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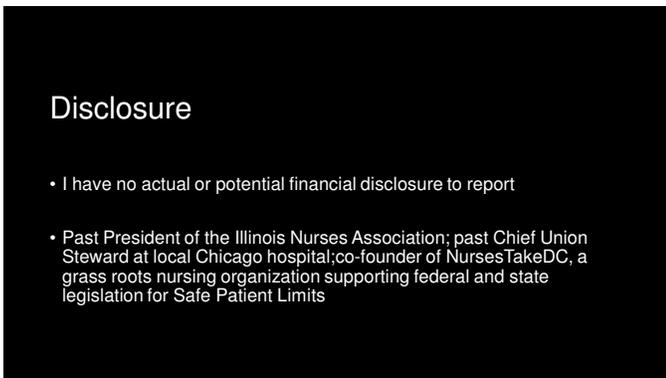
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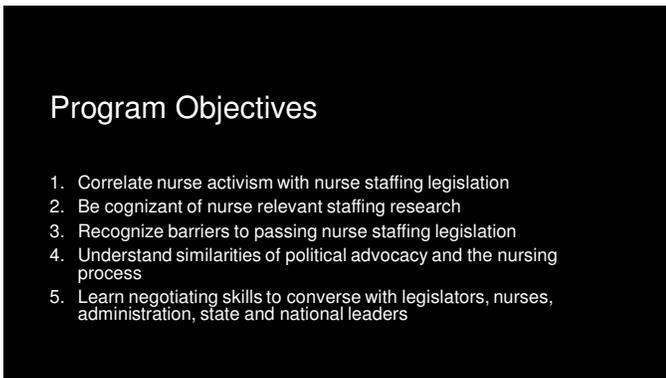
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## Nurse Staffing – in Crisis




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## History of Nurse Activism / Legislation in the U.S.




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## History of Nurse Activism / Legislation (cont.)

- 1990- Massachusetts (MA) Hospitals begin cutting nursing staff and replacing registered nurses with unlicensed personnel (no scientific data available to address questions raised by nurses on the safety implications to patients – industry assures no adverse impact to patient care).
- 1992-MA- MNA holds town meetings throughout the state open to nurses and consumers. All report health care changes as a result of managed care, deregulation and re-engineering causing patients to suffer.
- 1993-CA- CNA sponsored the first hospital wide ratio legislation in the U.S. — AB 1445.

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### History of Nurse Activism / Legislation (cont.)

- 1994- MA- MNA Statewide Safe Care Campaign is formed. Hospitals merge to compete, leveraging higher reimbursement rates from insurers – further nursing staff is cut. Blue Ribbon Commission with nursing and consumer input fashions a number of legislative health policy initiatives to rectify the rapidly deteriorating conditions in health care. (RN/Health professions ID requirement, Whistle blower legislation, moratorium on for-profit, hospital service closure oversight process, health data collection/disclosure requirements, RN-to-patient minimum staffing).
- 1995- MA- Hospital industry claims nurses are exaggerating claims of poor care, no need for legislation. First State House rally for RN-to-patient minimum staffing. MNA files minimum safe RN staffing legislation.

In the 1990s:  
 – IDA said there was insufficient evidence to determine whether nurse staffing changes were detrimental (*Crossing the Quality Chasm*, 1996)  
 – ANA said there was insufficient scientific evidence to establish ratios (1999)

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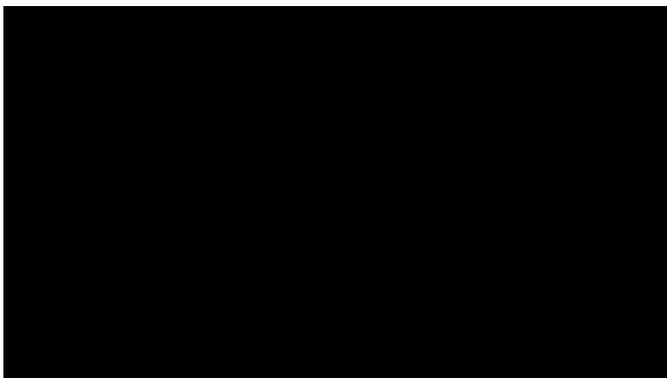
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### History of Nurse Activism / Legislation (cont.)

