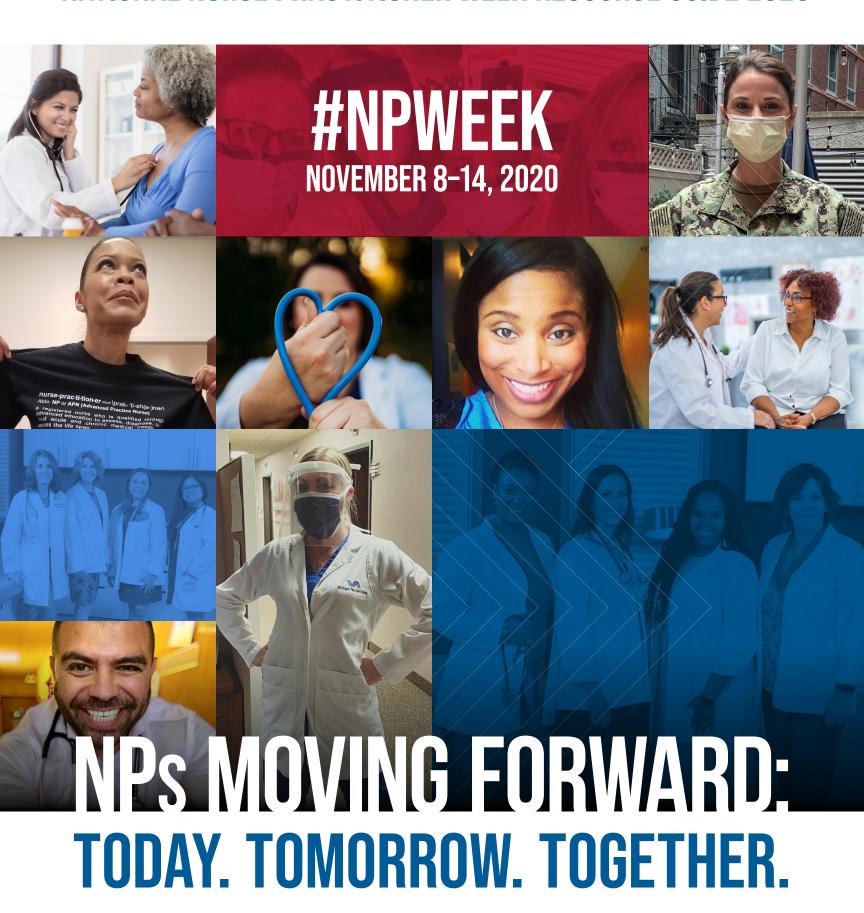
# NATIONAL NURSE PRACTITIONER WEEK RESOURCE GUIDE 2020





# LETTER FROM THE AMERICAN ASSOCIATION OF NURSE PRACTITIONERS® (AANP) PRESIDENT



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NPs are working, community by community, to break down barriers that reinforce inequalities and to end the institutional racism that impacts our patients, friends, neighbors and nation.

Dear colleagues,

Welcome to the 2020 recognition of National Nurse Practitioner Week — a time to honor the critical role of nurse practitioners (NPs) in championing the health of our nation. This year's commemoration occurs as NPs combat the COVID-19 pandemic in communities nationwide and the nursing community joins together to celebrate the International Year of the Nurse and the Midwife — all coinciding with the 200th anniversary of Florence Nightingale's birth. If these weren't enough reasons to celebrate all that NPs have achieved, 2020 also marks the 100th birthday of Dr. Loretta C. Ford, the co-founder of the first NP program at the University of Colorado and the first champion of the NP role. Amidst the health care challenges we currently face, NPs celebrate the unwavering commitment of all those who have paved the way. We stand committed to moving forward: today, tomorrow, together.

As more than 60% of NPs diagnose and treat COVID-19 patients this year in primary, specialty, acute and long-term care settings, we thank our colleagues for their courageous leadership in the face of adversity, and we honor NPs and other health care professionals whose lives were lost in service to their communities. Your efforts have saved countless lives and inspired your colleagues and our grateful nation.

This year has also demonstrated the important work still to be done to ensure all patients have equal access to the high-quality health care they deserve. NPs are working, community by community, to break down barriers that reinforce inequalities and to end the institutional racism that impacts our patients, friends, neighbors and nation.

