





# Engaging Former NFL Players to Drive Colorectal Cancer Awareness and Screening Among Men From Awareness to Action in Cancer Prevention

# Presentation to the National Conference on Health Communication, Marketing, and Media Monday, July 28, 2025

#### **Presenters:**

Janet Marchibroda, MBA, National Football League Alumni Association Nikki Hayes, MPH, Centers for Disease Control and Prevention

### **Objectives**

- 1. Provide an Overview of the Gear Up Against Cancer Program
- 2. Share Preliminary Findings
- 3. Discuss Next Steps
- 4. Questions and Answers

#### **About Colorectal Cancer**

- 1. Colorectal cancer (CRC) is the third leading cause of cancer-related death among men in the U.S.
- 2. CRC disproportionately affects men, who experience higher incidence rates, higher mortality rates, and lower screening use compared to other groups.
- 3. CRC screening reduces cancer incidence and mortality rates by removing precancerous lesions before they turn into cancer and detecting cancers early.
- 4. Barriers to CRC screening include limited awareness of screening guidelines, medical distrust, lack of culturally relevant outreach, fear or discomfort with screening procedures, lack of symptoms, access issues, and time constraints.
- 5. Addressing these challenges through targeted education and outreach can improve CRC outcomes in men.

### Overview of Gear Up Against Cancer Campaign

- 1. Collaboration between National Football League (NFL) Alumni Association (NFL Alumni), Tanaq Health, and CDC's Division of Cancer Control and Prevention
- 2. Includes a multimedia health communications campaign as well as community engagement activities, an innovative model for effectively reaching target audiences, including men.
- 3. Unique partnership between public health and professional athletes (former NFL players) who are serving as "trusted messengers" to increase awareness and engagement among men with the goal of preventing disease and improving health outcomes

### **GEAR UP Against Cancer Program**

- Launched the GEAR UP Against Cancer Program with focus on increasing colorectal cancer awareness and engaging males in community conversations on surviving cancer in first year
- Overall Goal: Increase awareness with target audiences primarily in Nashville and Atlanta in its first year:
  - For prevention and early detection: males, primarily between the ages of 45 and 64
  - For survivorship: males of any age and their caregivers

#### Objectives

- Increase awareness of the impact of colorectal cancer and the benefits of and need for regular screening among target audiences
- Engage and better understand the needs of survivors representing target audiences, through town halls and/or listening sessions, and help refer them to services as appropriate, in each of the two markets

### **Campaign Elements**

- Digital Assets That Share Key Messages and Highlight Personal Experiences
- 2. Social Media from NFL Alumni, Partner and Individual Player Accounts Highlighting Key Messages and Digital Assets
- 3. Paid Media (Boosting of Organic Social Media Posts)
- 4. Campaign Website
- 3. Events in the Community (Listening Sessions and Educational Events)
- 4. Earned Media Outreach

### **Project Collaborators**

- Janet Marchibroda, MBA, National Football League Alumni Association (NFL Alumni)
- Al Smith, M. Ed, NFL Alumni
- Nikki Hayes, MPH, Centers for Disease Control and Prevention (CDC)
- Virginia Kincaid, MPH, CDC
- Erin Stair, MD, MPH, Tanaq Health
- Charles Williams, MPH, MA, Tanaq Health

### **About National Football League Alumni Association**

- Founded in 1967 by a small group of successful retired NFL players, the National Football League Alumni Association (NFL Alumni) is the oldest and most well-known retired player organization
- NFL Alumni has both a 501(c)5 and 501(c) 3 organization
- 40 Chapters across the U.S.
- Our Mission:
  - ✓ Caring for Kids
  - ✓ Caring for the Community
  - ✓ Caring for Our Own (through the Association)



### NFL Alumni's Approach to Supporting Communities

#### Overall Goal:

Improve the health and wellbeing of individuals within communities across the United States

#### Our Approach:

- ✓ Engage retired NFL players to serve as ambassadors
- ✓ Raise awareness of the importance of the issue through social media, earned media, paid media, web presence, and events in the community—featuring NFL Alumni Ambassadors as spokespersons
- ✓ Host public education events that also bring health services and information to target populations, in collaboration with trusted community organizations
- ✓ Host listening sessions to engage, educate, and gain input from the community to improve collective efforts and community impact
- ✓ Measure results to evaluate impact and drive ongoing improvements and stronger results.

