Best Use of Content

UK Sport

Levelling the playing field in elite sport





UK Sport is the governing body who manage and oversee Olympic and Paralympic development pathways and athlete support in the UK, essentially the non-consumer facing arm of TeamGB and ParalympicsGB.

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Traditionally, UK Sport's Talent ID programme had involved in-person assessments at events across the country that tested participants' physical abilities.

In 2021, social distancing restrictions meant that the process had to move online, requiring new digital solutions that would uncover new talent from a base of young people interested in sport and allow them to register and apply online.



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The stats showed that only 80% of GB athletes at Rio 2016 were non-white, excluding boxing and athletics.

31% of Team GB medal winners attended private school, compared with just 7% of the overall population.

With only 6% of our elite athletes growing up in a city compared to 39% of the UK population, the disparity in diversity was clear.

Moving to an online process gave us a good opportunity to push the appeal of elite sport to a broader audience.

We surveyed physically active young people across the UK to understand their thoughts on achieving their athletic potential. When we asked which barriers they felt were preventing them from reaching the top of their sport, the most popular answers were 'lack of equipment' (44%) and 'lack of money' (43%).

We therefore decided to change tack from the usual style of art direction; creating polished images of heroic sport stars in skinsuits looking down on potential recruits, in favour of a campaign that made athletes feel attainable and made the journey to stardom seem achievable.

 We created a new youth-facing brand FromHome2TheGames - around that idea and
developed a new visual identity playing on the
Olympic and Paralympic colours brought to life in
a zine or scrap-book-like art direction that added
to the feeling of being attainable and achievable
without masses of equipment.







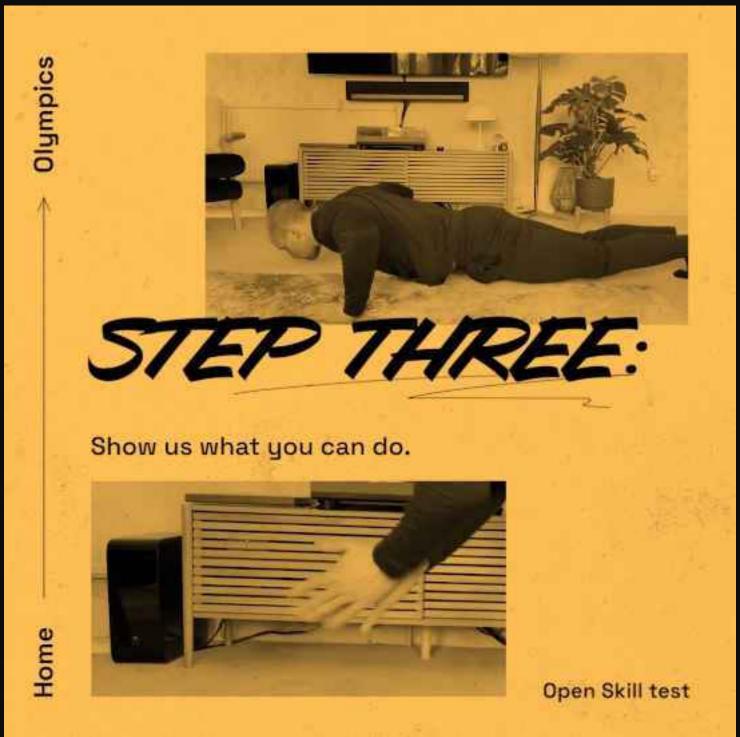
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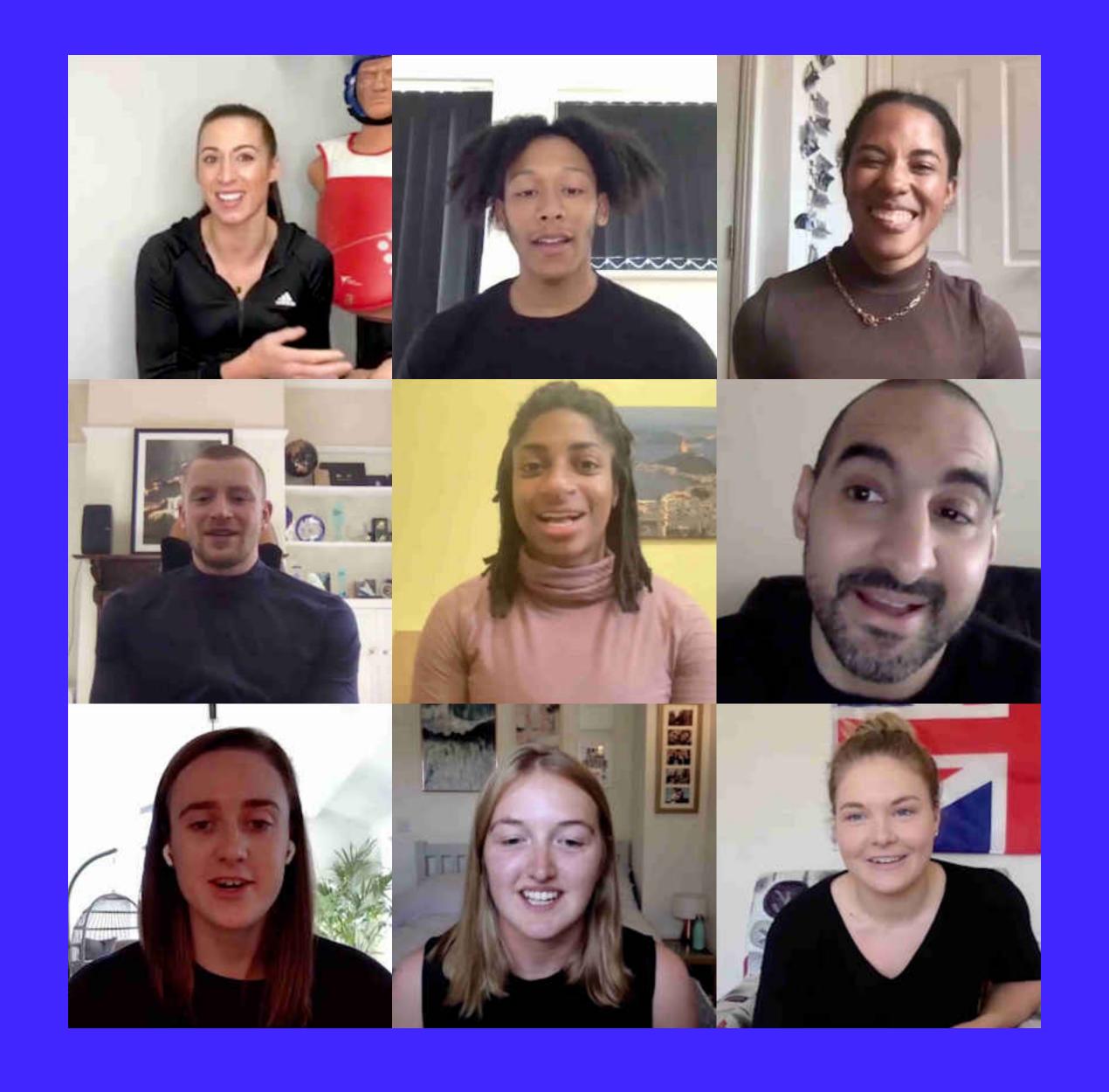
We then established a team of athlete ambassadors that represented different backgrounds, sports, and regions of the UK; BMX rider Kye Whyte; para-weightlifter Ali Jawad; breaststroke gold medallist Adam Peaty; paraequestrian Teagan-Vincent Cooke; Taekwondo champion Bianca Walkden and Kadeena Cox, a parasport athlete in both cycling and athletics.