- 1996-MA- Hospitals administrative budgets increase to 45% while nursing staffs cut 27%. Safe Staffing bill filed for 1997/98 session.
- 1998- MA- Boston Business Journal story: 495% increase in the number of patient complaints. American Hospital Association survey: 55% of patients report substandard care.
- 1998- CA- CNA-sponsored ratio bill (AB 695) won approval in the Legislature for the first time. RNs mobilized in support of the bill with letters, calls, and postcards. Gov. vetoed the bill after extensive lobbying by the hospital industry.
- 1999- MA Safe Staffing bill filed for 1999/2000 session. Legislature passes "whistle blower protection" law to protect health care workers that speak out on patient safety and care.
- 1999- CA AB 394 introduced. CNA presented over 14,000 letters in support and commissioned opinion poll showing 90 percent public support for bill. AB 394 passed by the Legislature and then signed into law by Gov. Davis after CNA brought 2,500 RNs to rally on the steps of the Capitol. The bill directed the Department of Health Services to determine specific ratios.




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### History of Nurse Activism / Legislation (cont.)

Currently, 14 states have some type of law or regulation that addresses nurse staffing in hospitals.

- While California is still the only state that mandates a required maximum patient-to-nurse ratio at all times, Massachusetts passed a law in 2014 requiring a maximum of two patients for every nurse in intensive care units.
- Seven states (CT, IL, NV, OH, OR, TX, WA) require hospitals to have committees responsible for developing staffing policies unique to their hospitals, one state (MN) requires hospitals' chief nursing officers or their designees design a staffing plan in consultation with other hospital staff, and five states (IL, NJ, NY, RI, VT) require public disclosure and / or reporting of hospital staffing policies.

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### History of Nurse Activism / Legislation (cont.)

- 2019 IL HB2604, the Safe Patient Limits Act, which establishes mandatory nurse-to-patient staffing ratios, maintaining acuity staffing.
- Any facility that fails to comply with the mandatory nurse-to-patient ratios could be subject to a fine of up to \$25,000 per day of noncompliance, starting the date the facility receives written notice of the violation from the Illinois Department of Public Health.




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### History of Nurse Activism / Legislation (cont.)

- Additionally, 18 states (AK, CA, CT, IL, ME, MD, MA, MN, MO, NH, NJ, NY, OR, PA, RI, TX, WA, WV) have laws that prohibit or severely restrict hospitals from assigning mandatory overtime to nurses.
- While nurses, patient advocates, and other organizations have organized in other states to pass safe staffing legislation similar to California's, they have encountered well-funded opposition campaigns, anchored by state hospital associations. Most recently, the Massachusetts Health and Hospital Association spent \$25.18 million to defeat the high profile 2018 ballot initiative campaign.

**American Nurses Associations' "Living Legend" on Why Safe Patient Limits are Important**

Leah Curtis, ScD (PhD), RN, FAAN served as editor-in-chief of Nursing Management for 20 years. Since 2009, Curtis has been the Executive Editor of American Nurse Today, the official journal of the American Nurses Association. She has been described by an ANA journal editor as a "living legend in nursing." In this 2016 article, Curtis describes in detail the nursing experience, research and morality behind safely limiting the number of patients assigned to each registered nurse.

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## Federal Staffing Legislation



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## Federal Staffing Legislation (cont.)

- HR 2165 / S 1567 U.S. Rep. Jan Schakowsky (D-IL) joined U.S. Sen. Sherrod Brown (D-OH) in introducing the Nurse Staffing Standards for Hospital Patient Safety and Quality Care Act, which gives hospitals two years—and rural hospitals four years—to develop and implement nurse staffing plans that meet minimum RN-to-patient ratios, adjust staffing levels based on acuity, nursing care plans, and other factors and ensure quality care and patient safety.

- According to the bill, a hospital would be required during each shift, except during a declared emergency, to assign a direct care RN to no more than the following number of patients in designated units:

**“NUMEROUS STUDIES HAVE SHOWN THAT SAFE NURSE-TO-PATIENT STAFFING RATIOS RESULT IN HIGHER QUALITY CARE FOR PATIENTS, LOWER HEALTHCARE COSTS, AND A BETTER WORKPLACE FOR NURSES.”**

U.S. REP. JAN SCHAKOWSKY (D-IL), SPONSOR OF THE NEW BILL

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## Federal Staffing Legislation (cont.)