#### **GEORGIA**

- Chris Draft, Former Linebacker, Chicago Bears, San Francisco 49'ers, Atlanta Falcons, Carolina Panthers, St. Louis Rams, Buffalo Bills
- Warrick Dunn, Former Atlanta Falcons Pro Bowl Running Back and Falcons Ring of Honor Member
- Brian Jordan, Former Atlanta Falcons Safety and MLB All-Star Outfielder for the Atlanta Braves
- Perry Kemp, Former Wide Receiver, Green Bay Packers, President of NFL Alumni Georgia Chapter
- Terance Mathis, Former Atlanta Falcons All-Pro Receiver and Head Football Coach at Morehouse College

#### **LOUISIANA**

- Bobby Hebert, Former Pro Bowl Quarterback, New Orleans Saints, and Member, New Orleans Saints
  Hall of Fame
- Deuce McAllister, Former Pro Bowl Running Back, New Orleans Saints and Member, New Orleans Saints Hall of Fame, Super Bowl Champion

#### **TENNESSEE**

- Blaine Bishop, Former Tennessee Titans Pro Bowl Safety
- Kevin Dyson, Former Tennessee Titans Wide Receiver
- Albert Haynesworth, Former Tennessee Titans Pro Bowl Defensive Tackle
- Brad Hopkins, Former Tennessee Titans and Houston Oilers, Pro Bowl, All-Pro Offensive Tackle
- Chris Johnson, Former Tennessee Titans Pro Bowl Running Back
- Jevon Kearse, Former Tennessee Titans All-Pro Defensive End
- Derrick Mason, Former Tennessee Titans Pro Bowl Wide Receiver
- Warren Moon, Member, Pro Football Hall of Fame, Former All-Pro Quarterback, Houston Oilers and Tennessee Titans Ring of Honor Member
- Jarrett Payton, Former Tennessee Titans Running Back
- Al Smith, Former Houston Oilers All-Pro Linebacker and Lead Ambassador, NFL Alumni
- Lendale White, Former Tennessee Titans Running Back

#### OTHER PARTS OF THE COUNTRY

- Steve Atwater, Member of Pro Football Hall of Fame, All-Pro, Pro Bow Safety, Denver Broncos and New York Jets, Super Bowl Champion
- Pat Carter, Former Tight End, LA Rams, Houston Oilers, St. Louis Rams, and Arizona Cardinals
- **Eric Dickerson**, Member, Pro Football Hall of Fame, Former All-Pro, Pro Bowl Running Back, LA Rams and Indianapolis Colts
- Brad Edwards, Former Washington Redskins All-Pro Safety, CEO, NFL Alumni
- Randy Grimes, Former Tampa Bay Buccaneers Center
- Bernie Kosar, Former Pro Bowl Quarterback, Cleveland Browns, Miami Dolphins, and Dallas Cowboys, Super Bowl Champion
- Brian Mitchell, Former All-Pro, Pro Bowl Return Specialist, Washington Redskins, Philadelphia Eagles and New York Giants

#### **OTHER PARTS OF THE COUNTRY (continued)**

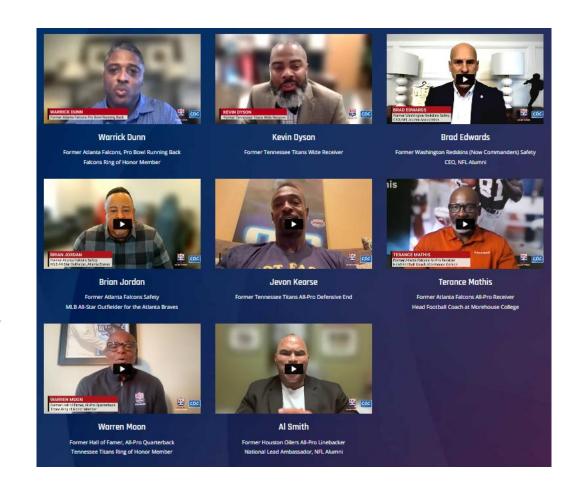
- Lorenzo Neal, Former All-Pro Pro Bowl Fullback, New Orleans Saints, Tampa Bay, Tennessee Titans,
   San Diego Chargers, Baltimore Ravens
- Roman Oben, Former Offensive Tackle, New York Giants, Tampa Bay, Cleveland Browns, Super Bowl Champion, President of the NFL Alumni NY/NJ Chapter
- Tracy Porter, Former Wide Receiver, Detroit Lions, Baltimore/Indianapolis Colts, Chairman of the Board, NFL Alumni
- Andre Reed, Member, Pro Football Hall of Fame, Former All-Pro, Pro Bowl Receiver, Buffalo Bills,
   Washington Redskins
- Will Shield, Member, Pro Football Hall of Fame, Former All-Pro, Pro Bowl Guard, Kansas City Chiefs
- Solomon Wilcots, Former Safety, Cincinnati Bengals, Minnesota Vikings, Pittsburgh Steelers