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Craft — E

Navigating the need for social distancing and avoiding contact with the athletes; we created long-form interview videos, short social media clips using training footage, remote interviews captured from the athlete's homes and training grounds. This helped lift the curtain on elite athleticism and paint a picture of normality.

We also sourced a range of archive photography, captured throughout their sporting journeys. Paired with aspirational call-to-actions, these assets would form the backbone of the website content and communications campaign.



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Craft —————— 9

We leveraged our ambassadors and partners to generate awareness around FromHome2TheGames and drive young sporty people to sign up via the website.

We also worked with ambassadors to create self-shot/accessible "How To" videos to demonstrate the simplicity of the process and "hand-hold" our applicants through the process.

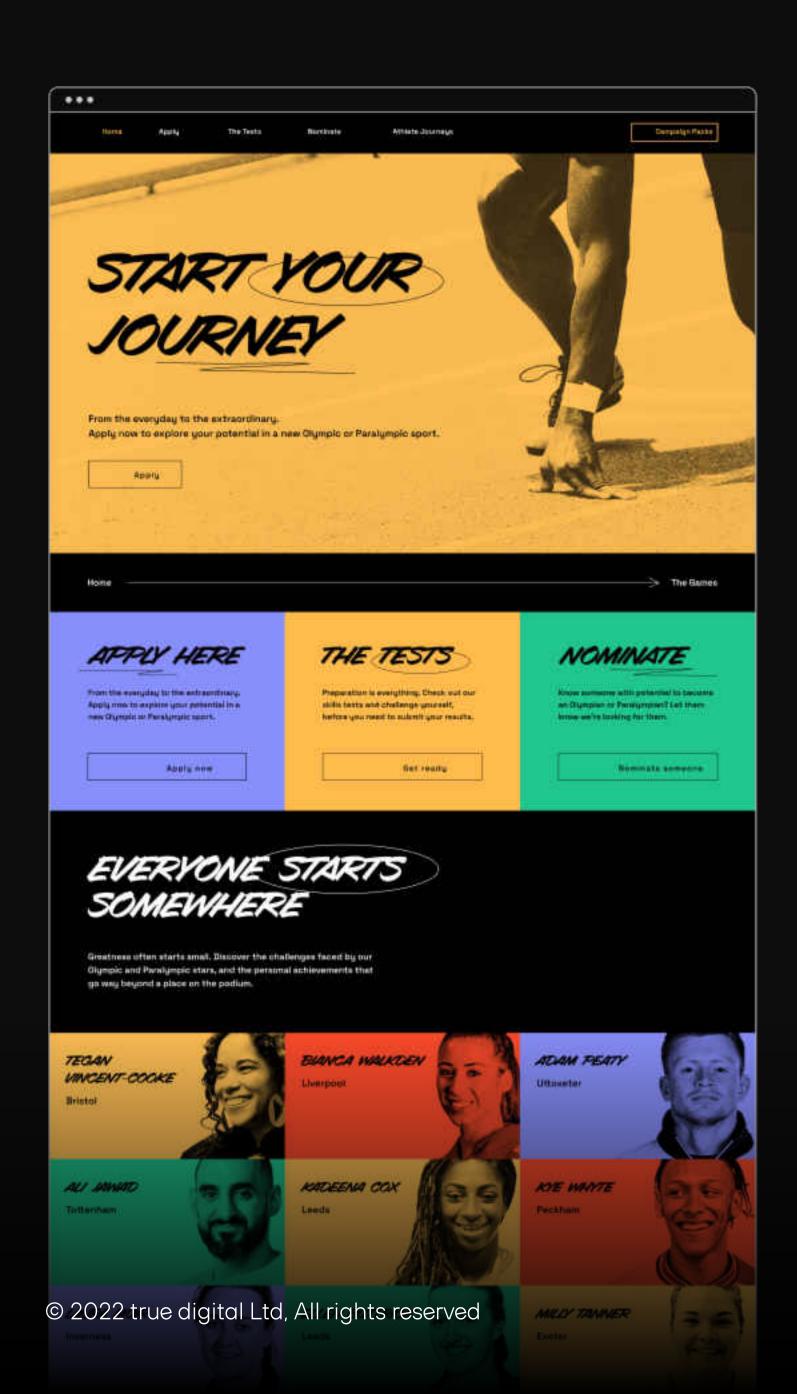
To reach older kids (13+) we focussed the media budget on video advertising, choosing those online channels our research revealed that teenagers used the most: TikTok, YouTube, Facebook, and Instagram. The website housed our athlete stories and the registration process.

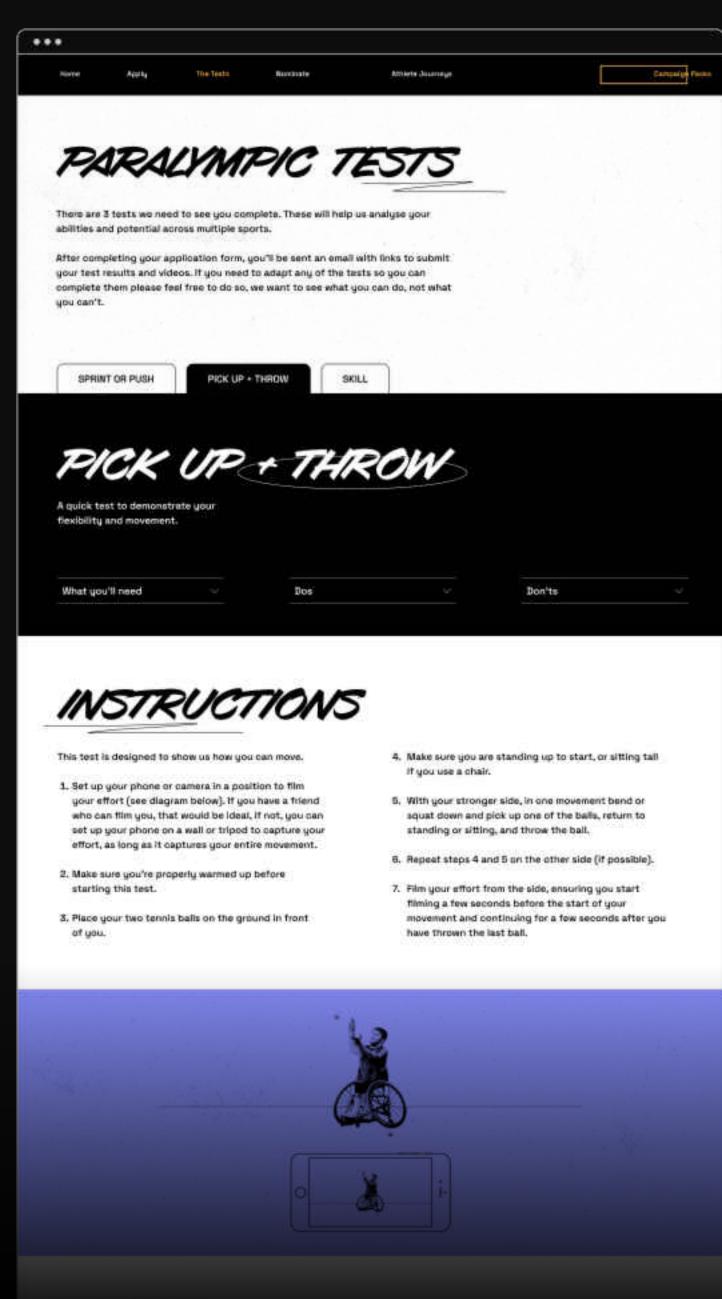
Along with our standard registration form and nomination form, we created a 'guardian-led' entry process for under 16s, meaning that we didn't have to store or manage their personal data.