We are delighted to provide this NP Week Resource Guide to you — filled with creative ideas to help showcase the NP role and recognize the profession's vital contributions and expertise. Within this guide, you will find many tips and resources to help you engage with your local media, plan an event to highlight NPs in your community, create virtual speaking opportunities, leverage social media and find other unique ways to highlight the NP role November 8-14.

Together, we can make NP Week the highest-impact celebration of our profession ever! There are so many ways to get involved. Don't forget to share your creative ideas with your colleagues by sending news and photos to socialmedia@aanp.org.

Thank you for your outstanding contributions to the health of America's patients and for sharing the incredible work of NPs in your community. We look forward to showcasing — locally and nationwide — why millions of patients choose NPs!

Sincerely,

Sophia L. Thomas, DNP, APRN, FNP-BC, PPCNP-BC, FNAP, FAANP

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Media Resources Ways to Get Involved

#### 2020: International Year of the Nurse and the Midwife

AANP is honored to participate in this celebration and is committed to building awareness.

### 2020 NP Week Local **Activity Ideas**

Look here for creative ways to celebrate.

#### 2020 NP Week **Proclamation Map**

See which state submitted the first NP Week proclamation of 2020 and learn how your state could be recognized.

## **Facts About NPs**

Emphasize your message and media outreach during interviews and speaking engagements with the official AANP-approved talking points.

### 2020 NP Week Press Release

Customize your media outreach by inserting your area's NP facts and NP Week activities into our sample news release.

### **Preparing a Persuasive Letter to the Editor** (LTE)

Craft an impactful LTE announcing your local NP Week activities. Send your letter to local newspaper and magazine editors.

### Join the Conversation on AANP's Social **Media Channels**

Join the #NPWeek conversation on your own social media networks and help us amplify the provided messages.

### **Media Interview Guide**

Are you giving interviews in support of your NP Week activities? Use this guide to control the message and share the high-quality care that NPs provide with your community.

#### **Radio Public Service Announcements**

Send the ready-to-use public service announcements to local radio and television stations to help amplify your message and spread the word about your local NP Week activities.

15-16

11-12

#### **Television Ads**

Follow the We Choose NPs campaign on its social media channels — and share them with your patients!

#### **Posters**

13-14

Use these free, downloadable posters to share electronically or to print and display in celebration of NP Week and the We Choose NPs campaign!





NPs are at the forefront of combating the COVID-19 crisis, leading efforts to test, diagnose and treat patients and to prevent the spread of the disease in communities nationwide. Providing care to those who need it most — in their homes: in primary, acute, specialty and long-term care settings; and on screen, using telehealth -NPs are meeting patients where the need is greatest. AANP joins with a grateful nation in recognizing NPs for their leadership, putting the health of patients ahead of their own, and we honor those who lost their lives in service to patients. This National Nurse Practitioner Week, we salute you.



**NOVEMBER 8-14, 2020** 



he World Health Organization (WHO) designated 2020 the International Year of the Nurse and the Midwife in honor of the 200th anniversary of Florence Nightingale's birth. According to WHO, the world needs 9 million more nurses and midwives to achieve universal health coverage by 2030. AANP joined with WHO and nursing organizations globally to highlight the challenging conditions nurses often face and advocate for increased investments in the nursing and midwifery workforce. As NPs, we have a unique voice and perspective to add to this conversation. AANP is honored to participate in this celebration and is committed to building awareness of the role of nurses, including

According to WHO, the world needs

# MILLION

more nurses and midwives to achieve universal health coverage by 2030.

advanced practice registered nurses (APRNs). As the national professional organization for NPs of all specialties, AANP is proud to help develop the next generation of nursing leaders through training and leadership opportunities.



