



CONNECTIONS

Partnering to Accelerate Research into Action

HEAL Connections is a center that is jointly run by Duke Clinical Research Institute and George Mason University and funded by the National Institutes of Health (NIH) through the Helping to End Addiction Long-term® Initiative, or NIH HEAL Initiative®. HEAL Connections is aimed at supporting widespread dissemination and implementation of HEAL-funded research. HEAL Connections is funded by the NIH HEAL Initiative under OTA numbers: 10T20D034479 and 10T20D034481.

The content is solely the responsibility of the authors and does not necessarily represent the official views of the National Institutes of Health.



#NIHhealInitiative

Communicating for Impact: Getting your Research in the Media

April 19 | 1PM EDT



Karl Bates
(he/him)
Executive Director,
Research Communications
Duke University



Rose Hoban, RN, MPH (she/her) Founder & Editor, North Carolina (NC) Health News



Kate Nicholson, JD (she/her) Founder and Executive Director, National Pain Advocacy Center



Natalie Vizuete
(she/her)
Research Communications &
Engagement Project Manager,
Duke Clinical Research Institute



Scott Walters, PhD (he/him) Regents Professor, University of North Texas School of Public Health

HEAL CONNECTIONS SHARING SESSION

Communicating for Impact: Getting your Research in the Media

TODAY'S AGENDA

1:05 to 1:10 p.m.

Introduction to HEAL Connections with Scott Walters

1:10 to 1:25 p.m.

Working with your media office with Karl Bates

1:25 to 1:45 p.m.

Working with the media with Rose Hoban

1:45 to 2:00 p.m.

Media tips from a person with lived experience and community partner with Kate Nicholson

2:00 to 2:25 p.m.

Q&A, peer-to-peer engagement



What You Will Learn

Why (and when) is media exposure important for researchers and research broadly?

What makes for a good story? Learn about today's media landscape, and what journalists are looking for in writing about research and research findings.

How to partner with university and institute communicators to appropriately reach and/or respond to journalists and/or the media and how to hone your research elevator pitch and prepare compelling talking points that will resonate with the media.



Restrictions around Lobbying

Please note that use of federal research funds for lobbying activities is prohibited with NIH funds. You can find those guidelines and detailed lists of non-allowed uses of NIH funds here:

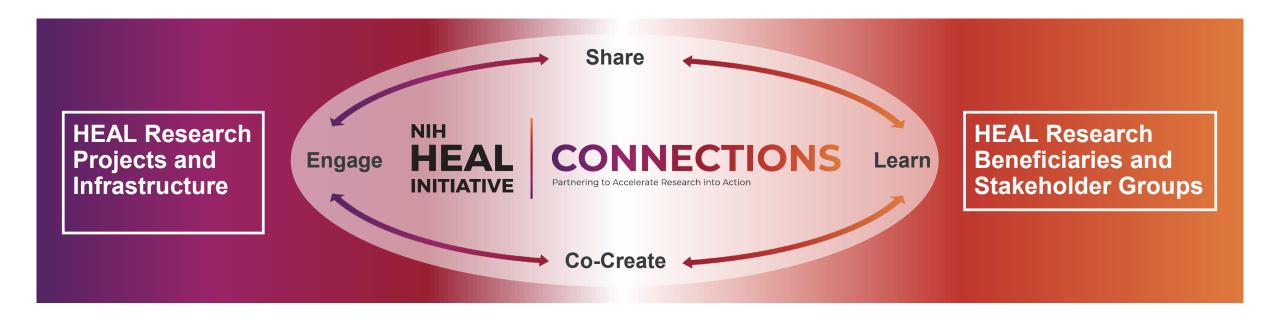
https://grants.nih.gov/policy/lobbying_guidan ce.htm



A center to accelerate research into action by:

Creating pathways to further build and sustain community partnerships

Supporting HEAL researchers to meaningfully share research results



Meaningful Engagement of Communities

HEAL Connections will further **bi-directional partnerships** between HEAL research teams and broader communities of intended beneficiaries and stakeholder groups such as:

- patients
- priority populations
- people with lived and living experiences
- practitioners
- national association partners
- other researchers

To help broaden the reach and impact of HEAL research results beyond academic channels





A reality check on academic publications...



