The NATA Communications Toolkit is designed to help NATA districts distribute information to their membership. Keep reading to find the following:

- **Sample Communications Strategic Plan**
  - Creating a plan is the first step toward success. This sample shows the traditional components of a communications plan, which helps provide focus and structure for an organization’s communication strategy.

- **Template: Annual Communications Calendar**
  - Organize your communications with this calendar, which provides a broad overview of scheduled events, promotions and campaigns.

- **Template: Monthly Communications Run Sheet**
  - For those who have multiple people on the communications team, a run sheet is designed to provide the month’s strategic focus and keep everyone on the same page. It should be distributed at the beginning of the month to help organize that month’s strategies and tactics.

- **Social Media Best Practices**
  - Want to expand or improve your social media presence? This document provides tips and tricks for social media managers.

- **Measuring Social Media Efforts**
  - Wondering how to measure if your social media tactics are working? This document provides an overview of Twitter and Facebook analytics.

- **NATA News District News Submission Calendar**
  - Get your district information included in the NATA News by following the guidelines and deadlines on this calendar.

- **NATA Verbal Style Guide**
  - Athletic training has its own terminology, and NATA follows specific rules within its publications. Districts are encouraged to adopt these guidelines to help convey a consistent message to the general public.

- **Logo Guide for Districts & States**
  - Interested in a district or state logo incorporating NATA’s “AT” symbol? We’ll explain the logo design process within this guide.

To download these documents and templates, visit [www.nata.org/resources/marketing-communications-resources](http://www.nata.org/resources/marketing-communications-resources).

If you have further questions, contact NATA Communications Manager Beth Sitzler at beths@nata.org.
[Sample] Communications Strategic Plan

[Sample] Communications Mission

Develop and utilize all communication vehicles to advance _____ initiatives; collaborate with other departments/volunteers to communicate relevant news to membership; drive conversation and member engagement to increase the value of _____ members.

Note: A communications strategic plan should be designed to execute a district’s strategic plan. Communications goals should be aligned with district goals. If you need assistance with your strategic plan, contact NATA Communications Manager Beth Sitzler (baths@nata.org).

Marketing/communications plans usually contain the following information for each goal:

Goal
- **Metrics** (how you will measure the success of the goal – can be statistics or task deadlines)
- **Strategies** (how you plan to accomplish the goal)
  - **Tactics** (specific plans/techniques to achieve the strategy)
  - Include **launch dates** for each strategy and tactic so progress can be measured
- **Progress Checkpoints** (designated times to assess progress toward the goal)
- **Reporting** (statistics and other measurements to gauge progress toward the goal)
- **Target** (target audience for the particular goal)
- **Budget Implications** (costs involved with proposed strategies and tactics)

The next page shows an example goal and how the metrics, strategies, tactics, etc., factor into the success of that particular goal.
[Sample] Communications Goal: Utilize communication channels to increase professional pride within the ____ membership, emphasizing ______ resources to help ATs advocate on behalf of the profession. Grow overall reach of and audience for communication vehicles to increase awareness and influence of athletic training profession.

[Sample] METRICS

- Increase overall web traffic by ___% (Baseline: _____ monthly visits in 2019)
- Conduct membership experience survey by Aug. 15

[Sample] STRATEGIES

- Reorganize the website with a focus on improved navigation to improve member experience. **Launch date: February**
- Utilize social media channels to foster a sense of community and engagement among the membership. Utilize contests (2-3/year), hashtags (6-10/year) and live-Tweeting (5-6 events/year) to encourage participation. Cross-promote LinkedIn conversations on other channels to encourage more dialogue. **Launch date: Ongoing**
- Promote the online newsletter and blog in targeted e-blasts to increase online engagement and visitors to the website. **Launch date: May - December**

[Sample] TACTICS

- Conduct interactive social media campaigns around the following key initiatives: NATM, membership renewal, annual meeting and advocacy activities. All events will be live-Tweeted with a specific hashtag to encourage awareness and member interaction. **Launch dates: March, June, October**

[Sample] PROGRESS CHECKPOINTS

- Checkpoints every two weeks for website reorganization project, coinciding with the vendor's two-week sprints
- Monthly checkpoints for newsletter and blog
- Monthly digital communication reports

[Sample] REPORTING

- Member experience survey results
- Monthly reports on social media, e-blasts, website analytics

[Sample] TARGET

- Members

[Sample] BUDGET IMPLICATIONS

- Cost for vendor to reorganize website: $_______
- Consider investing in more sophisticated social metrics $________
COMMUNICATIONS CALENDAR: Use this as an internal guide to keep track of each month’s activities and events that align with your communications strategic plan. It should be helpful to see which months are too busy to initiate new activities and which months have complementary topics/points of emphasis.

