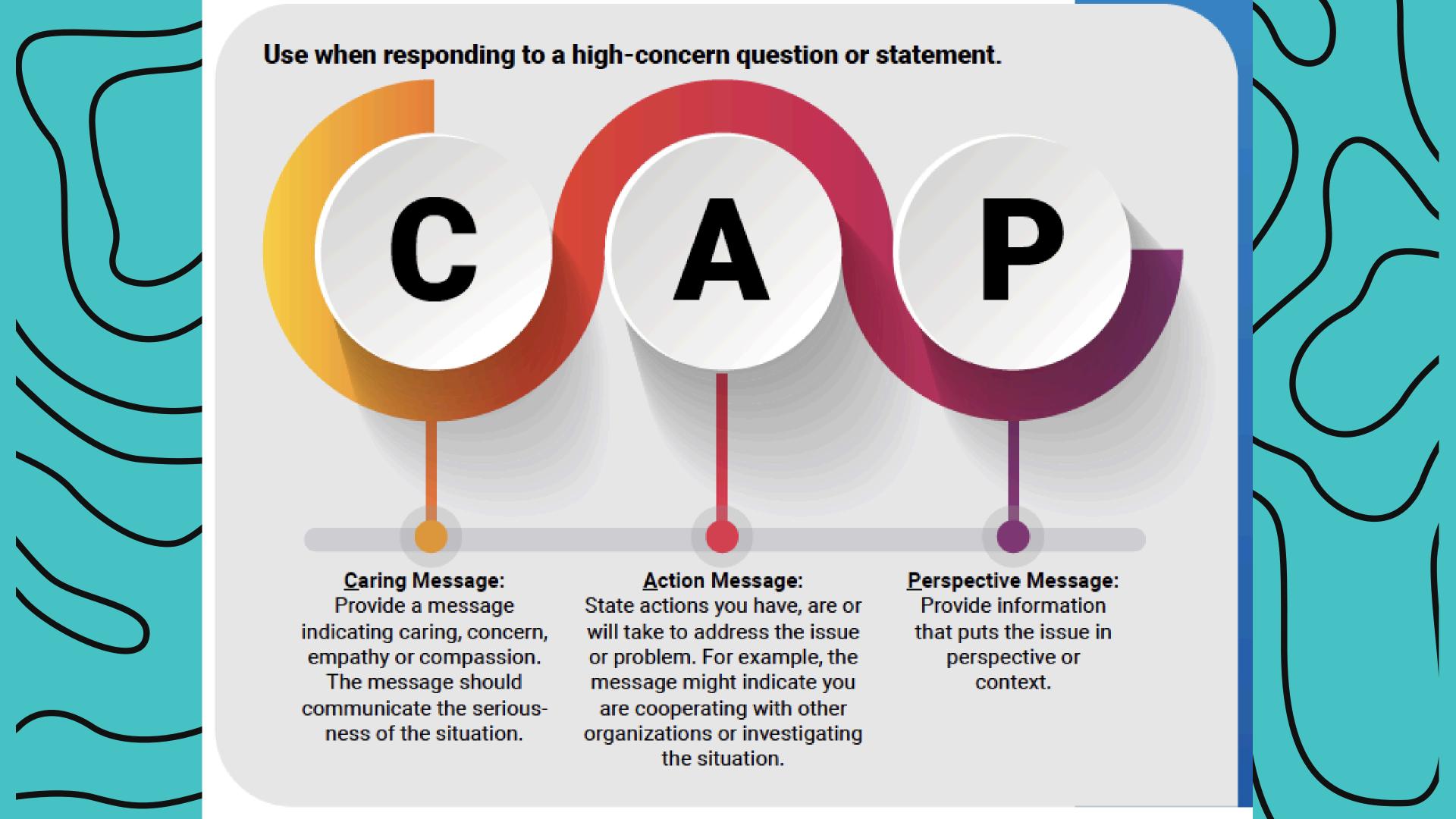
## RISK & CRISIS COMMUNICATIONS

- Tool for communicating where fear, anxiety and high emotions are present
- Help return conversation to reasoned discourse and help build trust
- Based on neurological and psychological science



# People don't care how much you know, until they know how much you care





#### CARING

"We all want our kids to be able to splash in clean streams and feel safe doing it."

#### ACTION

"That's why we're partnering with local farmers to reduce nutrient runoff."

#### PERSPECTIVE

"Because when we protect our water, we're protecting public health, wildlife, and our shared future."

Draws the audience in emotionally before moving into technical or policy content.

Helps connect facts to meaning – so it's not just data, but a story.

More effective than leading with data..

## Waterbody Assessment & Monitoring



"We're conducting use support determinations using ambient water quality monitoring data to identify 303(d)-listed impaired waters in accordance with Section 305(b) reporting requirements."



**Caring:** "Every community deserves clean rivers and lakes where families can fish, boat, or simply enjoy the outdoors without worry." **Action:** "We're analyzing data from local monitoring stations to identify waters that need protection or restoration — and partnering with local groups to turn that data into action plans." Perspective: "This work helps protect not just the water, but the people and wildlife that depend on it — and ensures federal and state resources go where they're needed most."

## TMDLs (Total Maximum Daily Loads)



"We're developing TMDLs for nutrientimpaired segments to establish pollutant load allocations between point and nonpoint sources consistent with Clean Water Act Section 303(d)."



<u>Caring:</u> "No one wants to live near a river choked with algae, or where fish are dying because the water is out of balance."

Action: "We're using science to figure out how much pollution a river can handle and still stay healthy — and working with farmers, utilities, and cities to reduce what's going in."

Perspective: "These pollution 'budgets' guide cleanup efforts and help bring lakes and rivers back to life — for wildlife, recreation, and future generations."

## Nutrient Management (Non-point Source Pollution)



"We're implementing nutrient reduction strategies through BMP adoption in priority HUC-12 subwatersheds to mitigate nonpoint source runoff and reduce hypoxia risk in downstream watersheds."



<u>Caring:</u> "We all want healthy rivers and lakes that aren't overrun by algae or unsafe for swimming and fishing."

Action: "We're helping landowners use better practices — like planting cover crops or adjusting fertilizer timing — to keep nutrients in the soil and out of the water."