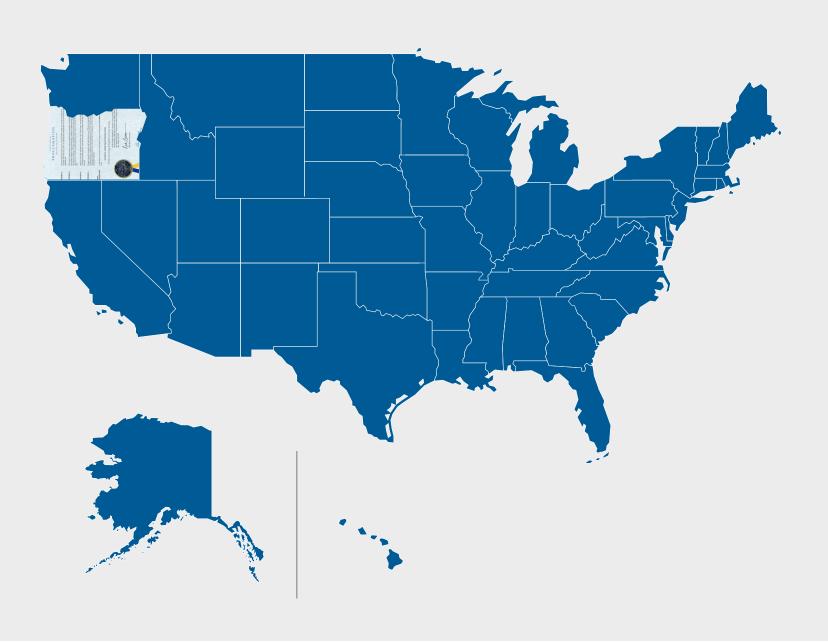
- **Identify** flu or vaccination clinics and virtual events where you can share NP Week and We Choose NPs materials. When possible, speak to event attendees and answer questions about the role of NPs and the ways patients can access health care locally.
- **Invite** local, state and federal elected officials to tour your practice site, in person or virtually, and share a day in the life of an NP.
- Encourage a local authority (e.g., mayor or city council member) or county official (e.g. county commissioner) to issue a proclamation designating November 8-14 as NP Week. Call respective offices to determine the necessary submission procedures and include additional information, such as the NP Fact Sheet, along with details about other relevant NP Week activities.
- Write an editorial (LTE or opinion editorial) about the significance of NPs locally, the impact of NPs in strengthening health care or how NPs are combating COVID-19. Keep your piece timely and relevant and be up front about your expertise and why this issue is important to you. Be sure to follow specific publication requirements, which typically include a word count and submission procedures.
- **Contact** a veterans' group and explore opportunities to celebrate Veterans Day in conjunction with NP Week, focusing on NP-provided care for military families.
- **Identify** virtual career days and other similar opportunities to speak about the NP role as a career choice.
- Write a post for your practice or health system's blog discussing the role of NPs in health care today.

- **Encourage** your practice to sponsor a community event, such as a COVID-19 testing event, a virtual health fair or a vaccination clinic. When possible, include your state or local NP group to help maximize resources and exposure.
- Contact civic groups (e.g., rotary clubs, chambers of commerce, parent teacher associations, girls' and boys' clubs, etc.) to schedule a video conferencing session about the many benefits of seeing an NP and the various ways NPs can improve patients'health.
- Ask media outlets (print, television and radio) to run a public service announcement about NPs and the important work they do in the community. Provide audio or written copy to stations, as indicated in their submission requirements.
- Pitch an NP segment on radio or television and offer to participate as an expert guest. Make your story ideas timely and relevant to the local community and include other NP guests as appropriate.
- **Display** NP posters, distribute NP brochures and share other available NP Week resources at local hospitals, schools, libraries and health centers.
- **Start** a conversation on Twitter and Instagram using the #NPWeek, #NPsCombatCOVID and #WeChooseNPs hashtags, and post messages on other social media sites.

Share this special NP Week opportunity with your colleagues: Join AANP as an NP Member and save \$20 by using the NPWEEK20 discount code during November. Becoming an AANP member is a great way to celebrate NP Week — and the benefits of membership can be enjoyed throughout the year.

# **2020 NP WEEK PROCLAMATION MAP**

AANP State Representatives and NP Organization members are working diligently to secure NP Week proclamations signed by elected officials recognizing the outstanding care NPs provide to patients in each state. Proclamations signed by governors and other elected officials will be showcased in green on AANP's annual NP Week Proclamation Map — or even better — filled with pictures of NPs who were present for the signing or an image of the proclamation itself. Congratulations to Oregon for submitting the first NP Week proclamation of 2020, signed by Governor Kate Brown!





There are more than 290,000 NPs licensed in the U.S.1

- 22 states, the District of Columbia (D.C.), two U.S. territories, the Veteran's Health Administration and the Indian Health Service have granted full practice authority to NPs.
- **89.7%** of NPs are certified in an area of primary care, and 69% of all NPs deliver primary care.2
- 99.1% of NPs have graduate degrees, as well as advanced education and clinical training beyond their registered nurse preparation.
- The average age of NPs is 47.3
- 82.9% of full-time NPs are accepting Medicare patients, and 80.2% are accepting Medicaid patients.2
- NPs focus on health promotion, disease prevention and health education and counseling, guiding patients to make smarter health and lifestyle choices.