<table>
<thead>
<tr>
<th>JANUARY</th>
<th>FEBRUARY</th>
<th>MARCH</th>
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<tr>
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</table>
[SAMPLE] COMM TEAM RUN SHEET: MARCH 2019

Publication/Newsletters

- March: NATA 2019 Preliminary Program
- Working on: April – The Education Issue
- Prepping for: May – Hall of Fame/Awards

Blog/Social/e-blasts

- National Athletic Training Month
  - Update profile pics on social media channels to NATM logo
- NATA 2019 registration opens first week of March
- #NATM2019 Poster Contest
- NATM Public Relations Contest

Websites

- Promote NATM resources
- Continue homepage re-organization
- NATA 2019 registration launches first week of March

Current Marketing Campaigns:

- NATA 2019
  - Membership recruitment

Upcoming Events

- Capitol Hill Day | Washington, D.C.
- NATA 2019 (June 24-27) | Las Vegas

Additional Points of Emphasis:

- NATA 2019 speaker videos
- Encourage online readership of blog/magazine/newsletter
- Encourage NATM participation
NATA Social Media Best Practices

Social media platforms (i.e., LinkedIn, Instagram, Facebook, etc.) have the potential to increase your public profile. Through them you can create grassroots campaigns, engage with your target audience and industry influencers and build expert and brand awareness. If you create and share worthwhile content, you can also position your social site as a resource for influencers, AT enthusiasts and ultimately increase your followers/fans.2

*If you have additional questions about setting up or monitoring your social media accounts, contact Todd Christman ([toddc@nata.org](mailto:toddc@nata.org)), who oversees NATA’s social media efforts.

**Setting up your social accounts**
If you want to set up a social media account that is affiliated with NATA or a specific district, contact Todd Christman ([toddc@nata.org](mailto:toddc@nata.org)) so he can set it up for you.

**Image size guide**

**Facebook**
Profile picture: 180×180 pixels
Cover photo: 851×315 pixels

**Twitter**
Profile photo: 400×400 pixels
Header image: 1,500×500 pixels


**Content Management Tips**
Management systems such as Hootsuite ([https://hootsuite.com](http://https://hootsuite.com)) and Tweetdeck ([https://web.tweetdeck.com](http://https://web.tweetdeck.com)) make it much easier to view not only your own content, but content posted by others that involves or is about you. Features of these systems include scheduling posts, setting up a dashboard where you can easily see other timelines you create to view searches, mentions, favorites and hashtag tracking.

**Measurement & Analytics**
There are a variety of ways to delve into the statistics of your social accounts. Twitter and Facebook offer their own analytics services ([https://analytics.twitter.com](http://https://analytics.twitter.com) and [www.facebook.com/insights](http://www.facebook.com/insights)). You can also employ outside services, some of which are free (or offer free options), or explore other options that are offered at a variety of price points. A free and easy place to start is [http://twittercounter.com](http://http://twittercounter.com), which tracks your number of followers over time.
Social Media Best Practices

1. **Determine the strategic areas of focus for your state/district/target group.**
   This discussion and/or work should happen prior to engaging socially. Your social media plan should support overall strategic goals.

2. **Establish a social media community team.**
   Your community team is comprised of people who are most actively listening and engaging on behalf of the brand/group and through the group page. These are the individuals who will develop content, listen and engage in conversation on behalf of your group. This doesn’t mean other members of the group/organization aren’t actively involved in the conversations. Ideally, your entire group/organization is social. However, your community team will be the facilitators, deliberately listening and engaging on behalf of your group/organization.

3. **Identify roles, responsibilities and expectations.**
   - **Content Creator and Distributor:** Develops the editorial content calendar, schedules delivery and posts on social site(s).
   - **Listener:** Social listening is simply monitoring social scenes for relevant topics/brand mentions. Being an active listener means you can alert appropriate parties when necessary to issues as they occur.
   - **Engager:** Appropriately engaging with and responding to social fans/followers.

4. **Establish your voice/tone for your social communication.**
   NATA has adopted a professional but conversational and transparent approach to social media engagement. Openness goes a long way in social media. It’s a big part of building trust with your social community.