Perspective: "When we manage nutrients smarter, we improve water quality, strengthen farms, and protect entire ecosystems — from small streams to the Gulf of Mexico."



## simplification strategies

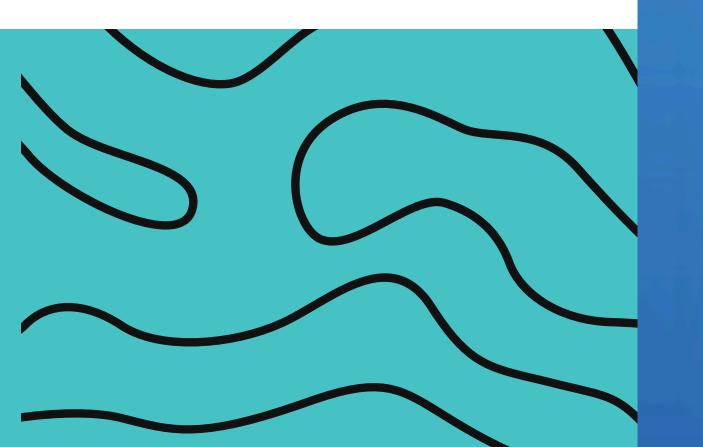




27/9/3 RULE



27/9/3 Rule



27 Words

The human brain can effectively process
NO MORE THAN 27 words, that can be spoken in 9 seconds, that have 3 (or fewer) pieces of information.

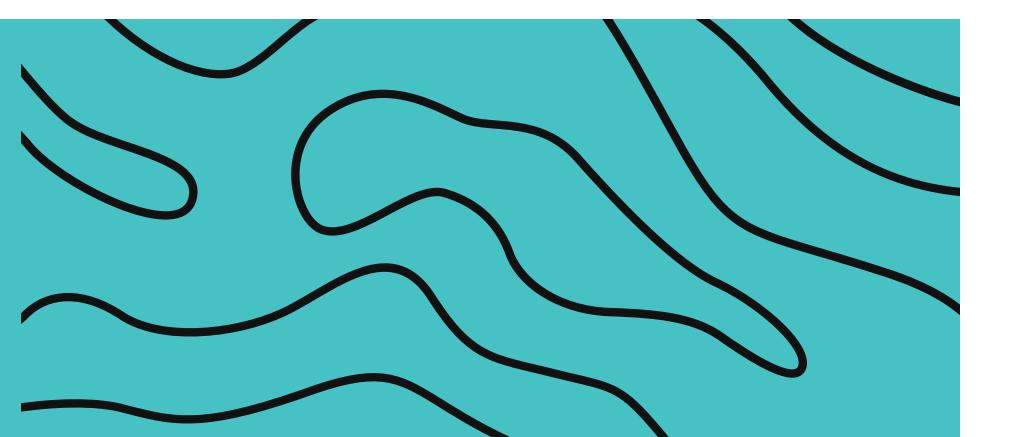
(Source: Dr. Vincent Covello and the Center for Risk Communication)

Seconds

Pieces of Info



## 27/9/3 Rule



## When To Use It:

- Public meetings and hearings
- TV/radio Interviews or short videos
- Quick-hit social media captions or headlines
- In moments of urgency or confusion (when the key takeaway is the most important)
- When crafting core talking points or elevator pitches

## Waterbody Assessment & Monitoring

"We test local rivers to find out if they're clean, safe, and healthy — and restore the ones that aren't."

**✓ 22 WORDS ✓~8 SECONDS ✓ 3 CLEAR POINTS:** 

TEST WATER **CHECK SAFETY** RESTORE PROBLEMS

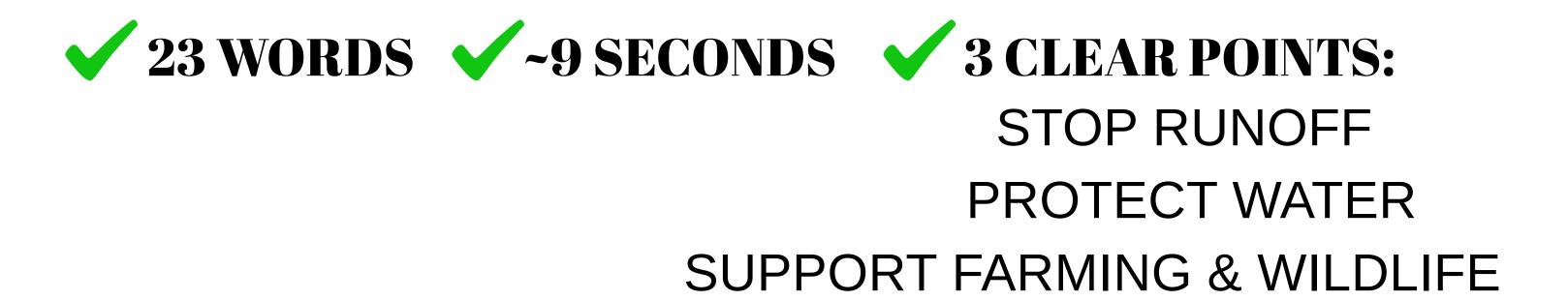
## **TMDLS**

"We calculate how much pollution a river can handle, then work with communities to bring it back to a healthy balance."



## Nutrient Management

"We help farmers keep nutrients in the soil and out of streams — protecting clean water, strong farms, and local wildlife."



# REGULATIONS ARE CHANGING. YOUR QUALITY WATER IS NOT.

Due to revisions made by the Environmental Protection Agency, all water systems must comply with the Lead and Copper Rule Revisions requirement by October, 2024.



All homes built prior to 1991 must have their service verified.

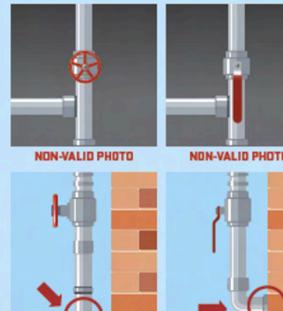
#### Help get a handle on lead.

Use the QR code below to send us a photo of your water service line, to help us send required lead warning only to those with lead plumbing.

### What does the pipe entering your home look like?

See the photos showing types of pipe that enter from the basement or lowest floor.

