



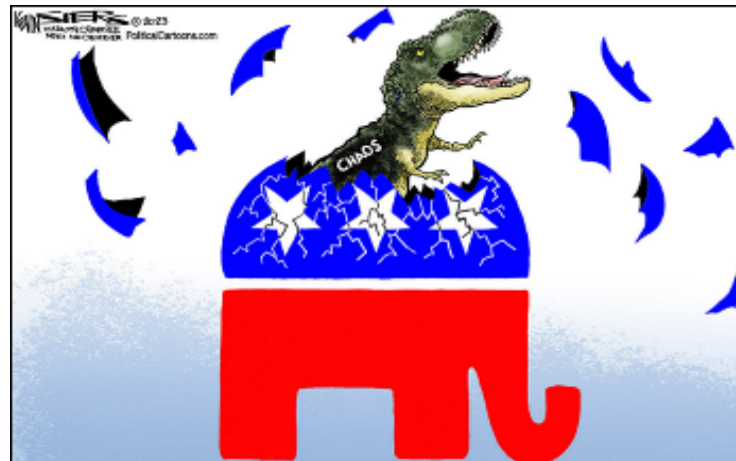
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Advancing Health in America

Advocacy for Health Care Leaders

118th Congress Begins

■ Democrat
■ Republican



*Independent Senators Sanders (I-VT), King (I-ME) and Sinema (I-AZ) caucus with the Democrats

Challenges Ahead

- **340B**
- **Mergers & Acquisitions**
- **Price Transparency**
- **Site-neutral Payment**
- **Debt Ceiling**
- **Medicare Trust Fund**



Potential Health Care Cuts

• Medicare

- Limit Medicare growth to 6% per year
- Site neutral payments (post acute, physician offices, OPPS paid same)
- Modify Uncompensated Care payments
- Eliminate bad debt reimbursement
- Move GME out of Medicare

• Medicaid

- Freeze spending (no annual increases)
- Eliminate ACA expansion
- Eliminate FMAP floor of 50% for non-ACA beneficiaries
- Continue Medicaid DSH cuts
- Repeal / reduce provider taxes





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What's your role in advocacy?

Advocacy for Health Care Leaders: Your Role

Your expertise and experience can help build a better health care system for the future.

Advocacy for Health Care Leaders: Your Role

What's your role in the legislative process?

- To be both a proactive and reactive participant in the conversation with lawmakers, leveraging your expertise.
- To build a relationship with your elected officials and their staff as one of their influential, informed, and connected constituents.
- To educate and inform legislators on issues impacting hospitals, health systems and post-acute care providers.

Advocacy for Health Care Leaders: Your Role

Politics has its greatest impact at the local level. You have the power to:

- Understand the unique issues hospitals and their patients face.
- Influence how your legislators vote on issues impacting hospitals and health systems.
- Work alongside the American Hospital Association public policy team to achieve common goals.



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The Legislative Branch

Advocacy for Health Care Leaders: The Legislative Branch

Three branches of government:

- Legislative branch that makes laws. **This is the primary branch of government that you, as an advocate, will communicate with.**
- Executive branch that carries out laws.
- Judicial branch which interprets our laws.

Advocacy for Health Care Leaders: The Legislative Branch

The federal legislative branch consists of two chambers: the Senate and the House of Representatives. Together, they make up Congress.

This branch is responsible for:

- Drafting, amending and passing all proposed federal laws.
- Regulating interstate and foreign commerce.
- Federal taxing and spending policies.
- Confirming or rejecting presidential nominations for heads of federal agencies, federal judges and Supreme Court justices.
- Declaring war.

Advocacy for Health Care Leaders: The Legislative Branch

We engage with elected officials regularly through:

- Meeting with Congressional members and staff.
- Letters of support for congressional initiatives and legislation.
- Educating policymakers and staff on business issues.
- Advocating in support of or opposition to proposed legislation.

Advocacy for Health Care Leaders: The Legislative Branch

Leadership, Seniority, and Committees

- Senate Majority and Minority Leaders
- House Majority and Minority Leaders
- Seniority on Capitol Hill
- Committees and their Chairs



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Congressional Staff

Advocacy for Health Care Leaders: Congressional Staff

A typical congressional office is made up of several layers of staff, all reporting to their “boss,” the member of Congress. Titles and positions in Capitol Hill and district offices may include:

- Chief of Staff
- Legislative Director
- District Director
- Legislative Assistants and Legislative Correspondents
- Communications staff (communications director, digital director, press secretary)
- Support staff (schedulers, staff assistants, and interns)

Advocacy for Health Care Leaders: Congressional Staff

You will likely meet with the legislator's staff - that is okay!

- Members of Congress rely on their staff as trusted sources of information, and empower staff to represent them in meetings.
- Staff collaborate within and across other offices on Capitol Hill to share their constituents' priorities.
- Staff help their bosses write legislation and decide on how they'll vote on bills.



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Advocacy in Action

Advocacy for Health Care Leaders: Advocacy in Action

“MOCs want their constituents to think well of them, and they want good, local press. They hate surprises, wasted time and most of all, bad press that makes them look weak, unlikable and vulnerable.”

- Indivisible Guide

Advocacy for Health Care Leaders: Advocacy in Action

A Quick Guide to Hill Visits

- **Question #1:** What is a typical meeting?
- **Question #2:** How do I prepare?
- **Question #3:** So... what's next?

Advocacy for Health Care Leaders: Advocacy in Action

Do's & Don'ts

- ✓ Be on time & friendly
- ✓ Bring business cards
- ✓ Understand the context
- ✓ Have a clear ask
- ✓ Share stories
- ✓ Email materials
- × Lecture
- × Make assumptions about staff
- × Answer questions that you do not know the answer to that day

Advocacy for Health Care Leaders: Advocacy in Action

Pro-Tips:

1. Understand you are competing with EVERYONE
2. Find a “hook” – leverage personal stories
3. Make the “ask” up front
4. Build & cultivate relationships
5. Leverage the district offices

Advocacy for Health Care Leaders: Recap

1. Congress' culture is unique. Use it to your advantage!
2. Staff are the gatekeepers to Congress. Befriend them!
3. Brevity is key. Be concise!
4. Building a relationship is essential!

What Can You Do Today

Advocacy Strategies

➤ Mobilize your leadership team

- Develop an advocacy strategy with your government relations team.
- Discuss with leadership how to mobilize your employees to be grassroots advocates.
- Plan a hospital site visit with your members of Congress.
 - *Prepare to discuss issues that affect your hospital and provide solutions.*

What Can You Do Today

Advocacy Strategies

- Utilize the [AHA Advocacy Center](http://www.aha.org/advocacy) (www.aha.org/advocacy)
 - Look out for the 2023 AHA Advocacy Agenda.
 - Stay up-to-date with AHA Action Alerts and engage in the call to action.
 - Get to know your members of Congress with the “Find Your Legislator” resource.
 - Look out for more grassroots training opportunities from AHA.



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AHA Advocacy Center
www.aha.org/advocacy/action-center