### Recap Campaign Elements

- Digital Assets That Share Key Messages and Highlight Personal Experiences
- 2. Social Media from NFL Alumni, Partner and Individual Player Accounts Highlighting Key Messages and Digital Assets
- 3. Paid Media (Boosting of Organic Social Media Posts)
- 4. Campaign Website
- 3. Events in the Community (Listening Sessions and Educational Events)
- 4. Earned Media Outreach

## Digital Assets: Retired NFL Players Share Key Messages via PSAs Using Messages Developed in Collaboration with CDC

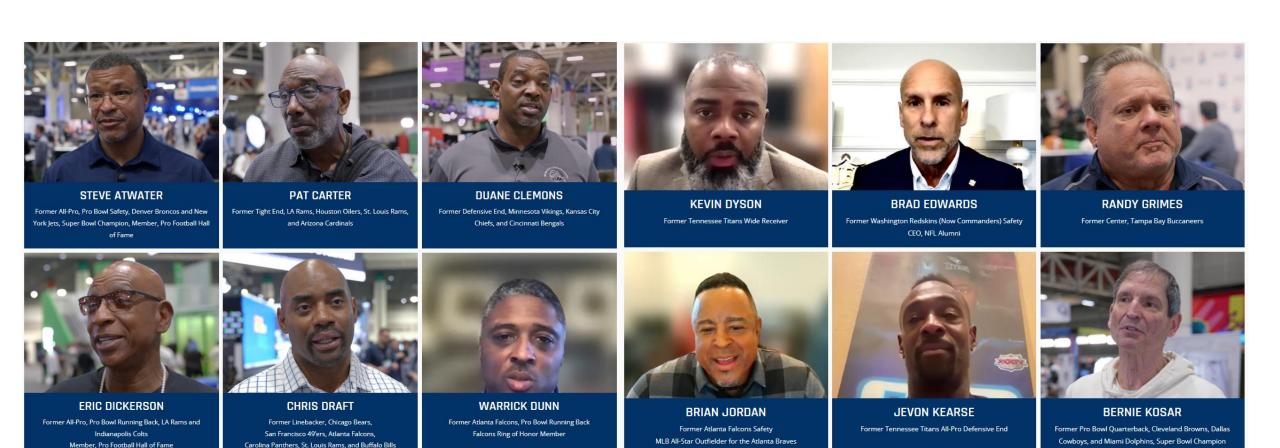
- Hi, I'm INSERT NAME, POSITION, TEAM
- Did you know that colorectal cancer is a leading cause of cancer death in the United States.
- And unlike some other cancers, you don't always have symptoms.
- But colorectal cancer can be prevented or found early through regular screening.
- It takes a strong defense to win games.
- And regular screenings are the best defense to prevent or detect cancer and save lives.
- There are several screening options, including some that can be done at home.
- If you're over 45, it's time to GEAR UP!
- Talk to your doctor and schedule a screening today.