   Also, if your goal is to be a resource, consider that when engaging with followers/fans. In addition to content, what can you provide that will enhance their experience with you socially (i.e., resource sharing, video from a district leader, etc.)?

5. **Determine and educate yourself on what to respond to and what not to respond to.**
   As a part of the listening process, you must determine the types of comments/posts you will and will not respond to.

   **NOTE:** When posting content on behalf of the AT profession and/or NATA, different rules apply. If the conversation is peer-to-peer and no question has been posed to you (or your page), should you jump in? The general rule of thumb is no. Let the conversation grow organically. If, however, there is a question about NATA, formal positions/statements, resources or the like that warrants your engagement, feel free to respond. However, please keep your response objective and short. If you aren’t sure how to respond to a post or would like someone to review your response, contact the national communications team before responding.
The following are a few good opportunities for engagement:
- Mentions of NATA, your district or your committee’s participation in industry events or presentations
- Compliments
- Customer service/support issues or inquiries
  As a rule-of-thumb, respond to the good and bad, but not the ugly. Though it may be tempting to respond to positive feedback and delete the negative, don’t. If you receive negative feedback, take it as constructive criticism and an opportunity to improve. If someone is complaining, they’re more than likely looking for a resolution. Very rarely do people merely want to complain. Therefore, respond as quickly as possible and avoid the urge to purge.²
- Questions/inquiries about processes, policies, recommendations, etc., that provide you with an opportunity to educate or direct the fan/follower to support resources
- Membership inquiries
- Membership benefit inquiries

When is responding not advised?
Consider the saying “don’t feed the trolls.” Knowing when to take the high road and when not to engage is as important as knowing when you should respond. On occasion there will be people who want to engage in a public debate and perhaps embarrass the brand. If you respond to these types of posts, you will feed that need. Most people see through the effort of these people and don’t expect you to feed the trolls – so don’t. Instead, please forward this information to NATA’s Todd Christman at toddc@nata.org.

The following are some examples of posts you may choose to avoid responding to:
- Generic mentions among a sea of other associations or health care professionals, without commentary that’s positive or negative
- Sarcastic, snarky or potentially inflammatory comments
- Straight retweets of company content or company news without any additional commentary
- Peer-to-peer conversations that mention your company in passing, in which your involvement could be perceived as intrusive
- Posts that require national office intervention, negative post or misinformation you need to correct (Please forward this posts to the national communications team.)
- Rumors, law suits, negative media attention/press for NATA or any company, organization and/or third party entity (Please forward this information to the national communications team.)

Information you’ll want to avoid sharing includes:
- Any NATA national news that hasn’t been formally communicated by the national office
- Political announcements/endorsements
- Corporate and/or product mentions
- Public apologies or explanations of action
- Profanity or inappropriate subject matter
BEST RULE OF THUMB: WHEN IN DOUBT, DON’T POST.

6 Utilize supplemental tools to add content variety.
Using Twitter as an example, Instagram and Vine are two of the most popular services and can be used to easily add short video posts to your normal content.

More Social Media Tips

Social media K.I.S.S (Keep It Significant and Shareable)
The most critical component of social engagement and success is your ability to develop content that initiates and encourages organic conversation and sharing.

Develop an editorial calendar that addresses the various needs of the social fans/followers in your network. Create content that’s engaging, contextually relevant and shareable. Think beyond the basics and use polls, promotional content and questions to your advantage. As with our natural conversation, which is never one dimensional, your editorial calendar should include a balance of content that is educational, resourceful, entertaining and encourages engagement and action.

Growing Your Network

While large numbers are impressive, the most effective measure of social success is engagement. Therefore, while you want to grow your network, focus on organic (earned) fans/followers based on providing relevant, significant and shareable content. While there are several paid options to expedite fan/follower growth, NATA recommends organic and earned growth, which traditionally results in greater engagement.

- Create editorial content that fans will share. The more they share, the larger your network grows.
- Retweet and share influencer content.
- Include relevant handles/usernames in posts. When people see they are mentioned, they are more likely to retweet and favorite, which can help make their followers your audience.
- When posting a link, include at least some descriptive text. A link without any context doesn’t lend itself to clicks.
- Use hashtags. Although most associated with Twitter, Facebook uses them now as well. Hashtags can be used to help spread the word about an event or campaign. They also allow for easier categorization and can be used as effective search terms.