- 1 patient in an operating room and trauma emergency unit
- 2 patients in all critical care units, intensive care, labor and delivery, post-anesthesia, and burn units
- 3 patients in ante-partum, emergency, pediatrics, step-down, and telemetry units
- 4 patients in intermediate care nursery, medical/surgical, and acute care psychiatric units
- 5 patients in rehabilitation units
- 6 patients in postpartum (3 couplets) and well-baby nursery units



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Federal Staffing Legislation (cont.)

- Staffing plans developed together with direct care nurses: Hospitals will be required to develop staffing plans within one year after enactment date. Hospitals must involve direct care nurses (chosen by direct care nurses from their unit) and other direct care healthcare workers or their representatives (chosen by those direct care healthcare workers) in the development and the annual evaluation of their staffing plans. After two years, plans must comply with minimum ratio standards.
- Enforcement: Hospitals that fail to comply with the nurse staffing plan requirements could face financial penalties.
- Whistleblower protection: The bill protects a nurse's right to refuse an assignment that violates the minimum ratios. It also protects any hospital employee who reports a violation of this act.
- Reimbursement: The bill allows for hospitals to receive additional Medicare reimbursement related to costs incurred related to compliance with this bill.
- Promoting nurse workforce: The bill creates a preceptorship program to provide practical clinical experiences and training for students and early career nurses and a mentorship program to help new and transitioning nurses adapt to the hospital setting.




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Nurse Staffing Research

- 2002- Hospital nurse staffing and patient mortality, nurse burnout, and job dissatisfaction. LH Aiken, SP Clarke, DM Sloane, J Sochalski, JH Silber. JAMA 288 (16), 2002 1987-1993
- Results: After adjusting for patient and hospital characteristics (size, teaching status, and technology), each additional patient per nurse was associated with a 7% (odds ratio [OR], 1.07; 95% confidence interval [CI], 1.03-1.12) increase in the likelihood of dying within 30 days of admission and a 7% (OR, 1.07; 95% CI, 1.02-1.11) increase in the odds of failure-to-rescue. After adjusting for nurse and hospital characteristics, each additional patient per nurse was associated with a 23% (OR, 1.23; 95% CI, 1.13-1.34) increase in the odds of burnout and a 15% (OR, 1.15; 95% CI, 1.07-1.25) increase in the odds of job dissatisfaction.
- Conclusions: In hospitals with high patient-to-nurse ratios, surgical patients experience higher risk-adjusted 30-day mortality and failure-to-rescue rates, and nurses are more likely to experience burnout and job dissatisfaction.

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Nurse Staffing Research (cont.)

(cont.) Implications of the California nurse staffing mandate for other states  
 LH Aiken, DM Sloane, JP Cimino, SP Clarke, L Flynn, JA Seago, J Spetz, ...  
 Health Services Research 45 (4), 2010 904-921

- 2010- In a landmark 2010 research project, the most comprehensive study done on the California RN staffing ratios law with the country's foremost nursing research director Linda Aiken, PhD, RN of the Center for Health Outcomes and Policy Research at the University of Pennsylvania School of Nursing, concluded that ratios are the single most effective nursing reform to protect patients and keep experienced RNs at the bedside.
- The study found that CA RNs on average, care for 2 or fewer patients in general surgery units than RNs in PA and NJ. Fewer patient assignments means fewer CA RNs miss changes in patient conditions because of their workload and ultimately translated into fewer deaths. The study found that NJ hospitals would have 14% fewer deaths and PA 11% fewer if they matched CA ratios in surgical units.
- Aiken states, "One of the best natural experiments occurred when CA enacted mandated nurse-to-patient ratios. When it was implemented on Jan 2008, the hospitals that were not in compliance to the staffing ratios had to change on that day and they did. Our research has shown that staffing did change substantially in CA hospitals- even in safety net hospitals, which have been very difficult to get to change on hospital nurse staffing... Almost 15 years later, CA still has the best nursing staffed hospitals in the country. The state has seen steeper declines in mortality and improvements in other indicators than other states."

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### Nurse Staffing Research (cont.)

- "From a policy perspective, our findings are revealing. The California experience may inform other states that are currently debating nurse ratio legislation including Massachusetts (Coalition to Protect Massachusetts Patients 2008) and Minnesota (Ostberg 2008), or other strategies for improving nurse staffing, such as mandatory reporting of nurse staffing, as enacted in New Jersey (New Jersey Revision of Statutes 2005; Rainer 2005) and Illinois (Kevin and Stickler 2007), and mandating the process by which hospitals determine staffing as in Oregon (Oregon Revision of Statutes 2005). There are multiple strategies to improve hospital nurse staffing; state-mandated nurse staffing ratio is one. Improved nurse staffing, however it is achieved, is associated with better outcomes for nurses and patients.
- "There has never been one shred of evidence to show more nurse staffing made things worse, but there have been a lot of studies to show they made things better," says Aiken. She also notes that all of the fears the hospital industry in California expressed were unfounded: "No hospitals closed, and the public didn't pay more even though it was an unfunded mandate. The hospitals just shifted their resources."

