



### **Attending a Political Fundraiser**

Attending a fundraiser is a great way to build a relationship with your elected officials. It is an event where the legislator gets to partake in both formal and informal conversation and be considered among friends. Follow these important pointers when attending a fundraiser.

- 1) **Don't forget your checkbook.** – Don't forget, the main function of this event is to raise money, you will likely not get in without paying.
- 2) **Talk to anyone willing to listen.** – Talk to other attendees, staff and make sure to have a moment with the candidate you are supporting. There is a good chance you are in a room full of people whose opinions matter (donors, political party activists or policy makers) make sure they hear your thoughts on important issues.
- 3) **Attend the event with other physicians.** – If you go in a group it magnifies the importance of our issues. Especially for issues like the Sustainable Growth Rate (SGR) which affects physicians across the profession. It also helps to have a friend there just to help break the ice.
- 4) **Treat the fundraiser primarily as a social function.** - Take advantage of this setting to get to know your legislator better. If you went to the same school or church, have kids on the same teams, etc. mention the connection to help the legislator more easily remember you.
- 5) **Be Prepared.** - Read the AAO-HNS talking points and the AAO-HNS legislator score card. Also, if you can prepare yourself with the opposing point of view in case the candidate asks a question.
- 6) **Keep your comments short.** – Legislators are on the move at fundraisers, so make your point quickly and succinctly. Don't panic if it doesn't come out like Shakespeare, but make sure you hit the key talking points.
- 7) **Extend an invitation to visit your practice or hospital.** - Offer to have the elected candidate come to your work place. It is a great opportunity for them to see the care physicians provide and how their legislation affects your patients.
- 8) **Send a thank you.** – Send a brief thank you note or email. Make sure to reinforce your commitment to providing information to the candidate on issues that affect the specialty.
- 9) **DO NOT connect your contribution to a particular vote** – Always thank the legislator for the support of the specialty or make sure to bring up issues with past legislation. However, **DO NOT** equate a contribution with a vote.