Find the water shut-off valve, and trace back to where it punches through the wall or floor.



#### Option 1:

Aim your phone's camera at the QR code to submit a photo of your service line and required information, so we know what address this information pertains to.



#### Option 2:

Obtain pictures of the service coming into your home using the guidelines pictured above and email them to **help@mawc.org**. Please make sure they are well lit and clear.

#### Option 3:

Contact MAWC Customer Service to schedule a day for one of our service technicians to visit your home and verify your service.

Service#	

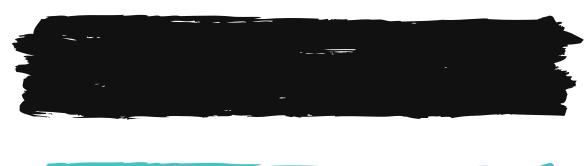


"Why community members should report pollution or spills."

"Explain why a fish advisory was issued and what people need to know."

WE [DO SOMETHING], TO [BENEFIT], SO THAT [IMPACT].

## agenda









## 

**Understanding and Leveraging Personas for Effective Messaging** 

Presented by:

**Executive Director** 

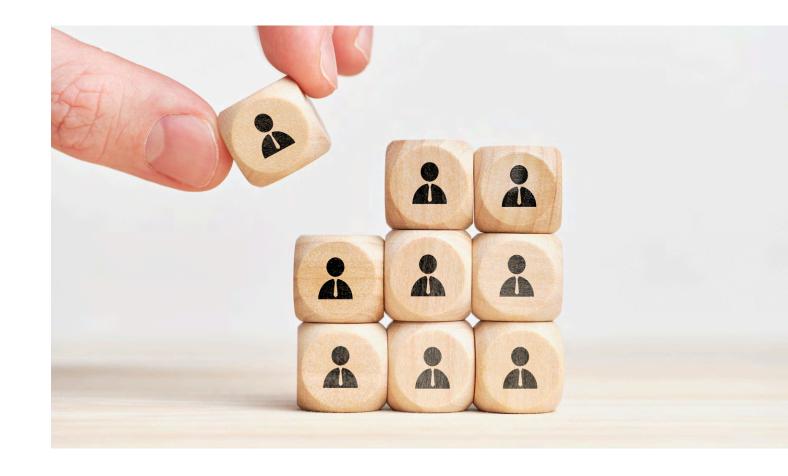




# INTRODUCTION \_\_ TO AUDIENCE PERSONAS

Personas are semi-fictional characters based on your target audience.

They are created using data and research to represent different segments of who you interact with.







## IMPORTANCE OF USER PERSONAS

#### **Enhanced Customer Understanding**

"71% of B2B companies that exceed revenue and lead goals have documented personas vs. 37% that simply meet goals and 26% that miss them."

**2016 Cintell Research Report** 

#### **Personalized Marketing**

75% of consumers are more likely to buy from brands that recognize them.

Brands that can tailor their communications, offers, and services to individual preferences build stronger relationships and foster loyalty and trust.

**Akoonu Research Study** 







## IMPORTANCE OF USING PERSONAS

#### Greater public trust

When people feel seen and understood, they're more likely to trust the messenger.

**Center for Risk Communication (Covello)** 

#### More effective science communication

Tailored messaging increases understanding and retention, especially in high-stress or low-trust environments.

National Academies of Sciences, "Communicating Science Effectively" (2017)

#### Better behavior change outcomes

Public health campaigns that segment audiences and adapt messaging are significantly more likely to achieve desired outcomes.

**CDC's Health Communication Playbook** 



## HOW TO CREATE USER PERSONAS



#### 01. Research

Gather data from surveys, interviews, and public. Use web and social media analytics, plus population demographics in your area.



#### 02. Segmentation

Divide customers into distinct groups based on demographics, behaviors, and needs.



#### 03. Persona Development

Create detailed profiles including name, age, job, interests, and challenges.

## DATA SOURCES FOR PERSONA CREATION

- Community Listening
  Sessions/Public Forums
- Analysis of Public Comments on Regulations and Notices
- Interviewing Frontline Staff
- Partnerships with Local NGO

- Demographic & Behavioral Data (Census)
- Social Media & Website Analytics
- Local News & Media Monitoring
- Community-Based Participatory Research



## CREATING PERSONAS

Walk in the shoes of your target audience to understand who they are, what they do, and why they do it.









Name

Brad

Darlene

Taylor

Description

Age

Location

Occupation

Income Range

**Skeptical Suburban Dad** 

42 years old

**Suburban St. Louis, MO** 

**HVAC Technician** 

\$60,000 - \$80,000

**Community Activist Grandma** 

68 years old

Fresno, CA

**Retired Teacher** 

\$25,000 - \$40,000

**Curious but Cautions College Student** 

20 years old

Athens, GA

Student

<\$10,000



Brad



Darlene



Taylor

Goals

**Motivations** 

Keep his family safe and informed about what's in their water.

Wants practical, nononsense information he can act on. Ensure her underserved neighborhood has safe, affordable water.

Feels a deep sense of responsibility to protect and uplift her community.

Believes officials don't listen to or communicate clearly with her community.

Understand environmental risks and make informed choices.

Values transparency, science, and social responsibility.

Frustrations

Feels government messaging is vague, overly technical, or sugarcoated.

"I care about clean water, but no one talks to our neighborhood."

Overwhelmed by inconsistent information and hard-to-navigate resources.

Quotable Quote

"I don't trust government water data – show me local proof."

"I just want to understand what's safe and what's not."







#### Brad

Darlene

Taylor

Personality

Influences

Brands/Apps

**Interests** 

Sources of Info

Practical, Independent,
Protective

Neighbors, Coworkers, Local Facebook groups

YouTube, Home Depot, Nextdoor

DIY projects, sports radio, grilling

Local news, utility mailers, YouTube explainers

Outspoken, Nurturing, Justice-oriented

Church leaders, local nonprofits, neighborhood council

Facebook, WhatsApp, Univision

Community events, education, family health

Flyers, town halls, ethnic media, word of mouth

Inquisitive, Thoughtful, Socially aware

Professors, TikTok creators, climate activists

Instagram, Reddit, TikTok, Google Scholar

Sustainability, public health, civic engagement

Social media, campus events, science podcasts

### Summary Statements



Brad is a hands-on, middle-class dad who wants to protect his family but is wary of government reassurances and overwhelmed by scientific jargon.