Eric Topol @EricTopol

physician-scientist, author, editor. My new book #DeepMedicine will be available on March 12. Pre-order: deepmedicinebook.com

@ La Jolla CA

S scripps.edu/translational

Joined November 2009

Tweet to Eric Topol

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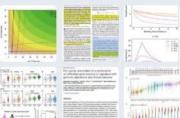








12.1K Photos and videos



Tweets & replies Tweets Media

Pinned Tweet

Tweets

18.8K

Eric Topol @ @EricTopol · 8 Oct 2017

Followers

155K

Your, Medical, Data.

Following

457

It's your body You paid for it

> It is worth more than any other type of data

It's being widely sold, stolen and hacked. And you don't

It's full of mistakes, that keep getting copied and pasted, that you can't edit

You are/will be generating more of it, but it's homeless

Your medical privacy is precious

The only way it can be made secure is to be decentralized It is legally owned by doctors

Likes

15K

Hospitals won't or can't share your data ("information blocking") Your doctor (>65%) won't give you

a copy of your office notes You are far more apt to share your

data than your doctor You'd like to share it for medical

research, but you can't get it You have seen many providers in

your life; no health system/insurer has all your data

Essentially no one (in the US) has all their medical data from birth throughout their life

Your EHR was designed to maximize billing, not to help your health

You are more engaged and have better outcomes when you have

Follow

Doctors who have given full ac to their patients' data make th

It requires comprehensiv continuous, seamless

Access or "control" data is not adequa

~10% of medical sca. unnecessarily duplicat inaccessibility

You can handle the tr

You need to own your it should be a civil rin

It could save your

Show this thread



Eric Topol @ @EricTopol · 19m

↑ 7.1K

For a deep conversation on #AI & medicine between @DrSidMukherje tonight, you can join the webcast

SId's excellent @newyorker piece on this topic: newyorker.com/maga.



Medscape @ @Medscape

Please join us tonight at 7:50PM, ET for Deep Mediconversation. @DrSidMukherjee, author of The Emp All Maladies, interviews @EricTopol about his new h

Three Paths To Visibility

Making News

Providing Commentary

Engaging on Social Media

Contact Our News Team

Media Inquiries

Main number: 919-660-1306 Monday-Friday, 8:30 a.m. - 5 p.m.



Sarah Avery
Director
919-724-5343
Email



Stephanie Lopez Manager 919-724-5934



Alexis Porter
Specialist
919-695-2792
Email



Cameron Knowles
Social Media

919-684-3560 Email

If you would like to receive Duke Health press releases, please email anyone on our team to be added to our lists.

Photo & Video Requests



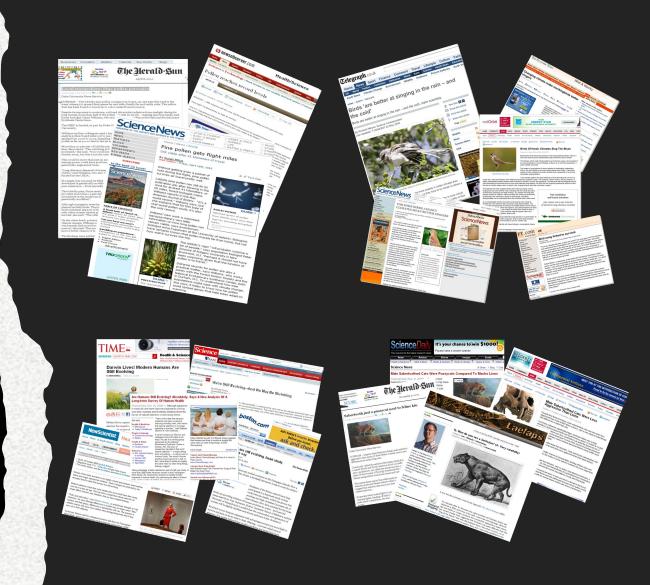
Shawn Rocco 919-668-0994 Email

Call us with your deadline requests for experts, B-roll and live or recorded interviews.

All Three Paths Should Go Through Your Press Officer

We know what the public wants.

It may not be what you think.