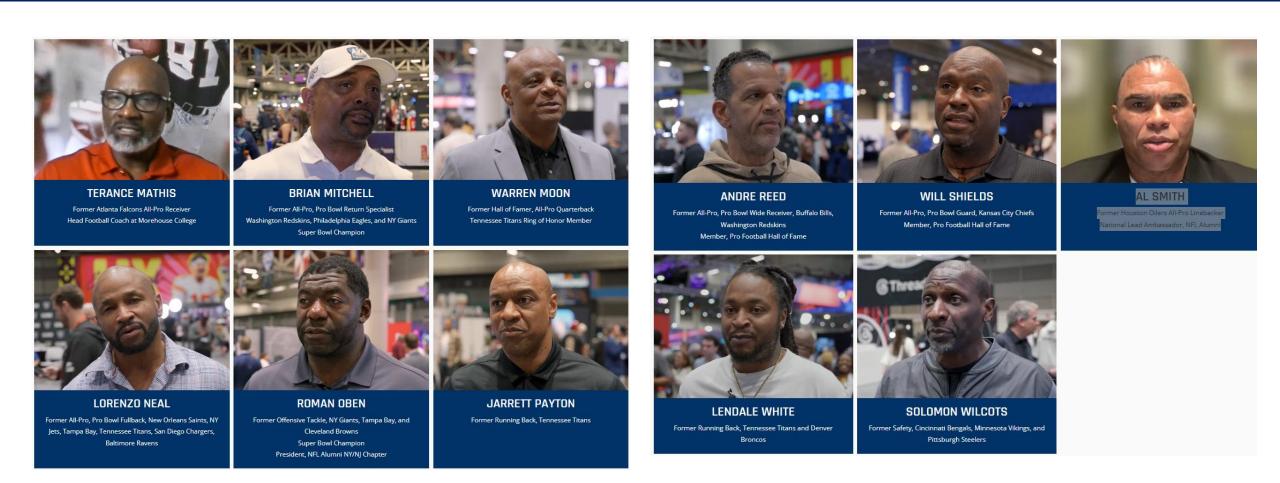
## Digital Assets: Retired NFL Players Share Personal Insights Using Questions Developed in Collaboration with CDC

- 1. 23 Former NFL Players Shared Their Personal Insights on Cancer
- 2. Questions Developed in Collaboration with CDC:
  - a. How has your life been impacted by cancer?
  - b. Why do you feel it is important to stay on top of cancer screenings?
  - c. What did your time in the NFL teach you about the importance of staying on top of your health?
  - d. Have you ever had a colonoscopy or otherwise been screened for colorectal cancer?
    - What was your experience like?
    - What would say to anyone who might be apprehensive?

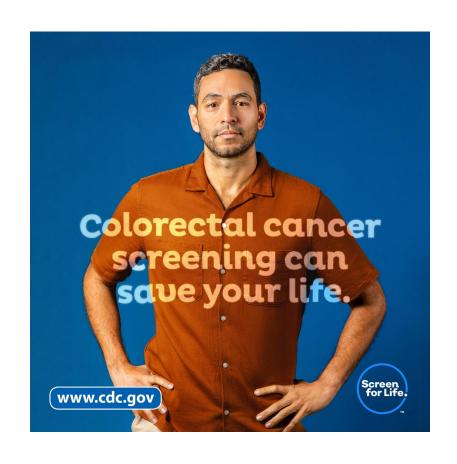
### Digital Assets: Retired NFL Players Share Personal Insights

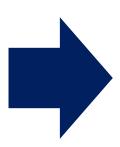


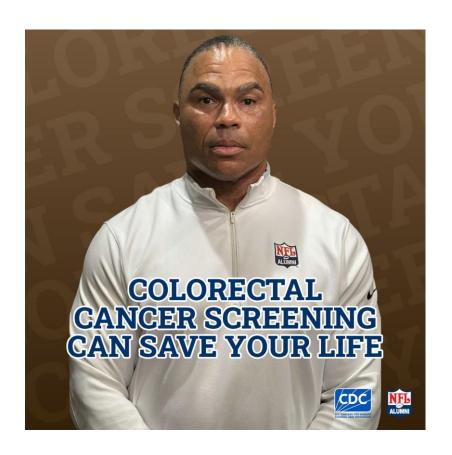
### Digital Assets: Retired NFL Players Share Personal Insights