Use plain, direct language and show local data or comparisons he can trust—ideally through short videos or visuals shared via neighborhood-focused channels like Nextdoor or utility newsletters.



### Summary Statements



Darlene is a retired teacher and trusted neighborhood advocate who champions environmental justice but often feels overlooked by official outreach.



Build relationships through trusted community intermediaries like churches or grassroots groups, and ensure materials are available in multiple languages with clear, empathetic tone.



### Summary Statements



Taylor is a digital-native student passionate about science and social impact, but often frustrated by inaccessible or outdated government communication.



Meet Taylor where he is – online and on campus – with transparent, engaging content (infographics or short-form video) that links science to everyday decisions and environmental justice.

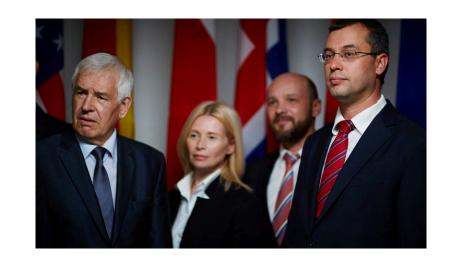


## MATCH THE MESSAGE TO THE LISTENER



**Community Member** 

Simple. Focus on benefit. Use visuals for easier consumption.



**Elected Officials** 

Urgency. Focus on impact. Include the budget link.



Media

Sound bites. Address conflict. Ensure quotable takeaways.



0	)1	Identify which audience persona variations are in your 'public' and prioritize who to address first	06	Work with other departments that could play a role in addressing those audience concerns.
0	)2	Analyze your research & data to support the personas.	07	Create a timeline and plan for the solution or messaging you will
0	)3	Create persona template. Review through focus group discussions.		Implemnet in response.
0	)4	Encourage each team to develop their own audience personas.	80	Observe the performance of that policy or outreach, tweak action plan for further improvement.
0	)5	Update and refine.	09	Talk to your personas as if they were real when planning any public outreach.
Rogue Water La	ab			$\rightarrow$

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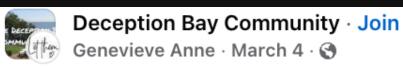
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04	Encourage each team to develop their own audience personas.	08	Observe the performance of that policy or outreach, tweak action plan for further improvement.
05 Rogue Water Lab	Update and refine.	09	Talk to your personas as if they were real when planning outreach. Practice messaging to different personas.

## agenda



## COMMON PITFALLS IN THE WATER SPACE



#### Fill your bath

Fill your bathtub with water! This gives clean drinking water (in addition to toilet flushing water as we are on a pump) for a couple of days. I've endured cyclones in NT and this was the last thing we did as we were isolated for days at a time!

1. 1 \*\*\*PLEASE BE VIGILANT WITH YOUNG CHILDREN AROUND ANY VOLUME OF WATER AS THIS IS A DROWNING HAZARD\*\*\*

Stay safe everyone and look out for each other!



13 comments 5 shares



**Safety Fears** (even if unfounded)



Oversimplified memes/social posts



"They're hiding something" mindsets & narratives





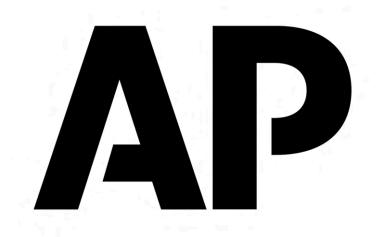
## WHEN FALSE INFO SPREADS ONLINE

AP FACT CHECK

Posts misuse Ohio River map to distort contamination area



### WHEN FALSE INFO SPREADS ONLINE



NOT REAL NEWS: A look at what didn't happen this week

### HOW OHIO EPA RESPONDED

- 1. Proactive Public Information Dissemination
- 2. Utilization of Digital Platforms
- 3. Collaboration with Federal Agencies
- 4. Community Engagement and Transparency
- 5. Monitoring and Addressing Misinformation

## **FUNITARE**





Pre-bunking

(naming false info early)



Visual corrections



Pair Facts w/ Feelings



Central Message Hub



Use Trusted Community
Messengers

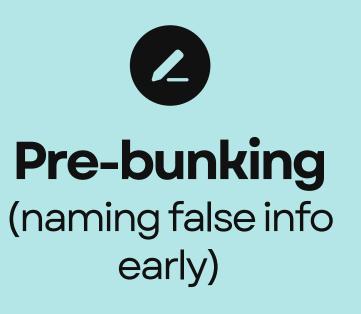


Real-time Myth Busting



## **FOURTHERN**





What to do: Proactively identify and address likely misconceptions before they arise.

**Application:** Before maps and memes began spreading, Ohio EPA could have said: "You may see maps online that make the contamination seem widespread — remember, not all areas in the basin are impacted."

**Why it helps:** Pre-bunking creates a psychological "inoculation" against misinformation, increasing public resistance to false narratives.

## **FOURTHER**







What to do: Start with empathy, then share your data.

**Application:** Instead of saying, "contaminants are below thresholds," say: "We understand how scary this situation feels. That's why we're monitoring constantly — and so far, the science shows the water is safe."

Why it helps: People don't trust what they can't connect to. Emotionally neutral facts can come across as dismissive or out of touch in emotionally charged situations.

## **FUNITARY**







## Use Trusted Community Messengers

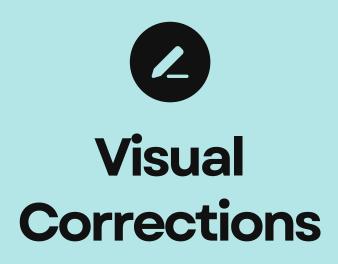
What to do: Partner with trusted local voices (mayors, school leaders, local doctors) to deliver the message.

**Application:** A community video of a local official saying "Here's what we know, here's what's safe, and here's what we're watching" could have gone viral with far more trust than a press release.

Why it helps: Studies show that messenger trust often matters more than message content.

## **FOURTHER**





What to do: Provide accurate visuals with simple captions that explain what people are seeing.