References & Resources

Here are a few resources from social/digital communication experts that we frequent as a resource of information. We used the following resources to build this best practices document:

2. www.exacttarget.com/blog/social-media-best-practices-for-brand-engagement
Measuring Social Media Efforts

NATA uses data analysis tools provided by Twitter and Facebook to measure the performance of the accounts owned on each platform. Although there are third party resources available for purchase that provide additional measurement and analysis, the Twitter and Facebook native tools should be adequate for most measurement purposes. The data can be found under “Analytics” on Twitter and “Insights” on Facebook.

A detailed overview of these resources is available in the additional documents provided, which were written by social media experts. These are not official NATA documents, but we found them to be helpful resources when starting out with social media analytics and think you will, too.

Twitter Analytics
Introduction to Twitter Analytics and Measuring Your Tweets and Followers
http://socialmediaweek.org/blog/2015/10/twitter-analytics-measuring-tweets-followers

Facebook Analytics
Facebook Page Insights
https://yoast.com/facebook-page-insights
**NATA News Production Schedule 2019**

**Please submit district news to Editor-in-Chief Beth Sitzler at beths@nata.org.**

<table>
<thead>
<tr>
<th></th>
<th>Content Due to NATA</th>
<th>Ad Reservations Due</th>
<th>Ad materials due @ NATA</th>
<th>FILES &amp; INSERTS DUE @ PRINTER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>JANUARY</strong></td>
<td>Nov. 21</td>
<td>Nov. 28</td>
<td>Dec. 5</td>
<td>Dec. 14</td>
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<td>Dec. 18</td>
<td>Jan. 8</td>
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<td><strong>OCTOBER</strong></td>
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<td><strong>NOVEMBER</strong></td>
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<td>Oct. 7</td>
<td>Oct. 18</td>
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<tr>
<td><strong>DECEMBER</strong></td>
<td>Submission aren’t accepted this edition</td>
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<td>Nov. 5</td>
<td>Nov. 15</td>
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NATA Verbal Style Guide
January 2019

Associated Press is the default style of NATA publications.

Athletic trainer or AT
- Athletic trainer or AT are the preferred terms. NEVER use trainer or certified trainer. If this occurs in a direct quote, use “[athletic] trainer” or “certified [athletic] trainer.”
- Use AT as the abbreviation. Use ATC only when referring to the credential, not to a person.
- Do not use ATC/L, ATC/R, LATC or any other combination of ATC, as the credential is trademarked.
- We do not use “certified athletic trainers” unless the circumstance requires distinction. We do allow this term within BOC submissions to NATA publications.

Athletic training
- “Athletic training” and “athletic trainer” are not capitalized unless part of a proper noun.
- Avoid using “AT” as an acronym for the term athletic training as a noun. It may be used as an acronym in the adjective form.
  - Correct: The new AT facility was unveiled.
  - Incorrect: When studying AT, a student should...

Athletic training room/athletic training facility
- Preferred term is athletic training facility.
- Do NOT use training room.
- The Uniform Terminology Project group said, “We should refer to our secondary school and college-based work spaces as facilities or clinics.”

Athletic training students
- High school students are referred to as athletic training student aides, NEVER student trainers.
- College students are referred to as athletic training students, NEVER student trainers.

Athletic training education programs
The new acronym is “ATP.” We no longer use “ATEP.”

Athletic training “customer”
Per the Uniform Terminology Project group, athletic trainers treat patients or clients. “The committee recognizes that athletes still comprise a significant proportion of the population who receives our care. However, once an athlete (or any other individual who receives our services) becomes injured, he or she is a patient. Client should be used for situations where individuals receive our services – usually preventative in nature – on a fee-for-service basis.”

Credentials
- Use credentials on first reference. (Check iMIS to confirm certification.)
- Follow the BOC’s guidelines on listing and abbreviating (degree, license, credential)
- Do not use periods within credentials (contrary to AP Style).
  - Correct: John Doe, PhD, ATC
- Use commas after the credential: John Doe, PhD, ATC, works for Mercy Hospital.
- Use a maximum of three credentials, with educational degrees listed before professional certifications. At least one of the three credentials MUST be ATC (if the person is certified). The national credential supersedes the state license.

Health care
- “Health care” is two words unless part of a formal noun.
  - Correct: ATs are health care providers.
  - Correct: United Healthcare is an insurance provider.