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School of Medicine Communicators Network

School of Medicine Office of Strategic Communications Team

Media Inquiries

Academic Departments

Department of Anesthesiology • Stacey Hilton

Department of Biochemistry • Todd Leovic

Department of Biostatistics and Bioinformatics • Synclaire Cruel

Department of Cell Biology • Jodi Belanger

Department of Dermatology • <u>Teresa Cerrato-Amador</u>



Timing is Everything

See an event coming that you're an expert on?

Have study or talk coming?

Tell your news office NOW!



At Acceptance, Send Us:



1. Latest version of the paper.

- 2. A few lines about why it's great, and/or your cover letter:
 Why Do We Care?
- 3. A sense of its visual potential. Are there supplemental materials?





Our Process

Read and Interview

Prepare release & Assemble materials

YOU REVIEW AND APPROVE

Manage outreach, & follow-ups, social



Framing Your Story

Press Release is your rehearsal

Sets the tone for coverage









WHAT IF They Start Calling?!



What To Do When A Reporter Calls

Respond Immediately

Schedule a time

Do homework / call news office

US and EU are preparing to unveil new sanctions against Russi

Prepare yourself and

BBC WORLD NEWS JANCE'S TGV TRAINS

your space



What Do Journalists Need?

Responsive Experts
Who Give a Good
Quote

Radio & TV vs. Print/online
Live vs. Taped

Tools That Will Help

VISUALS: Where is this? What does it look like?

EXAMPLES, Anecdotes

Select, Powerful NUMBERS





"We Need a Patient"

Television wants an example

Involve Press Officers (HIPAA forms and Pre-Interview)

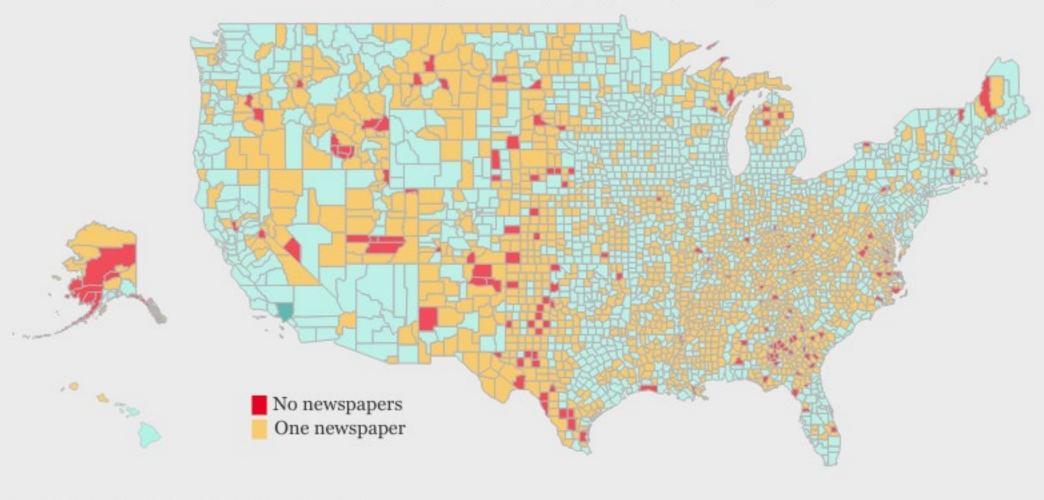
Do No Harm.

Working with the media

Rose Hoban, Editor, NC Health News

DO YOU LIVE IN A NEWS DESERT?

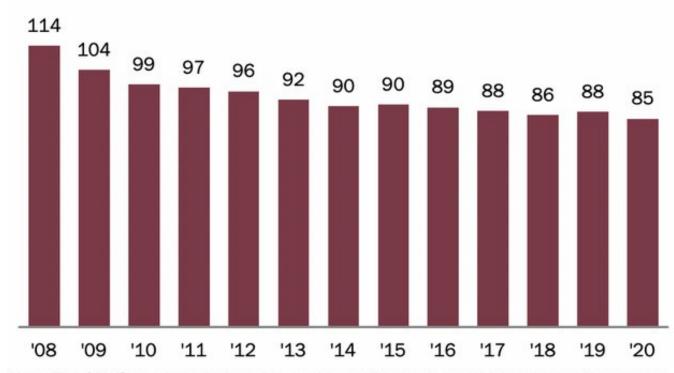
In the U.S. 200 counties do not have a local newspaper. Half of all counties - 1,540 - have only one newspaper, usually a weekly.