**Application:** When misleading maps began to circulate, Ohio EPA could have released an annotated map or infographic saying: "This is the drainage basin — not the area where contamination has been detected. Water is being monitored carefully downstream."

Why it helps: Visual disinformation spreads fast — the antidote is equally compelling, accurate visuals.

## **FOURTHER**





**What to do:** Direct the public to a single, easy-to-find, frequently updated landing page with monitoring results, FAQs, and myth-busting.

**Application:** A short URL or QR code (e.g. "epa.ohio.gov/eastpal") could have been promoted on every press conference slide, map, and handout.

Why it helps: Reduces confusion and improves message consistency across agencies and news outlets.

## Quick Response Sheet

### TOPIC: Per- and polyfluoroalkyl substances (PFAS)

### **Core Messages**

- Protecting community health is our highest priority.
- We protect community health by regularly testing our water sources to ensure our water quality meets or exceeds all EPA regulations.
- We are closely following the emerging research about PFAS and public health.
- Additional information about PFAS and drinking water can be found on our website.

### What are PFAS?

- PFAS are a group of man-made chemicals that can be found in products like nonstick pans, stain repellents and fire-fighting foam.
- PFAS have been manufactured and used in a variety of industries since the 1940s.
- PFAS in drinking water is typically localized and associated with a specific facility that used a PFAS-containing product (manufacturing and firefighter training (fire foam).

## **FOUNTAINE**





Real-time Myth Busting **What to do:** Assign a team to monitor social media in real-time and directly address viral false claims within 1–2 hours.

**Application:** When the drainage basin map began trending, an Ohio EPA tweet or post saying: "This map is being misinterpreted. Here's what it really shows — and here's what the science says," could mitigated its impact.

Why it helps: The first voice people hear often becomes the "anchor" — and the longer a false narrative spreads unchallenged, the harder it is to reverse.

## **EUNIERIG**



## 

Action	Purpose
Pre-bunking misinformation	Reduces the persuasive power of lies
Context-rich visual corrections	Counters memes with better visuals
Trusted messengers	Builds emotional trust and credibility
Central message hub	Increases clarity and consistency
Real-time myth-busting	Minimizes spread of viral falsehoods
Pair facts with feelings	Connects emotionally while maintaining
	accuracy



# agenda



SOCIALMEDIA

# Why Connect Online?

### Social Media Usage

TOTAL U.S. POPULATION 12+ Estimated % CURRENTLY EVER USE SOCIAL MEDIA 248 Million 82 53 2025