NATA
- Plural possessive: National Athletic Trainers’ Association
- When using the abbreviation NATA as a noun, do not precede it with “the.”
– Correct: When NATA was founded…
– When “NATA” is used as an adjective, it’s proper to use “the.”
– Correct: The NATA Governmental Affairs Committee is meeting this weekend.

**NATA Research & Education Foundation**

Write out the full name on first reference and use “NATA Foundation” subsequent references. Do NOT use “the Foundation” or “REF.”

**Districts**

NATA comprises 10 districts, each incorporated separately. We spell out each district number (even District Ten, contrary to AP Style) in NATA publications. Refer to them as such:

– District One or Eastern Athletic Trainers’ Association or EATA
  – Connecticut Athletic Trainers’ Association or CATA
  – Rhode Island Athletic Trainers Association (no apostrophe) or RIATA
  – Athletic Trainers of Massachusetts or ATOM
  – Vermont Association of Athletic Trainers or VAAT
  – New Hampshire Athletic Trainers’ Association or NHATA
  – Maine Athletic Trainers Association (no apostrophe) or MATA

– District Two or Eastern Athletic Trainers’ Association or EATA
  – Delaware Athletic Trainers Association or DATA
  – Athletic Trainers’ Society of New Jersey or ATSNJ
  – New York State Athletic Trainers’ Association or NYSATA
  – Pennsylvania Athletic Trainers’ Society or PATS

– District Three or Mid-Atlantic Athletic Trainers’ Association. Avoid MAATA because District Five is also MAATA.
  – Maryland Athletic Trainers’ Association or MATA
  – North Carolina Athletic Trainers’ Association or NCATA
  – South Carolina Athletic Trainers’ Association or SCATA
  – Virginia Athletic Trainers’ Association or VATA
  – West Virginia Athletic Trainers’ Association or WVATA
  – Also the District of Columbia

– District Four or Great Lakes Athletic Trainers’ Association or GLATA
  – Indiana Athletic Trainers’ Association or IATA
  – Illinois Athletic Trainers Association (no apostrophe) or IATA
  – Michigan Athletic Trainers Society (no apostrophe) or MATS
  – Minnesota Athletic Trainers’ Association or MATA
  – Ohio Athletic Trainers’ Association or OATA
  – Wisconsin Athletic Trainers’ Association or WATA
  (GLATA also includes Manitoba and Ontario in Canada)

– District Five or Mid-America Athletic Trainers’ Association. Avoid MAATA because District Three is also MAATA.
  – Iowa Athletic Trainers’ Society or IATS
  – Kansas Athletic Trainers Society (no apostrophe) or KATS
  – Missouri Athletic Trainers’ Association or MOATA
  – Nebraska State Athletic Trainers’ Association or NSATA
  – North Dakota Athletic Trainers’ Association or NDATA
  – Oklahoma Athletic Trainers’ Association or OATA
  – South Dakota Athletic Trainers’ Association or SDATA

– District Six or Southwest Athletic Trainers’ Association or SWATA
  – Arkansas Athletic Trainers’ Association or AATA
  – Texas State Athletic Trainers’ Association or TSATA
– District Seven or Rocky Mountain Athletic Trainers’ Association or RMATA
  – Arizona Athletic Trainers’ Association or AzATA
  – Colorado Athletic Trainers’ Association or CATA
  – New Mexico Athletic Trainers’ Association or NMATA
  – Utah Athletic Trainers’ Association or UATA
  – Wyoming Athletic Trainers’ Association or WYOATA
– District Eight or Far West Athletic Trainers’ Association or FWATA
  – California Athletic Trainers’ Association
  – Nevada Athletic Trainers Association (no apostrophe) or NEV-ATA
  – Hawaii Athletic Trainers’ Association or HATA
– District Nine or Southeast Athletic Trainers’ Association or SEATA
  – Alabama Athletic Trainers’ Association or ALATA
  – Athletic Trainers’ Association of Florida or ATAF
  – Georgia Athletic Trainers’ Association or GATA
  – Kentucky Athletic Trainers’ Society or KATS
  – Mississippi Athletic Trainers’ Association or MATA
  – Louisiana Athletic Trainers’ Association or LATA
  – Tennessee Athletic Trainers’ Society or TATS
– District Ten or Northwest Athletic Trainers’ Association or NWATA
  – Alaska Athletic Trainers’ Association or AATA
  – Idaho Athletic Trainers’ Association or IATA
  – Oregon Athletic Trainers’ Society or OATS
  – Montana Athletic Trainers’ Association or MATA
  – Washington State Athletic Trainers’ Association or WSATA
(NWATA also includes Alberta, British Columbia and Saskatchewan)

NATA Committees
When referring to NATA committees, always include NATA in front of the committee name on first reference (i.e., NATA Young Professionals’ Committee). On second reference, use the acronym without NATA (i.e., YPC).