- Patients whose primary care providers are NPs have fewer emergency room visits and shorter hospital stays, resulting in lower out-of-pocket costs.
- NPs provide a full range of services, such as ordering, performing and interpreting diagnostic tests; diagnosing and treating acute and chronic conditions; prescribing medications and treatments; and managing overall patient care.
- NPs hold prescriptive privileges, including controlled substances, in all 50 states and D.C.
- NPs have been in practice an average of 10 years.<sup>2</sup>
- 95.7% of NPs prescribe medications, and those in full-time practice write an average of 20 prescriptions per day.2
- The majority of NPs 57.4% see three or more patients per hour.2
- In 2019, the mean, full-time base salary was \$110,000.2
- Malpractice rates remain low; only 1.1% have been named as primary defendant in a malpractice case.2
- The confidence patients have in NP-provided care is demonstrated by more than 1 billion patient visits each year.

<sup>&</sup>lt;sup>1</sup> AANP National Nurse Practitioner Database, 2020.

<sup>&</sup>lt;sup>2</sup> 2019 AANP National Nurse Practitioner Sample Survey.

<sup>&</sup>lt;sup>3</sup> 2019 AANP National Workforce Survey.

# 2020 NP WEEK PRESS RELEASE

The following news release can be modified with specific details and shared with your local news outlets. Remember to provide your contact information in case the media have any questions or would like to pursue a story.

FOR IMMEDIATE RELEASE Contact: (Your Name)

(Your Email Address) (Your Telephone Number)

## National Nurse Practitioner (NP) Week Honors NP Role in Strengthening Patient Health Amid Backdrop of COVID-19 Pandemic, Year of the Nurse

CITY, STATE (Date) - Communities nationwide join (insert your city) to honor the critical role of NPs, who are championing the health of America's patients, as part of this year's annual recognition of National Nurse Practitioner Week (NP Week), beginning November 8, 2020. The theme for this year's celebration of NP Week is "NPs Moving Forward: Today. Tomorrow. Together." The 2020 commemoration occurs as NPs combat COVID-19 and the nursing community celebrates the International Year of the Nurse and the Midwife, coinciding with the 200th anniversary of Florence Nightingale's birth.

"Patients choose high-quality, NP-provided care in more than a billion visits each year," said Sophia L. Thomas, DNP, APRN, FNP-BC, PPCNP-BC, FNAP, FAANP, president of the American Association of Nurse Practitioners® (AANP). "As our nation faces the challenges of COVID-19, providing health care access to aging Americans, rising health care costs and the growing burden of chronic disease, NPs bring strength to the health care workforce and maximize our health care system's potential."

NPs assess patients, order and interpret tests, make diagnoses and provide treatment — including prescribing medications. NPs practice in clinics, hospitals, emergency rooms, urgent care centers, nursing homes and private practices across the country. As clinicians who blend clinical expertise with an added emphasis on disease prevention and health management, NPs offer a comprehensive perspective to health care. They are the health care providers of choice for millions of people.

#### (Insert local activities here).

To help patients better protect their health during the COVID-19 pandemic, AANP launched npscombatcovid.org, which includes a wealth of health care resources and information, including how to locate an NP near you. During NP Week, please watch for NPs Combat COVID television commercials and digital ads to learn more about the NP role or visit wechoosenps.org to learn why an NP might be the right health care provider for you and your family.

###

The American Association of Nurse Practitioners® (AANP) is the largest professional membership organization for nurse practitioners (NPs) of all specialties. It represents the interests of the more than 290,000 licensed NPs in the U.S. AANP provides legislative leadership at the local, state and national levels, advancing health policy; promoting excellence in practice, education and research; and establishing standards that best serve NPs' patients and other health care consumers. As The Voice of the Nurse Practitioner®, AANP represents the interests of NPs as providers of high-quality, cost-effective, comprehensive, patient-centered health care. To locate an NP in your community, visit to npfinder.com. For more information about NPs, visit aanp.org. For COVID-19 information from AANP, visit aanp.org/covid19.





An LTE is a great way to share your point of view about a topic that is of interest to you and, likely, to the readership of a publication. It can be both persuasive and inviting, and in the case of NP Week, an excellent means to educate a broad audience about NPs and their importance to the community.