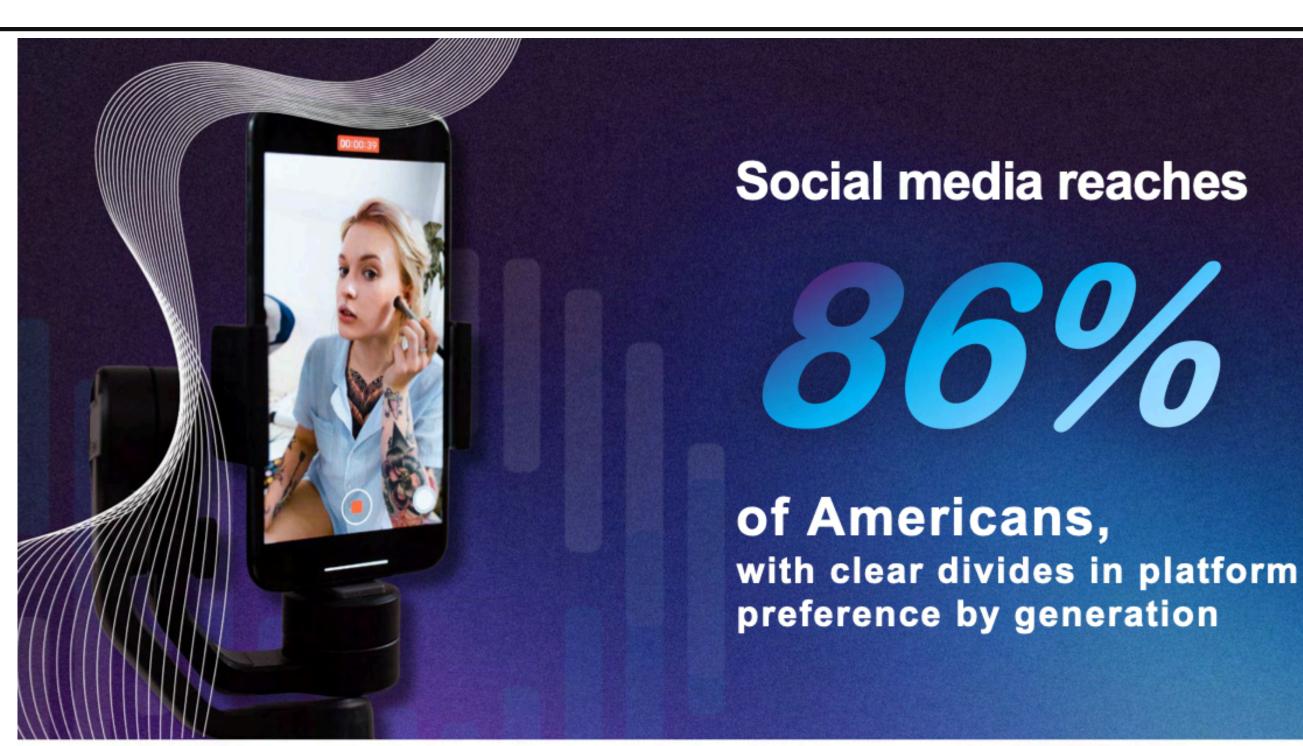








## Why Connect Online?





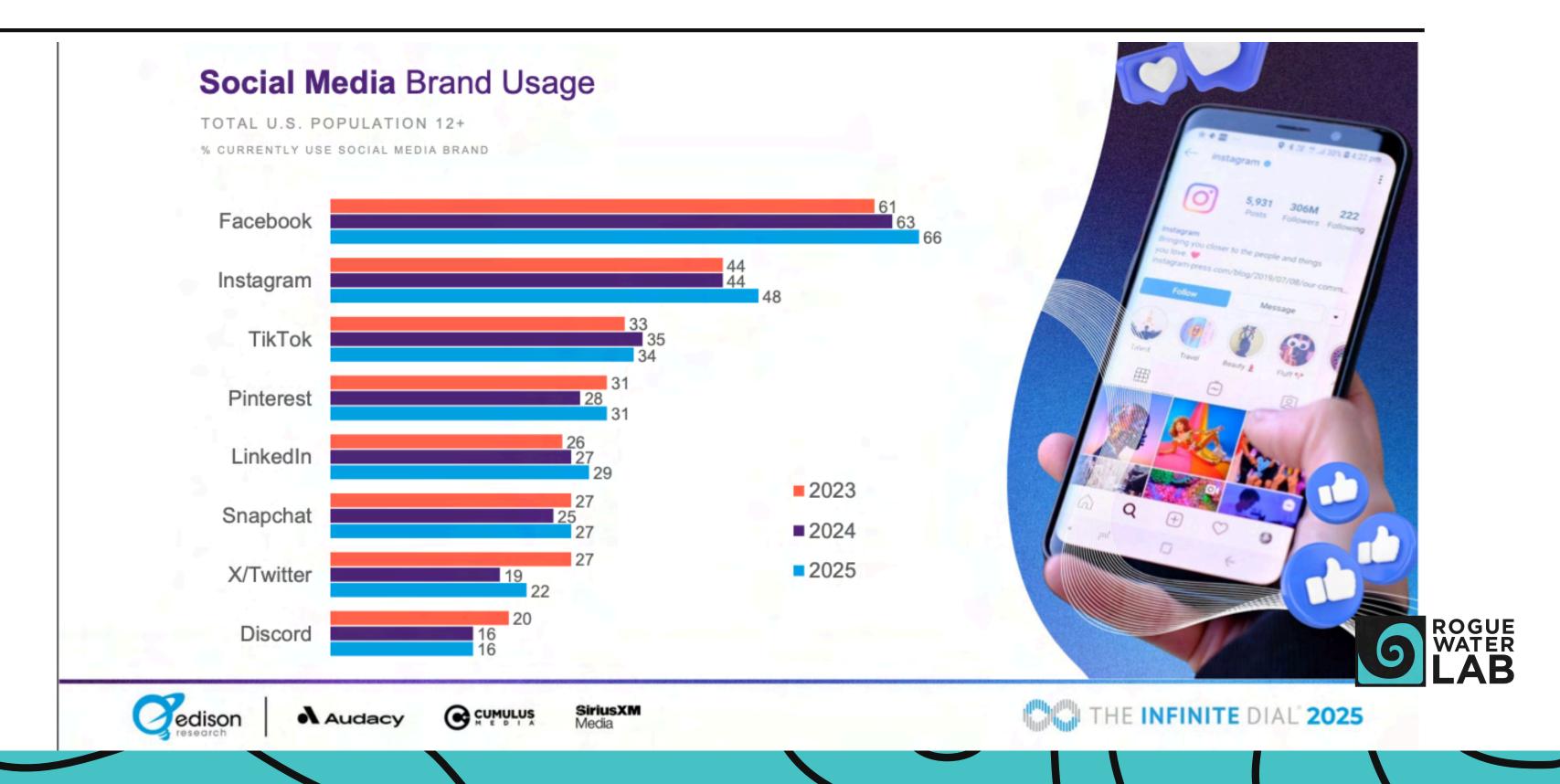




SiriusXM Vedia



# Why Connect Online?



# How to respond to negative social media?

Respond quickly. Respond in short order even if you must provide a "hold message" to the commenter letting them (and those who are watching) know you are looking into the issue.

1

Tailor your responses. It is very tempting to quickly respond to a complaint or concern with a link to your website. Instead, acknowledge the concern directly.

Use a human tone. Upset customers need empathy and a friendly, caring tone. The words you use when you are communicating in the spotlight matter a lot.

4

Take responsibility. Ignoring a customer's concern will aggravate them and potentially others who may be watching for your response. Take responsibility if this situation is something under your control.

# How to respond to negative social media?

Be visible. Unless the comments you are receiving contain violent or offensive language, be transparent and open when responding to negative social media.

**5** 

Pause scheduled social media posts. If you are dealing with a risk communication situation on social media, nothing is worse than having a fun, quirky post pop up in the middle of it. Try to move commenters offline. When responding to comments that would be better handled by phone or in-person, offer to do just that.

8

Communicate internally about your social media interactions. Ensure everyone in your organization is on the same page about who will speak and what will be said to prevent misinformation from spreading.

## Do's and Don'ts for responding to a social media attack

## Social Media Spotlight Do's and Don'ts

Do	Don't
Respond quickly – within hours	Wait and see, and respond days later
Take the conversation offline	Engage with the customer extensively about their concern on the platform
Use a human tone, expressing empathy	Respond in "corporate speak"
Tailor your responses to the comment	Make the same generic response to every comment
Assume good intent	Take comments personally and respond in kind
Look into the issue quickly and post the resolution	Ignore the issue
Allow negative comments to be posted (if it meets your policy)	Delete negative comments
Monitor all your comments	"Set it and forget it" and check on your social media accounts infrequently
Thank positive commenters	Ignore those who take the time to tell you you're doing a good job



## Tell Your Story --> Gain Trust



### Jasmine Forney Customer Service Representative

- ☐ Employed at CAW since 2018 ☐ Loves To: Create. Cook. Read.
- ☐ Something Unique: Can Eat Anything Without Gaining Weight
- ☐ Hobbies: Eating and Trying New Food. Making Art. Playing With Her Daughter.
- ☐ Makes Sure To Bring Out the Bright Side In Every Situation.
- ☐ Favorite Place to Be: Outside -- As Long as the
- ☐ Advice to Young People: "Stay focused. Learn Money Management. Be Open Minded. Keep Your Head Up."
- ☐ Wanted To Be a Chef When She Grew Up.
- ☐ Bucket List: Bungee Jumping. Swimming With Sharks, Sky Diving,
- ☐ Most Proud Of: Being a Mother.
- ☐ Ability She Wishes She Had: Telepathy
- ☐ Would Most Likely Be Famous For: Comedy or Cooking
- ☐ Least Favorite Chore: Folding Laundry



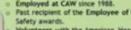
### **Ben West**

Foreman



- Employed at CAW since 2005.
- A school bus driver once stopped at a work site to pick him up because the driver thought he was a student.
- Equipment Rodeo Chair of Arkansas Water Works & Water Environment Association.
- Arkansas Committee Member for Water for the People.
- Hobbies: Racing, fishing, kayaking, being outside.
- Favorite Place to Be: Anywhere with water.
- Personality: Caring.
- Advice to Others: "Learn from my mistakes. I'm telling you from experience."
- What Did He Want to Be When He Grew Up? "Still working on that one."
- Bucket List: Travel more.
- Ability He Wishes He Had: "To predict lottery numbers."
- Weirdest Job: Worked as a vet tech for a friend who was a horse vet.
- o Least Favorite Chore: "All of them."