Aiken LH, Sloane DM, Cimiotti J, et al. Implications of California nurse staffing mandate for other states. Health Serv Res. 2010;45:904-921.

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### Nurse Staffing Research (cont.)

- These conclusions are backed up by a 2018 meta-analysis of other research, which found for every increase of one nurse, patients had a 14 percent decrease in risk for in-hospital mortality.
- An earlier analysis produced similar results, showing in 2007 that an increase of one full-time registered nurse in a unit per day would result in nine percent fewer hospital-related deaths in the ICU, 16 percent fewer deaths for surgical patients and six percent fewer deaths for medical patients.

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### Nurse Staffing Research (cont.)

- In long-term care facilities, patients with more direct RN time (30 to 40 minutes daily per patient) reported fewer pressure ulcers, acute care hospitalizations, urinary tract infections, urinary catheters, and less deterioration in their ability to perform daily living activities.
- While increased nurse staffing greatly improves patient outcomes in hospitals with positive nurse working conditions, it has little to no effect in hospitals that otherwise have poor nurse working conditions. Good nursing work environments are characterized by positive working relationships between doctors and nurses, active nurse involvement in hospital decision making, management responding to nurse patient care concerns, continuing education programs for nurses and constant quality improvement for patient care programs.

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**Nurse Staffing Research (cont.)**

- "In the weeks before the surge of patients with COVID-19, hospital nurses in NY and IL were already struggling with high patient workloads and frequent operational failures including missing supplies and missing or broken equipment.
- Patient-to-nurse ratios ranged considerably across hospitals in both states from means of 3.3 to 9.7 on adult medical-surgical units. Half of nurses were experiencing high burnout, and one in four planned to leave their job within a year.
- Over two-thirds of nurses would not recommend their hospitals to family and friends needing care, and almost half reported unfavorable patient safety ratings. Patients corroborated nurses' assessments, with over a third of patients rating their hospitals less than excellent and reporting they would not definitely recommend it.
- Unfavorable patient and nurse outcomes are strongly associated with poorer nurse staffing.




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**Nurse Staffing Research (cont.)**

- "Pending nurse staffing legislation in both NY and IL, which continue to be actively considered despite societal and economic disruptions caused by COVID-19, stipulates that nurses take care of not more than four adult medical or surgical patients at a time outside of intensive care. The data presented demonstrates that the vast majority of NY and IL hospitals currently staff worse than the level proposed in pending legislation. In CA, the only state with implemented staffing legislation, nurses are not allowed to care for more than five adult medical or surgical patients at a time.
- The majority of NY and IL hospitals are currently understaffed relative to the benchmarks in pending legislation in their own states and the benchmark passed 20 years ago in CA. Similar variation in staffing and widespread understaffing were observed in ICU units across hospitals in NY and IL. Although CA had somewhat better staffing before implementing its nurse staffing policy, nurse staffing levels have experienced greater sustained improvement in CA compared with both NY and IL, as well as other states.
- Our findings demonstrate wide variation in staffing within NY and IL, as well as significant understaffing relative to currently proposed legislation. 18 19 AHA Annual Survey data derived from reports by hospital administrators confirm worse staffing in these two states relative to many other states, including CA where minimum nurse staffing has been legislated.

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**Nurse Staffing Research (cont.)**

- "Proposed legislation that would improve nurse staffing levels in Illinois would save the state's hospital industry almost \$1.4 billion in nurse turnover, staff injury rates, and patient care costs, according to new research by the Illinois Economic Policy Institute (IEPI). These savings alone would offset 75% of the cost of hiring the additional nurses that hospital lobbyists say would be needed to implement safe patient limits in HR 2604 and SB 1908."
- "The study — which examined economic and public health research — found that the limits would save Illinois hospitals \$403 million from reduced nurse turnover; \$7 million from decreased injury rates for nurses; \$876 million from reduced care costs; and \$75 million from lower readmission rates within 30 days of discharge."
- Nurse staffing ratios could save Illinois hospitals \$1.4B, study finds



<https://illinoisepi.files.wordpress.com/2019/04/iepi-the-fiscal-impact-of-safe-patient-limits.pdf>  
<https://www.beckershospitalreview.com/finance/nurse-staffing-ratios-could-save-illinois-hospitals-1-4b-study-finds.html>

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Answer: COVID 19

Question: What else is confounding nurse staffing?

