Tips and Tricks: Attending a Political Fundraiser

The American Academy of Otolaryngology-Head & Neck Surgery provides numerous opportunities for its members to influence health policy at the state and federal level. One of the best ways to make your voice heard is to attend a political fundraiser.

Using the checklist below will ensure that you get the best out of your fundraising experience:

**DO’s**

☐ **Checkbook Ready:** Remember, the main function of the event is to raise funds. The required donation to attend such an event can range from $250 to $2,500.

☐ **Be Prepared:** Read and familiarize yourself with the AAO-HNS talking points. Make sure to read the legislator’s bio, as this will help you make personal connections during conversation.

☐ **Network:** Get to know the legislator, his or her staff, and other attendees. You are likely surrounded by individuals whose opinions matter. Don’t forget your business cards!

☐ **Keep it Brief:** Legislators are constantly on the move at fundraisers. Keep your interaction succinct to maximize impact.

☐ **Extend an Invitation:** Offer the opportunity to have the legislator visit your practice. Hosting a legislator at your practice allows you to talk about healthcare issues in your own environment.

☐ **Thank You Notes:** After the meeting, send a thank you letter and email, reiterating the key points discussed in your conversation.

**DON’T**

☐ **Do Not Lobby:** Never connect your contribution to a specific vote. Inform the legislator of the AAO-HNS’s legislative stances and thank the member for their support.