Numbers
Use numerals in relation to the amount of continuing education credit received. In all other circumstances, follow AP Style.
– Remember to use “more than” when referencing a numerical amount, not “over.”
  – Correct: More than 20 people attended.
  – Incorrect: Over 20 people attended.

Orthopedic/Orthopaedic
Per AP Style, use the American spelling (orthopedic, orthopedics). Use the British spelling (orthopaedic) only as part of a proper noun.
– Correct: The American Academy of Orthopaedic Surgeons has issued a new position statement on orthopedic injuries.

Website
Proper usage is “website,” rather than the previous AP Style of “Web site.” Also, use webcam, webcast and webmaster. But as a short form and in terms with separate words, the Web, Web page and Web feed.

Evidence-Based Practice CEUs
Write out the full term, all words capitalized, in the first reference and use “EBP” for subsequent references.
**Continuing education and CEUs**
- When describing a numerical amount of units earned or available, the proper acronym is CEU.
  - Correct: Up to 14 CEUs available
- When describing the general term of “continuing education,” CE is an acceptable acronym.
- When obtaining CEU credit, the person receives a “Statement of Credit” instead of the former term, “certificate.”

**Convention Terminology**
- The proper name in 2019 is 70th NATA Clinical Symposia & AT Expo. On second reference, it’s “convention” or “NATA convention” or “NATA 2019.”
- The correct names and treatment of various functions at the convention are:
  - Athletic Training Student Seminar, or ATSS
  - ATSS Ron Culp NBATA Cadaver Workshop, or cadaver workshop
  - AT Expo
  - National Quiz Bowl, or quiz bowl, or student quiz bowl, which awards The Eve Becker-Doyle Quiz Bowl Championship Cup
  - Pinky Newell Scholarship & Leadership Breakfast

**Student Athletes**
We refer to “student athletes” without the hyphen.

**Nonmembers**
The proper term is “nonmember,” without the hyphen.

**Return-to-play vs. return to play**
Return-to-play is hyphenated when part of a compound modifier.
- Correct: The AT is in charge of making return-to-play decisions.
Do not hyphenate when saying “John will return to play tomorrow.”

**Doctor vs. physician**
Use the term “physician” instead of “doctor” to avoid confusion, since “doctor” can designate a PhD as well.

**Addresses**
- Use the abbreviations “Ave., Blvd., and St.” only with a number address; spell out and capitalize when part of formal street name without a number
  - Correct: He lives at 555 Washington St. She lives off Walnut Avenue
- Even with a number address, all similar words (lane, road, court, parkway, etc.) are always spelled out
  - Correct: She lives at 555 Jefferson Parkway, while he lives at 555 Washington St.
- When using a full address, with state and zip code, use the two-letter postal code abbreviation
  - Correct: John Doe, 1620 Valwood Parkway, Carrollton, TX 75006
- When using a city and state, always write out the state
  - Correct: Carrollton, Texas
DISTRICT & STATE LOGOS

Logo options have been provided for each of the 10 NATA districts.

* When the reversed “AT” doesn’t work with the other letters in the acronym, it is acceptable to keep all letters the same color.

Basic Logo

NATA will provide each state and district athletic training organization with a logo that incorporates the signature “AT” from the national logo (example above). Districts and states may specify the logo color and the text at the bottom of the graphic (to be limited to state or district number and/or name).

Custom Logo

NATA will provide the “AT” portion of the logo to any state or district athletic training organization that wishes to develop a custom logo utilizing this key component of the national design. The organization may specify the color of the “AT” to ensure it aligns with other elements (outlines of state(s), etc.) of their state/district version. The “AT” artwork provided by the national office must be used in the custom design in order to maintain the integrity of this fundamental element of the brand. The organization may then:

a) Work with their designers to develop a unique logo that utilizes the “AT.” Because the association holds the copyright to all logo components, staff must approve the final logo.

b) Work with NATA’s freelance designer to develop an individual logo that incorporates the “AT” into a professional state- or district-specific logo. Each organization will be responsible for bearing the costs associated with logo development (estimated design fee: $100). NATA staff will have final approval of the logo.