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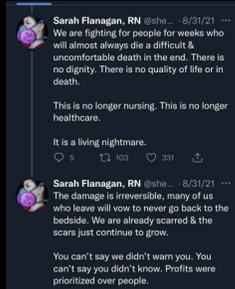
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### Nurses Are Leaving Now

- Nurses, like many health care workers, are physically and emotionally exhausted after working in what has been described as a "war zone" for the better part of the past year and a half. One nurse on the front lines reported irreversible damage from the trauma of caring for extremely sick patients. Others are experiencing shortages of oxygen, equipment and other needed supplies to keep themselves safe and to keep their patients alive.
- As more nurses leave the workforce, patient care will no doubt suffer. Research has shown a relationship between nurse staffing ratios and patient safety. Increased workload and stress can put nurses in situations that are more likely to lead to medical errors. Lower nurse staffing and higher patient loads per nurse are associated with an increased risk for patients of dying in the hospital.




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### And how are hospitals staffing during the pandemic?




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**Staffing during the Pandemic**

- Hospitals are desperate to fill nursing vacancies. One hospital system in South Dakota is offering incentives as large as \$40k sign-on bonuses to recruit nurses to work in the clinical areas that are in most need. This may be a great attempt to draw nurses to an institution, but sign-on bonuses and incentives might not be enough to persuade some nurses to work at the bedside and continue contending with the current workload of the pandemic.
- Another strategy to fill vacancies is the use of travel nurses. Travel nurses work for agencies that assign them to hospitals that cannot fill vacancies with their own staff. Although this can be a successful short-term solution, the use of travel nurses is not sustainable over time and it does not help retain experienced staff nurses in an organization. Travel nurses make significantly more money than staff nurses, which may lure nurses away from permanent positions and in turn increase the staffing deficit for hospitals. The average salary for a travel nurse in the U.S. is \$2,003 per week, with \$13,750 in overtime per year. Some nurses even accept "crisis assignments," which can pay as much as \$10,000 per week. That is significantly higher than the average of \$1,450 per week (\$36.22 per hour) for a staff nurse.

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**Staffing during the Pandemic (cont.)**

- Because hospitals cannot open beds if there are no nurses to staff them, some hospitals are being forced to shut down emergency rooms and turn away patients in need of medical care. That is a problem for not only hospitals in large cities; rural hospitals are also struggling. Alarming, some hospitals were rationing medical care.

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Staffing during the Pandemic (cont.)

- The long-term solution to the nursing shortage calls for systematic changes that value nurses and offer them a safe place to work. It must include:
- implementing appropriate salaries and flexible schedules,
- ensuring adequate nurse staffing, and
- creating jobs that allow aging nurses to continue working in direct patient care roles so they can remain in the workforce longer instead of retiring.
- The pandemic has made more people aware of the distressing conditions many nurses work in. But without systematic changes, the drain of nurses out of the profession – and its negative impact on patient care – will only continue.

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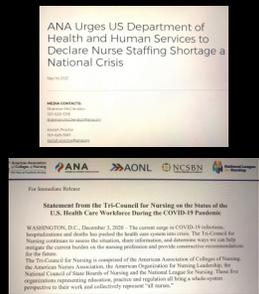
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Nursing Organizations Response to Pandemic

- SILVER SPRING, MD – The American Nurses Association (ANA), representing the interests of the nation's 4.2 million nurses, urges the U.S. Department of Health and Human Services (HHS) to declare the current and unsustainable nurse staffing shortage facing our country a national crisis. In a letter to HHS Secretary Xavier Becerra, ANA calls for the Administration to acknowledge and take concrete action to address the current crisis-level nurse staffing shortage that puts nurses' ability to care for patients in jeopardy.
- "The nation's health care delivery systems are overwhelmed, and nurses are tired and frustrated as this persistent pandemic rages on with no end in sight. Nurses alone cannot solve this longstanding issue and it is not our burden to carry," said ANA President Ernest Grant, PhD, RN, FAAN. "If we truly value the immeasurable contributions of the nursing workforce, then it is imperative that HHS utilize all available authorities to address this issue."
- ANA calls on the Administration to deploy these policy solutions to address the dire nurse staffing shortage crisis. HHS must:




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Nursing Organization Response to the Pandemic (cont.)