#### **PRO TIP**

Publications typically specify procedures for drafting and submitting LTEs that include word count and submission protocol. Be sure to follow these guidelines. Submissions that are too long or in the wrong format may be eliminated from consideration.



### **IDENTIFY YOURSELF**

Include your full name, city, state and phone number. Generally, anonymous LTEs are not accepted.



### MAKE IT PERSONAL

Be sure to convey why you care about NPs and share personal stories about your experiences that have shaped your perspective.



### **BE RELEVANT**

Write timely letters that relate to current events or that are in direct response to recent articles, usually within a day or two.



### TIE IT BACK

Relate your personal NP experiences to broader NP Week messaging to add important context to your letter.



### **GET TO THE POINT**

Stick to one main point and address it quickly, as LTEs should be fewer than 200 words.



### SHARE RESOURCES

Provide links to aanp.org, npscombatcovid.org and wechoosenps.org, so readers can access more information.



### **BE FACTUALLY CORRECT**

Verify your data before submitting your letter. Letters should reflect a viewpoint, but they must be based on fact.



### **CHECK YOUR WORK**

Review your letter for typos and grammatical mistakes before you submit!



The NP community is thriving on AANP's social networking sites, and during NP Week, the #NPweek discussion may be viewed by more than 22 million people. We want to hear from you, so don't be shy!

As the week approaches, we invite you to add your voice and unique perspective to the digital dialogue. Participating in social media discussions is a great way to connect with other NPs, industry professionals, media, policymakers and patients. Visit the channels below to stay current on the latest NP and health news, keep up with your colleagues and find virtual events and support from AANP. These are the places you can support NPs during NP Week and all year long. Don't forget to share your NP Week photos and experiences on these channels!

Do not interact with negative postings. Report negative or inaccurate statements made about an NP, the NP role or AANP by filling out the Report Now form at aanp.org/reportnow.



With more than 98,000 followers, AANP's presence is one of the largest in the industry, and we post regular news and happenings to keep audiences engaged. Stay informed by visiting AANP's Facebook page, and hit the "like" button to share your interests with others.



Follow @AANP News for the latest updates, infographics and NP-related news. AANP uses the #NPsLead hashtag year-round, and during NP Week, we will also be trending #NPWeek, so join the conversation and don't forget to use #NPWeek in your posts!



For visual content that promotes the NP role, follow @AANP\_News, tag us in your posts and be sure to use the #NPWeek hashtag to join the NP Week conversation.



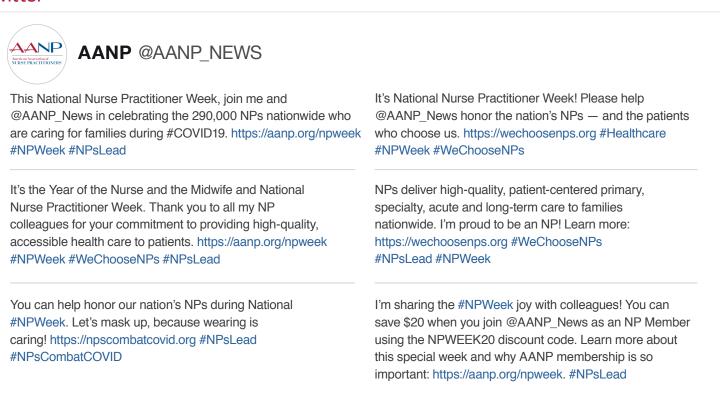
The AANP LinkedIn group is a great place to connect with other NPs and discuss issues and trends relevant to the NP field. Be sure to follow AANP's LinkedIn page while you're there!



AANP frequently posts videos on YouTube, so be sure to check for the latest cool clips to share with your social networks.

# NP WEEK SOCIAL MEDIA

#### Twitter



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#### **Facebook**



#### American Association of Nurse Practitioners

It's National Nurse Practitioner Week, and I'm celebrating the contributions of the nation's more than 290,000 NPs who are working to combat COVID-19 and keep families safe. Thanks to my NP colleagues and the patients who choose us in more than 1 billion visits each year. https://aanp.org/npweek

It's National Nurse Practitioner Week! NPs order, perform and interpret diagnostic tests; diagnose and treat acute and chronic conditions; prescribe medications; and educate and partner with patients in making healthy lifestyle choices. I'm proud to be an NP. Visit https://wechoosenps.org to learn more about this important role.