Source: UNC Hussman School of Journalism and Media

Newsroom employment in the United States declined 26% between 2008 and 2020

Number of U.S. newsroom employees in news industries, in thousands



Note: The OEWS survey is designed to produce estimates by combining data collected over a three-year period. Newsroom employees include news analysts, reporters and journalists; editors; photographers; and television, video and film camera operators and editors. News industries include newspaper publishers; radio broadcasting; television broadcasting; cable and other subscription programming; and other information services, the best match for digital-native news publishers.

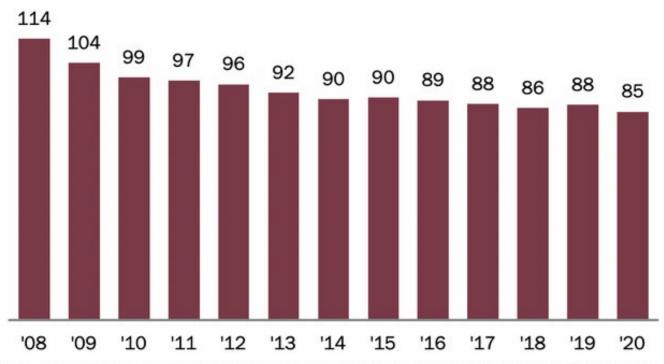
Source: Pew Research Center analysis of Bureau of Labor Statistics Occupational Employment and Wage Statistics data.

PEW RESEARCH CENTER

There are fewer reporters, and fewer who have expertise in your area.

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Source: Pew Research Center analysis of Bureau of Labor Statistics Occupational Employment and Wage Statistics data.

PEW RESEARCH CENTER

Why NC Health News

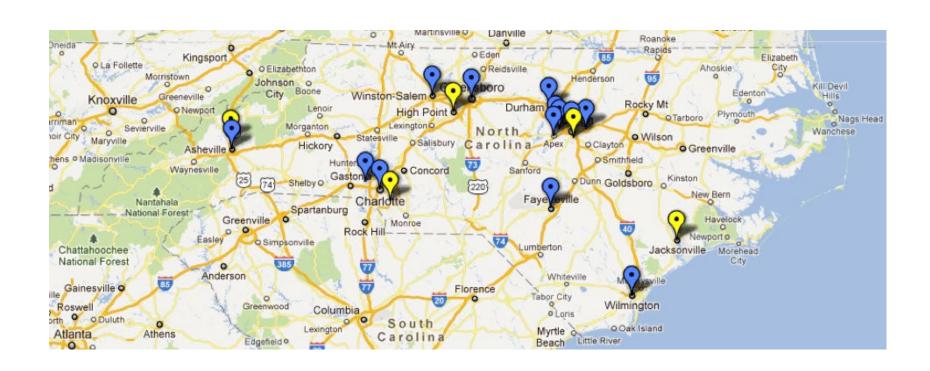
Used to be lots of coverage of health issues,

Were many resources, with local coverage throughout NC.

REPORTERS, c.2000

Blue= full time

Yellow+ part time



What's happened to health reporting in NC

Market forces, bad choices by media companies, Craigslist, consolidation, buyouts, economic downturn, etc.

REPORTERS ~2022



So... how do you get the attention of a reporter (and their public)

So... how do you get the attention of a reporter (and their audience)

Have a good story



What to provide for a busy reporter...

Tell me why I (my readers, my listeners, my viewers) should care...





Healing Transitions proves its worth



Healing Transitions proves its worth





2023 W2 and Property Tax Survey

This is our 16th year conducting the Alumni/Former Participant W2 and Property Tax Survey. We use this information to sustain support from key funders like the Wake County ABC Board, the Wake County Department of Health and Human Services, and the City of Raleigh. Each survey shows the contributions we make to our community now that we are in recovery. Thank you for your time and commitment to HT--you're helping us stay ready, so we don't have to get ready.