- Convene stakeholders to identify short- and long-term solutions to staffing challenges to face the demand of the COVID-19 pandemic response, ensure the nation's health care delivery system is best equipped to provide quality care for patients, and prepared for the future challenges.
- Work with the Center for Medicare and Medicaid Services (CMS) on methodologies and approaches to promote payment equity for nursing services and remove unnecessary regulatory barriers to APRN practice.
- Educate the nation on the importance of the COVID-19 vaccine to provide resources for widespread administration of the COVID-19 vaccine and any subsequent boosters.
- Sustain a nursing workforce that meets current and future staffing demands to ensure access to care for patients and prioritize the mental health of nurses and other health professionals.
- Provide additional resources including recruitment and retention incentives that will attract students to the nursing profession and retain skilled nurses to the demands of patient care.
- "ANA stands ready to work with HHS and other stakeholders on a whole of government approach to ensure we have a strong nursing workforce today and in the future," said Dr. Grant. "Our nation must have a robust nursing workforce at peak health and wellness to administer COVID-19 vaccines, educate communities, and provide safe patient care for millions of Americans. We cannot be a healthy nation until we commit to address underlying, chronic nursing workforce challenges that have persisted for decades."

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Political Advocacy-Requires personal awareness and desire for change

- Understanding that the status quo no longer works thinking "even I could do better than what is in place" is your indicator of readiness for new leadership to make a change! (McBride, 2011)
- Nursing Process and Political Process ARE similar
- NURSING PROCESS: Assess and diagnose; Plan interventions; Implement the care; Evaluate
- POLICY PROCESS: Recognize & identify a problem; Formulate policy; Implement the policy changes; Monitor and evaluate the results (Patton et al., 2015)
- 5 Stages of Political Activism  
Awareness-Interest-Engagement-Development-Advocate (Fuller, 2015)

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Perception of nursing & nurses begins with us. What if...

- A journalists contact list would contain information on a full range of nursing sources.
- Journalists would contact nurses routinely on healthcare topics nurses would appear regularly on media outlets being "expert guests" on influential programs like 60 Minutes.
- No longer would medical research be perceived as the ONLY research leading to health improvements...nursing research would be seen as dynamic, evolving and expanding our knowledge about healthcare and the human condition.
- Nurses would educate patients, their families, friends, neighbors about nursing work patients would be fully cognizant that nurses are key to their survival and recovery.
- Patients facing medical treatments would inquire on nurses qualifications, staffing pt. to RN ratios and available nursing services for home & communities.
- (Buresh & Gordon, 2000)

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Steps to Raise the Visibility of Nursing

- Step one - only nurses can truly inform the public about nursing;
  - Step two - is for every nurse to make public communication and education about nursing an integral part of their nursing work;
  - Step three - it is for nurses to overcome the internal obstacles that silence them!
  - Nurses have the means, motivation and opportunity to make it happen.
- (2000, Buresh & Gordon)

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Means – Motivation - Opportunity

- Means - Communicate with editors, legislators, social media, organizations, call into talk shows, testify at a legislative hearing by using our sheer numbers we can acquire significance commensurate with our role in healthcare.
- Motivation – Instead of complaining nurses are their worst enemies...counter negativism regularly compliment their nurse colleagues for something they have done well in their work! Think of what we have accomplished in the last 50 years (education, research etc).
- Opportunity – we have the opportunity to advance the public understanding of health issues that touch individuals and families lives. We are innovators in pain management, post op and terminal care. Emergency room nurses organizing families to be with loved ones while they save their lives, geriatric nurses bringing care into the homes, and how to improve healthcare delivery systems!!!

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Learn Neegotiating Tips- STRENGTHEN YOUR VOICE!