Happy National Nurse Practitioner Week to all my NP colleagues! Let's celebrate the meaningful impact that more than 290,000 NPs are making by ensuring all patients receive the high-quality health care they deserve. With a more than 50-year record of improving patients' health outcomes and access to care, it's no surprise millions of patients choose NPs in more than 1 billion visits each year. https://aanp.org/npweek

I'm excited to share the NP Week joy with my NP colleagues! You can save \$20 when you join the American Association of Nurse Practitioners as an NP Member using the NPWEEK20 discount code. Learn more about this special week and why AANP membership is so important: https://aanp.org/npweek

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Like	Comment	Share

# **MEDIA INTERVIEW GUIDE**

Media interviews provide a tremendous opportunity to spread NP Week messaging and generate important exposure for NPs in your area. Below, recommendations are provided to help you deliver your message persuasively and effectively in the media.

- 1. **Prepare**. Practice delivering your message clearly and concisely in front of a mirror, with friends and in mock interviews. Make sure you are comfortable with your words and your delivery.
- 2. **Be personable**. Smile and engage in a conversation that builds rapport with the interviewer. Remember, you are the expert, and they are asking you questions about something you care about, so let your passion and your personality shine.
- 3. **Get to the point**. State your main message at the beginning of the interview so you are sure to get it on record.
- 4. Use personal anecdotes. Personal stories and relatable comparisons make talking points more memorable and shareable.
- 5. **Keep it short and sweet**. Brevity is essential, so make your point, but don't go overboard.
- 6. Master the art of bridging. Sometimes questions can lead an interview off track, but bridging or giving a brief response to a question and then steering the conversation back with a transition, like "which is why ...," can help refocus the conversation.

- 7. **Have a favorite sound bite**. Some interviews come down to a single catchy sound bite that frames the whole conversation, so have a go-to statement that makes the interviewer's job easy.
- 8. Avoid NP jargon. Focus the interview on the positive impact of NPs, but don't get into the weeds with health care lingo that takes the emphasis away from the big picture.
- **Emphasize important points**. Before you make an important point, flag the sound bite with phrases, like "the most important takeaway is ..."
- 10. Tell the truth. Everything you say will be considered a proof point for your position, so make sure you share defensible facts.
- 11. It's ok not to know. Don't speculate if you don't know the answer to a question. It's always better to follow up with the right answer than to give a potentially wrong answer.
- 12. It's not just what you say. Body language communicates just as much as words, so pay attention to your posture, tone and facial expressions during the interview.
- 13. **Be an information source**. Direct the interviewer to aanp.org, wechoosenps.org, NP Week resources and other available sources of information for additional context and follow-up information.
- 14. Make yourself available. Interviewers often have follow-up questions, so share your contact information and make yourself accessible for additional comment.
- 15. Say thank you. The best interviews are between people who like and respect one another, so be gracious and respectful. Say thank you in person and follow up to reiterate the sentiment after the interview is complete.



# **HOW TO LOOK YOUR BEST ON CAMERA**



### Prepare to Be on Camera

- A fitted suit, dress or blazer is ideal. They are flattering and allow ample room for a microphone.
- Stick to solid colors. Saturated blues and greens are best. Reds tend to bleed out on screen, black absorbs surrounding color and white glows under harsh studio lights.
- Avoid busy patterns or distracting logos. Stripes, herringbone, checks and small patterns are especially problematic on screen.
- Keep jewelry to a minimum and avoid pieces that move or make noise.
- Wear matching socks that cover your entire calf.
- Wear non-reflective glasses to avoid a glare or opt for contacts.
- Wear makeup to offset the lights. Matte foundation can tone down a shiny face, and blush can help to avoid appearing washed out. Avoid glossy products and don't forget to powder a bald head!
- Avoid shiny hair products that will reflect camera lights.

## **Quick Tips**

- Unbutton your suit jacket while seated and button it while standing.
- Add a belt to an oversized top to avoid a baggy, wrinkled look.

# Interview Don'ts: Things to Avoid

- Don't disparage other health care providers.
- Don't guess. Stick to what you know.
- Don't be sarcastic. You may be misinterpreted.
- Don't exaggerate. Only use defensible facts.
- Don't be intimidated. You're the expert.
- Don't lose your cool. Patience speaks volumes.
- Sit on the back of a suit jacket to create a wrinkle-free line and prevent bunching.
- Contact editor@aanp.org before accepting or conducting an interview to receive guidance and talking points.