Volunteers with the American Hear Marathon, Jingle Bell Run, Foam Fe

Has been on 12 cruises with his wi Loves his BMW convertible. (Once Keys with the top down the whole: Adores his two granddaughters. Hobbies: Canoeing, camping, hikin Collects: coins, stamps, paper mor Has never broken a bone. ("Which

risks I've taken doing motocross or water skiing I've done." Most Prized Possession: "My grand raise me and was very special. Her

Wants to learn sign language. Does impressions. (Rich Little, Dar Caliendo, Mel Blanc.)



Buye

☐ Employed at CAW since 2 watching HGTV "and wisl ☐ Collects vacation brochu sit and think of where I'm

weekend getaway." Her favorite place to be i

She sums up her personals loves to have fun and enjo ☐ Her advice to a young pe You can accomplish anyth ☐ When she was younger st technician at a hospital

The top of her bucket list If she could pick a super p



### ~

- Works) part time
- full-time in 1987. along pipeline row release valves - yo
- Something people hope there's a lot me! (I guess that I ☐ Hobbies: Hunting, ☐ What sets you ap-
- than anybody else said, "Lord knows thank God I'm as What'd you want
- Who said I ever gr **Tough Man Contest**
- Advice to young



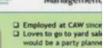
### Shunda Bo **Billing Account**



- ☐ Employed at CAW since 1: ☐ Was the Customer Service and 2010.
- Serves on CAW's Safety Te Membership Secretary and
- Played Clarinet and Bass C on the Flag Line and Marc ☐ Loves working in her yard ☐ "I don't collect anything it Says she's a homebody.
- Is a planner and organize
- make great choices."







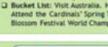
- could. I can hardly pass and I like to redo furniti ☐ Collects ironstone dish ☐ Favorite movie? Pride a Her advice to a young I
- and stay focused on v ☐ She wanted to be a nur ☐ Going to Hawaii is at th
- She wishes she could place on a p She says her greatest I



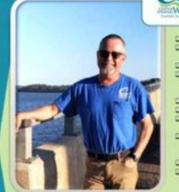
### Con

- ☐ Loves Oaklawn Racing. Attend bee and Gov. Bill Clinton presi
- golfer) and drank a beer with Something Unique: "I wear a with my left hand, but throw.
- ☐ Loves: Being outside! St. Loui: ☐ Hobbies: Working in the garde (and cooking and eating.)

  Favorite Place to Be: The bea
- ☐ Personality: Fun-loving. ☐ Something Surprising: "I am i Advice to a Young Person: "A all on every task! Also, don't p you could do today."
- When She Grew Up She Want Bucket List: Visit Australia, H







- ☐ Employed at CAN
- ☐ Something Peopl a band for 20 yea the Beach Boys."
- Most Prized Poss
  "That's what kee





- ☐ Employed at CAW since His team is undefeated ☐ Helped found Fourche
- ☐ When He Grew Up He Mountain Man But I C Bucket List: Musky Fish Canada ... Striper Fishin
- ... Bass Fishing in Florid.

  Once wrote a ticket to a boat in the middle of from a boat."
- Football and Baseball in Greatest Life Accompli





Coor ☐ Employed at CAW since 198

- Active in Arkansas Water Vi Association. (Activities Con Was on the first women's p
- Member of the Porsche Clui cruise.
- ☐ Collects: Hats! Has about 1
- ☐ Most Prized Possession: He her 50<sup>th</sup> birthday. "It was it." car that I can drive fast end off my face. Lol."
- ☐ Something Surprising: "I w ☐ When She Grew Up She Wa ☐ Ability She Wishes She Had
- ☐ Least Favorite Chore: Clea