- Negotiation is a basic means of getting what you want from others. It is a back and forth communication designed to reach an agreement when you and the other side have some interests that are shared and others that are opposed.
- Negotiation can help you get something you want from others
- There must be communication between you and the party you want something from.
- Not all of your interests will be shared with the other party.  
(Whitley, 2004)

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Basics of Effective Negotiation

- PREPARE-PREPARE-PREPARE
- COMMUNICATE CLEARLY
- UNDERSTAND THE POWER DYNAMICS
- SEPARATE THE PEOPLE FROM THE PROBLEM
- BUILD RELATIONSHIPS
- STRATEGIES TO STRENGTHEN SKILLS: Be confident, reliable, a collaborator, frame solutions in a way that benefits the other party, select a diverse group on your team.
- LISTEN and try to understand the other party's issue - Start with what you agree on first!  
(Whitley, 2004)

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Legislative Process - Use your nurse constituent voice

- Step one: Identify your state and federal legislators - are you a registered voter? <https://www.govtrack.us/congress/members>
- Step two: Do you know the bills and where are the bills in the legislative process? <https://www.govtrack.us/congress/bills/browse>
- Step three: Have you built a relationship with your elected legislators to become their nurse expert on health policy matters? Tell your elected official you deliver nursing care - you are speaking to them as a direct care nurse. Have your 5 minute speech ready.
- Step four: Have you joined with others in achieving collective power? The sleeping giant of licensed nurses have the necessary numbers to influence change - be patient - be relentless!

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Construct Your Message

- Talking to a legislator may feel intimidating, but you are the healthcare expert! You teach lay persons all the time to understand complex issues...you got this!
- Keep it short. After listening to your "elevator speech" in a few sentences your prospective audience should know what you do, and what you want. Limit your pitch to 60 seconds. Legislator meeting will be no more than 20 - 30 minutes. Make your pitch up front.
- Have a grabber - an opening line that grabs the person's attention and piques their interest in hearing more. This is where your personal story comes in...connect it to a particular research fact to support your particular story.

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Your Elevator Speech

- Show your passion. Your energy and dedication will help you sell your proposal.
- Make your request - what is your "ask"? At the conclusion of your elevator speech, mention what you need. In this case the legislator's support on a particular legislative proposal. Getting the person to take the next step is crucial. Can you count on their vote? Ask! It is the primary reason you make the appointment to meet with them.
- Practice! Rehearse your elevator speech so that when the opportunity to use it comes up you are ready to deliver it! Always be prepared to give your pitch so you can use it in a chance encounter. It is a great teaching tool for others to hear. Memorize it. Revise it keep it updated and fresh.

(2013, Pagona)

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State and Federal Legislators want constituents to provide answers to 4 questions...don't forget!

1. What actions do constituents want me to take?
  - If a Senator Vote "Yes" to the Senate Bill AND become a bill sponsor.
  - If a House of Representative Vote "Yes" to H.R. Bill AND become a bill sponsor.
2. Why do constituents want me to do that?
  - Patient safety improved by delivering nursing care according to the way I was educated to practice.
  - Reduces patient mortality and morbidity and saves overall healthcare costs!
  - Nursing research supported with scores of evidence based studies why a more manageable work assignment, meaning more nurses with less patients have better outcomes.
3. What are the current and/or potential local impacts?
  - California Ratios proves it is good business for over a decade!
  - No California hospitals were "closed" due to Nurse Ratios law.
  - Retention of nurse staff- reduction in nurse turnover up to savings of \$80,000/nurse.
  - Less hospital litigation due to less patient falls, infections with improved care and patient outcomes hospital holds onto its reimbursement with less hospitalization re-admission sanctions for Medicare patients.
4. What are constituents' personal stories or connections to the policy?
  - Use your own words, your individual experience that your nursing education, skills, expertise, decision making/actions and interventions made a difference caring for your patient(s)!

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Legislators prefer to receive information BEFORE the meeting

- It is important that you are prepared, but it also stands to reason that your legislators will appreciate you sending your information ahead so they are prepared!
- Send your information ahead BEFORE your meeting on the particular bill you wish to address with your legislators – they will be able to give fuller attention if they have a head's up on what you wish to speak to them about!

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Time to step up...

- The opportunity to speak to your legislators whether local, state or federal on particular legislative proposals, as a nurse health policy expert can be shared at many tables where your knowledge and abilities can lead the way!

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Don't forget to make your "ASK"- what action you want the legislator to take on your particular bill

- Personal Visit – Face to Face communication is the MOST powerful!
- Send your information ahead before the meeting
- Make an appointment to schedule your visit; do not be late and make your stay brief
- Introduce yourself; concisely establish your credibility (share what you do; where you work; your years of being a nurse and your association affiliation)
- Know the bill number, where the bill is in the title of bill and the issue
- Be clear about your position. Be prepared: have your talking points to keep your thoughts organized
- Do not forget to LISTEN – someone may have spoken to the legislator on the opposite side. All legislation is negotiated - the opposition may have valid points that you can counter/clarify with facts
- Be polite and do not get mad or confrontational. MAKE THE ASK (you want their commitment which is their VOTE on the proposal that aligns with your view)
- If you are unsure of an answer to the legislator's questions – be honest and tell them you will get back to them with the answer
- Leave the legislator your Factsheet/Position statement and your business card!
- Make sure you thank them and request a follow-up after your meeting!