A PSA is a free announcement made by a media outlet on behalf of a community organization or individual to help promote a worthy event or cause. Typically, PSAs are designed to inform and educate community audiences, rather than sell a product or service, and because the content is deemed important for the greater community, the outlet provides this service for free.

Given that access to quality health care is a hot-button issue for many communities, NP Week provides a great backdrop for media outlets to educate audiences about the important work being done by NPs, particularly in clinics, urgent care centers and other points of service where access may be an issue for residents.

Each station typically has its own PSA submission criteria, so be sure to adhere to their guidelines. The following scripts can be customized as needed.

### Script 1 30 Seconds

As we continue to combat COVID-19, know that you are not alone. Nurse practitioners (NPs) are fighting for you, because everyone deserves a champion who knows them, who listens, who diagnoses, prescribes and treats. On the front lines, in clinics, in hospitals, homes and on your screens. Thank you, everyone, for doing your part. COVID-19 may have started this fight, but together we will win it. Visit npscombatcovid.org to learn more.

# **PSAs CONTINUED**

## Script 2

#### 30 Seconds

Today, many of us worry about staying well during the COVID-19 pandemic. The American Association of Nurse Practitioners and the nation's 290,000 nurse practitioners (NPs) are working to help communities get the health resources they need throughout this crisis and beyond. To find care in your local community and information to help you be well — and stay well — visit npscombatcovid.org. COVID may have started this fight, but together, we will win it.

## Script 3

#### 30 Seconds

Choosing a primary care provider is one of the most important health decisions you can make. Patients who receive primary care tend to make healthier life choices, focus more on disease prevention and detect health problems earlier. During National Nurse Practitioner Week, nurse practitioners (NPs) want patients to make primary care a priority to the patients we serve. To learn more about NPs and find one near you, visit wechoosenps.org.

## Script 4

#### 60 Seconds

Choosing the right primary care provider is an important step in managing your health, but for 84 million Americans, health care access is a real challenge.

Today, millions of Americans count on nurse practitioners - NPs - as their health care provider of choice. In fact, patient satisfaction with NPs is at an all-time high, and 80% of adults have been treated or know someone who has been treated by an NP.

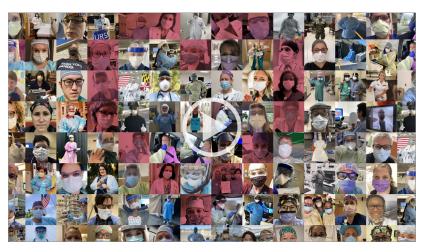
In all 50 states, NPs assess patients, order and interpret tests, make diagnoses and provide treatment including prescribing medications. As clinicians who blend clinical expertise with an emphasis on disease prevention and health management, NPs bring a comprehensive perspective to patient care.

As we celebrate National Nurse Practitioner Week, help the American Association of Nurse Practitioners thank NPs for their contributions to the nation's health, and to find health care near you, visit npfinder.com!

# **TELEVISION ADS**

A new COVID-19 television commercial is airing nationally on select stations during NP Week. The five videos below are available from the We Choose NPs YouTube library and Facebook page. They are great resources to share with your legislators and social networks during NP Week.





**NPs Combat COVID-19** 31 Seconds



We Choose NPs 31 Seconds



**Charlene's Story** 31 Seconds



**Molly's Story** 31 Seconds



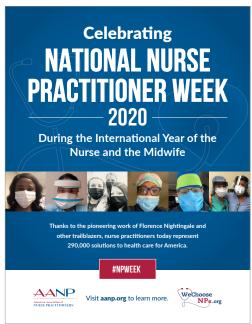
David's Story 31 Seconds

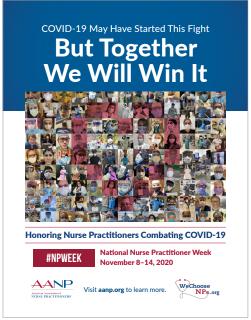
# **POSTERS**

Print, post and share one or all of the posters below to use in NP Week celebrations and to help educate the public about the NP role. Simply click on the images or visit AANP's NP Week webpage to download the posters. Email socialmedia@aanp.org for access to higher resolution files.













**AANP.ORG**