## Tell Your Story --> Gain Trust







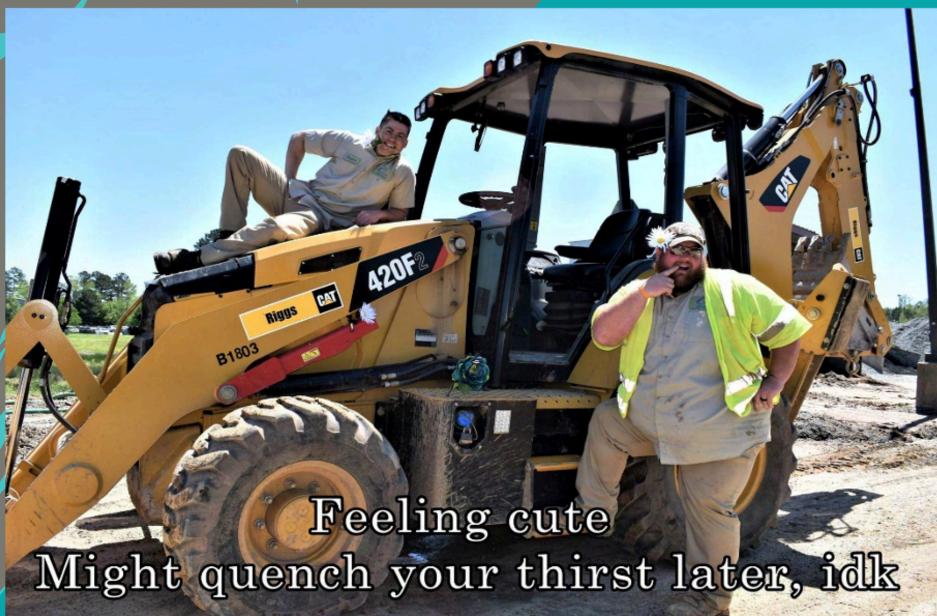




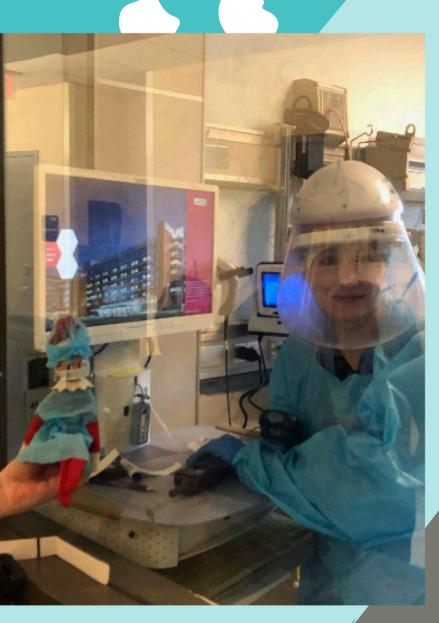


## Tell Your Story --> Be Fun





## Tell Your Story --> Collaborate w/ Community











## Tell Your Story --> Engage Brands



edgar @justedgarnow

Thank me later





## Tell Your Story --> Engage Brands



Louisville Water 🔮 @louisvillewater · Jun 8

Shout out to our BFFs on #BestFriendsDay 🍐 📦

Here's why Louisville Water is bourbon's best friend: bit.ly/3ir17c4

#NationalBestFriendsDay #NationalBestFriendDay





CentralArkansasWater @CARKW · Oct 10, 2018

No water? You know what that means. 🍐 🥗 🔟 🍋



#nowaternocoffee

#nowaternobeer

#nowaternolemonade

#imagineadaywithoutwater

#valuewater

#valuewaterAR



**t**l 1

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**Drop It In The Chat** 



What will you take away?

**CAP METHOD** 

ONE THING RULE

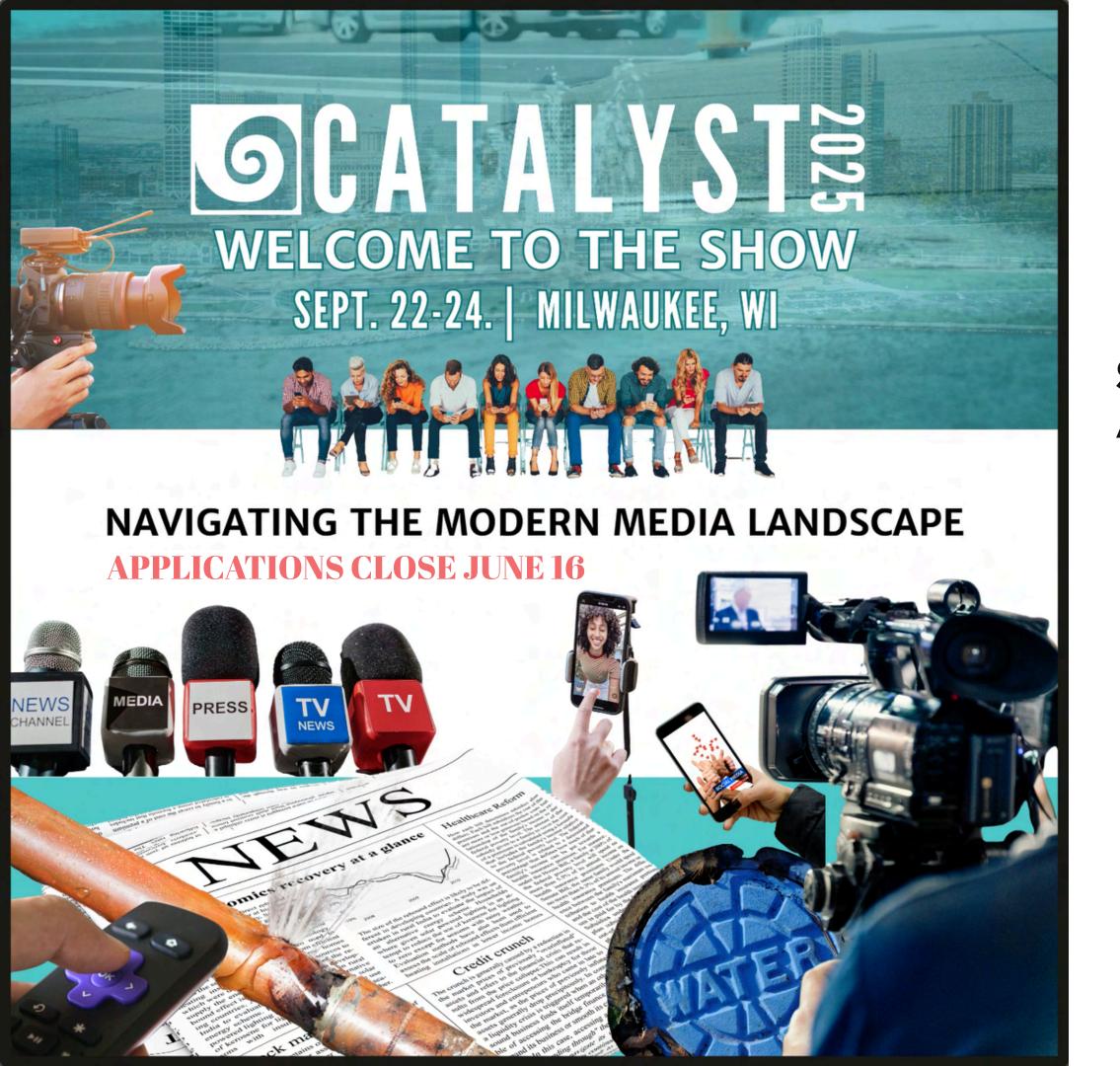
27/9/3 RULE

AUDIENCE PERSONAS

COMBATTING INCORRECTINFO

SOCIAL MEDIA TIPS







SCAN TO APPLY





chelsea@roguewaterlab.org