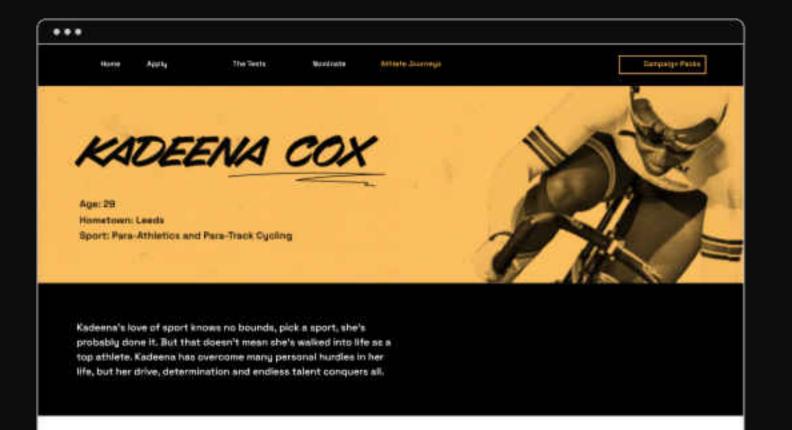
Once registered, we implemented an eCRM program that shared inspirational stories and training tips that captured the excitement of the Tokyo Games and kept them motivated for the rest of the Talent ID process.

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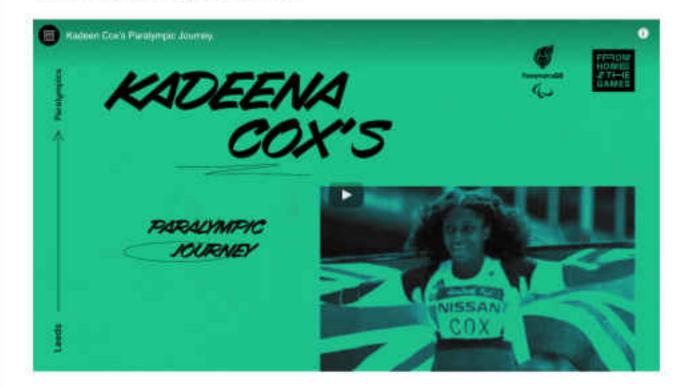




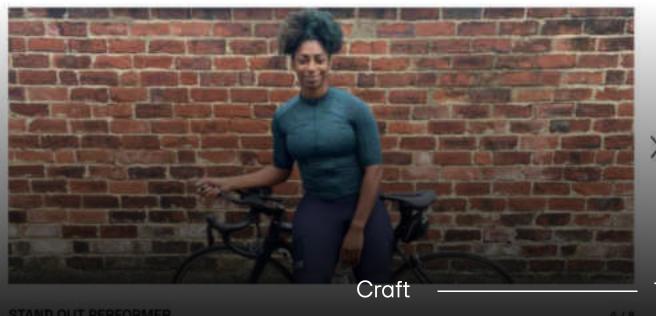




WATCH KADEENA'S STORY



KADEENA'S STORY IN PICTURES





Results

Organic campaign reached over

5 million people

80%

uplift in registrations from under 16-yearolds compared to previous talent ID campaigns 50%

uplift in applications from young people that live in the most deprived areas of the UK

1,926

new applicants to Team GB and Paralympics GB

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