## Digital Assets: Leveraged Design and Messaging of CDC-Developed Assets for the Campaign







#### Digital Assets: Event "Sizzle" Reels and Video Podcasts

#### **Educational Event**



#### Sample of Videos Recorded with Experts and Players









### Organic Social Media Results

Former NFL players and @NFLAlumni

prevent colorectal cancer, a leading

cause of cancer death. If you're 45 or

doctor and get screened. It could save your life! #GearUpAgainstCancer

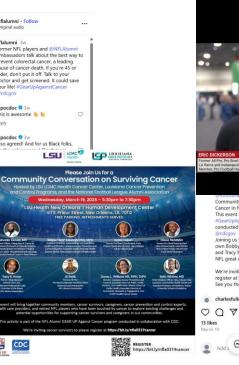
LSU LCMC LOUISIANA

older, don't put it off. Talk to your

Ambassadors talk about the best way to

| # Posts                     | # Posts | Impressions | Engagements | Likes |  |
|-----------------------------|---------|-------------|-------------|-------|--|
| NFL Alumni Channels         | 81      | 868,552     | 2,475       | 1,987 |  |
| Player and Partner Channels | 67      | 443,452     | 6,568       | 6,227 |  |
| <b>Grand Total</b>          | 148     | 1,312,004   | 9,043       | 8,214 |  |







#### 1.3M Organic **Impressions**

mykearseismygift • Follow Paid partnership with nflalumni

mykearseismygift 23w

wealth and prevention is key! #GearUpAgainstCancer #MLKDay

#ColorectalCancerAwareness

#MLKDay2025

liferescuety 23w

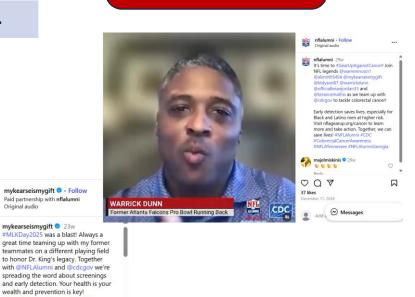
OOA

750 likes

@ncrmuseum @cdcgov #GearUpTN

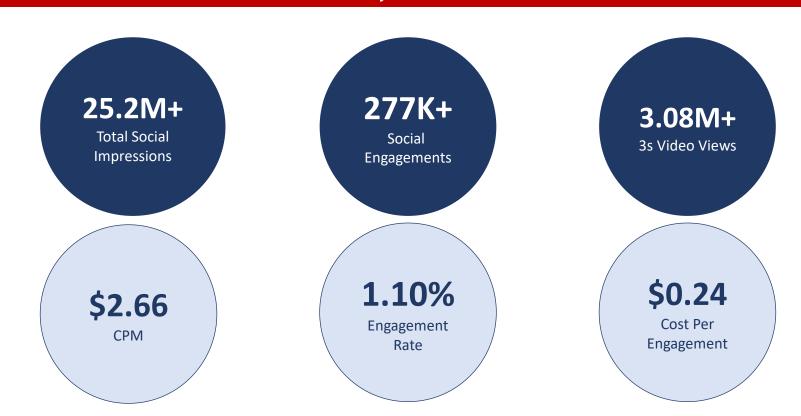
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Original audio



### **Paid Digital Results**

Overall, the amplification of Chapter and Player content on social resulted in 25.2M impressions, 277k engagements, 247k link clicks to site and 3.1M video views between December 12, 2024 and June 30, 2025.



## Paid Digital Results





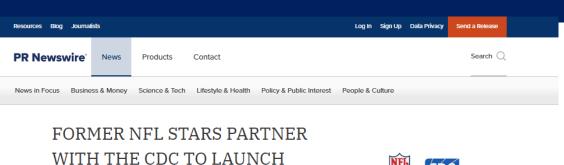
| Channel                | Spend       | Imp.       | СРМ    | Link Clicks | Eng.    | ER    | СРЕ    | 3s Video<br>Views |
|------------------------|-------------|------------|--------|-------------|---------|-------|--------|-------------------|
| NFLA Owned<br>Channels | \$28,500.00 | 19,545,851 | \$1.46 | 12,833      | 16,309  | 0.08% | \$1.75 | 1,120,999         |
| Player Boosts          | \$38,499.99 | 5,660,574  | \$6.80 | 234,018     | 261,152 | 4.61% | \$0.15 | 1,964,904         |
| TOTAL                  | \$66,999.99 | 25,206,425 | \$2.66 | 246,851     | 277,461 | 1.10% | \$0.24 | 3,085,903         |

## Campaign Website Launched in December 2025 <a href="https://nflagearup.org/cancer/">https://nflagearup.org/cancer/</a>