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Other ways to share your knowledge, expertise, contribute and lead as a nurse!

- Nursing groups, leadership are always options for professional growth, but consider other avenues to grow...
- The movement to become involved politically has been exploding. Becoming a voter, encouraging others to vote engage in political discussions educating others on the deficits and remedies to improve healthcare as an expert!
- Running for office may be something you consider now more than ever before! Changes in the political horizon may pull you to get involved in a candidate's campaign providing health expertise educating them on what good health policy should be.
- Consider serving on a community board to grow your experience! Opportunities serving local boards such as: School Boards, Fire Protection District Boards, County Boards, Specialty Organization Boards, Village Boards, Church Boards, Township Boards, Hospital Boards, Not-for-Profits are everywhere!

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Get organized! All it takes is a collective voice of like-minded nurses-and much hard work




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We didn't back down...we won in 2014 and 2017



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Strike Rally 2017



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September 2020  
Strike -800 nurses

- Staff ratios, free charge nurses, control of staffing committee, maintain steps, wage increases were are major proposals

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**Organizing, negotiating and winning**

Contract language included a 90 day rolling supply of PPE and hazard pay for ALL nurses

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### How Nurses Advocate for Nurses

- April 2020
- Unfortunately only 1200 nurses were interested
- "A senator says that nurses are playing vards and over 100k sign up; A TV show host states why is that nurse wearing a doctor's stethoscope and cose to a million nurses jump on board

**PLEASE SHARE! Who's In? PLEASE SHARE!**

1. I would like to initiate a class action lawsuit against hospitals and the American Hospital Association for perpetuating unsafe working environments due to lack of PPE. I will pay the attorney fees, just need your commitment.
2. To gain media attention, I would like nurses to send me life size cardboard standout of themselves with a sign, "We need PPE", "Dying at the Bedside", etc. so I can put them around the White House. I will file the permits with the WH and DC police. If I get 10,000 nurses to agree, we will sure get coverage! *(I'll rent a moving truck to bring them down to DC and hire people to help me set them up outside the White House due to no gathering policy)*

Laura Gasparis VonFolro RN, PhD afeduprn@aol.com

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### No Hero-Martyred Against My Will

- Would have been my lifesize cutout on the front lawn of the Capitol

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April 6 2020

- "It's difficult — to decide to come to work, to answer the calls, emails and texts of nurses in need of answers, who wonder if they will be infected or bring it home to their family. I wonder why hospital administrators failed to prepare for this pandemic. It's difficult. I am not a hero. Nor a martyr. Nor is any nurse I work with. We are here because we care for each other and our patients. And we will survive." — Doris Carroll, registered nurse, vice president, Illinois Nurses Association

<https://www.chicagotribune.com/coronavirus/ct-coronavirus-living-nurses-association-week-20200506-3bncr1x76bxnjtluavncm1q-story.html>




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"IF NOT US, WHO, IF NOT NOW, WHEN?" John F. Kennedy

- John F. Kennedy said this in 1962 when sharing with the country his ambitions for space travel to the moon.
- It is up to "us" to lead the way "now" in decisions finding the proper balance of nurses to patients receiving the appropriate skilled nursing care by qualified professional nurses based on their individual patient health care needs.
- Nurses must include steps of political advocacy as they ascend the summit- directing, leading and shaping the healthcare system. Why, because a world without nurses is not a place I wish to live in, or for my family or friends. Nurses are assets to the healthcare delivery system and it is time we are heard, it is time we must lead!

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## NursesTakeDC

- a grassroots nursing organization of direct care nurses whose goal is educate and motivate nurses to become politically active; and inform their legislators to sponsor and vote on health care policy (DC 2018)




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Silence =  
Consensus Do not  
forget what 4 million  
nurses can do!

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Resources

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Retrieved from:

• <https://illinoisepi.files.wordpress.com/2019/04/ilepi-the-fiscal-impact-of-safe-patient-limits.pdf>

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