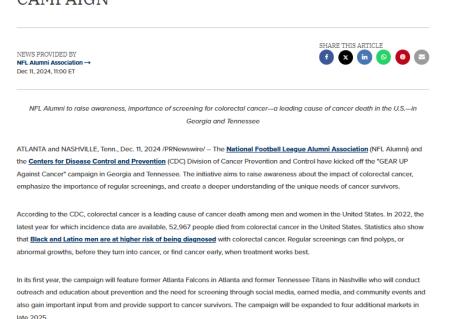
## Earned Media: Issued Release Over the Wire in Conjunction with Launch

569 Media Hits
112.6M Impressions



FORMER NFL STARS PARTNER
WITH THE CDC TO LAUNCH
"GEAR UP AGAINST CANCER"
CAMPAIGN





## Earned Media: Leveraging Super Bowl Radio Row Expanded Our Reach

Leveraging Super Bowl Radio Row enabled us to significantly increase the number of individuals within our target audience that hear Program messages related to colorectal cancer screening:

- 1. The Super Bowl—and the days leading up to it—are one of the most significant opportunities for reaching a large number of people; for example, Super Bowl broadcasts reached a record of more than 180M unique viewers
- 2. NFL football—which culminates with the Super Bowl—is of great interest to our target audience
- 3. During Super Bowl week, Super Bowl Radio Row is set up as a designated area where hundreds of media outlets set up temporary studios and broadcast live programming—all in one place—during the week leading up to Super Bowl, leading to efficiency in outreach.

### Earned Media: Interviews at Super Bowl Radio Row



261 Total Media Hits 634.7M Impressions





Warren Moon and Will Shields
Were Primary Spokespersons
NFL Alumni CEO Brad Edwards
and NFL Alumni Lead
Ambassador Al Smith Also
Conducted Interviews



## Earned Media Interviews at Super Bowl Radio Row Sample Media Outlets





















## During the First 9 Months of the Campaign Achieved More than 770M Impressions

#### **IMPRESSIONS**

- Organic Social Media 1.3M
- Paid Digital 25.2M
- Earned Media Launch 112.6M
- Earned Media Super Bowl RR 634.7M
- Educational Events and Listening Sessions -> 750



## Community Conversations on Surviving Cancer New Orleans

- Worked with Louisiana Colorectal
   Cancer Control and Comprehensive
   Cancer Programs (LSU) to plan and host first community listening session
- 2. Collaborators included NFL Alumni Ambassadors, healthcare providers, and program experts
- 3. More than 40 community participants









## Community Conversations on Surviving Cancer Atlanta



- 1. Worked with the Georgia Colorectal Cancer Control Program, a local church, and the Omega Psi Phi Fraternity, Inc., to plan and host 2nd community listening session.
- Collaborators included NFL Alumni Ambassadors, healthcare providers, clergy, fraternity members, and program experts
- 3. More than 50 community participants

### **Community Conversations on Surviving Cancer Nashville**

- 1. Worked with the Tennessee Comprehensive Cancer Control Program, Meharry Medical College, Omega Psi Phi Fraternity, Inc., and Vanderbilt to plan and host 3rd community listening session.
- 2. Collaborators included NFL Alumni Ambassadors, healthcare providers, fraternity members, and program experts
- 3. More than 50 community participants







## Community Conversations on Surviving Cancer

- 1. Intimate sharing among participants
- 2. Community partners sharing expertise
- 3. Lots and lots of questions...
- 4. Commitment to doing more together













#### Conclusions

Engaging trusted messengers, such as retired professional athletes, can increase reach to men who may be less likely to visit their doctors and engage in preventive health measures like cancer screening.

### Implications for Research and Practice

- This campaign offers a model for using retired professional athletes as trusted messengers in public health efforts aimed at men, including Black men who face disproportionately high rates of CRC and lower CRC screening use.
- Fans often develop a sense of trust and connection with athletes making their personal health stories more relatable and credible.
- By linking preventive care—like CRC screening—to strength, longevity, and performance, the campaign helps reframe CRC screening as a proactive step, not just a medical task.

#### **Thank You!**

#### Nikki Hayes, MPH

Branch Chief
Centers for Disease Control and Prevention
<a href="mailto:nhayes2@cdc.gov">nhayes2@cdc.gov</a>

#### **Janet Marchibroda**

Executive Director, Programs (under contract)
National Football League Alumni Association
janet.marchibroda@nflalumni.org