You can complete the survey in three ways:

- 1. Online (here)
- 2. By phone or through email
- --Chris Budnick
- --cbudnick@healing-transitions.org
- --919-838-9800 ext. 110
- -- Amanda Blue
- --ablue@healing-transitions.org
- --919-838-9800 ext. 210
- -- Justin Garrity

return on investment & Program evaluation in public health

- Centers for Disease Control and Prevention. 1999. "Framework for Program Evaluation in Public Health." MMWR, 48(RR11): 1-40. http://www.cdc.gov/mmwr/preview/mmwrhtml/rr4811a1.htm
- Diabetes Initiative. 2008. Building the Business Case for Diabetes Self-Management: A Handbook for Program Managers.
 - http://www.diabetesinitiative.org/lessons/documents/BusinessCasePrimerFINAL.pdf
- Guide to Economic Evaluation in Health Promotion. http://www.cepis.ops-oms.org/bvsacd/cd65/finalecoeva.pdf
- Partnership for Prevention. 2007. Why Invest? Recommendations for Improving Your Prevention Investment. http://www.prevent.org/images/stories/PDF/whyinvest_web_small.pdf
- Partnership for Prevention. 2001. Guide to Smart Prevention Investments.
 http://www.prevent.org/images/stories/Files/publications/Invest_Final.pdf Partnership for Prevention. 2001.
- What Policymakers Need to Know about Cost Effectiveness.
 http://www.prevent.org/images/stories/Files/publications/Cost_Effectivness.pdf
- Trust for American's Health. 2008. Prevention for a Healthier America: Investments in Disease Prevention Yield Significant Savings, Stronger Communities. http://healthyamericans.org/reports/prevention08/Prevention08.pdf

Getting the attention of a busy reporter (and public)

Give people some notice



Getting the attention of a busy reporter...

Be timely...



Make sure you're available on the date!



If you're not, that's really good way to MAKE PEOPLE ANGRY



Getting the attention of a busy reporter...

Have a real

person to

talk to...





"Sometimes we have to take the electrical cords off," Beckman said.

Despite Thomas' talents, Beckman fully expects that he'll continue to need help throughout his life, because he has Down Syndrome, a genetic disorder in which a person has a full or partial extra copy of chromosome 21. He has delays in his speech, trouble controlling some of his muscles and some cognitive delay.

Beckman was among other parents who brought their children to the first Down Syndrome advocacy day at the North Carolina General Assembly. But like the other parents pushing baby strollers and dragging their tweens into state lawmakers' offices, Beckman's mind was on the legislative process playing out 250 miles away in Washington, DC.







f 727 Y Tweet in 1

The experiences of two families devastated by traumatic brain injury display the limitations of North Carolina's ability and willingness to help their injured children.

By Thomas Goldsmith

On Jan. 28, 2013, the Irby family of Burlington found their way of life forever changed.

That was the day that son Zack Irby, at 23, rear-ended a truck on Interstate 85, crumpling his Ford Focus and suffering injury that sheared every nerve from his body to his brain.



Study of Patients With a Chronic Fatigue Condition May Offer Clues to Long Covid

N.I.H. researchers found notable differences between the immune systems and other physiological functions of patients with ME/CFS and those of healthy patients.









Jennifer Caldwell in 2019, during a study by the National Institutes of Health. She has struggled for nearly 10 years with a condition known as myalgic encephalomyelitis/chronic fatigue syndrome. Jennifer Caldwell

Study of Patients With a Chronic Fatigue Condition May Offer Clues to Long Covid

N.I.H. researchers found notable differences between the immune systems and other ph

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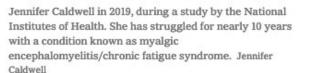




Ms. Caldwell receiving transcranial magnetic stimulation as part of the study. The stimulation, according to the paper, was done to "probe the excitability of the primary motor cortex." Jennifer Caldwell



Ms. Caldwell with her daughter in 2010, four years before she developed ME/CFS. She was a clinical research coordinator at Duke, a job she held for 17 years, until she became sick. She hasn't been able to work since. Jennifer Caldwell



Getting the attention of a busy reporter...

Speak ENGLISH...

BlahBlahBlah ahBlahBlahBl BlahBlahBlah hBlahBlahBla

What to provide for a busy reporter (and public)

A message that is clear and simple



Boil it down



In. Your. Sleep.



Practice, practice!



during an interview

Always say thank you. Or, "that's a great question." Or something that sounds like you. Be conversational.

Be simple, not long-winded. Don't give more than you need to.

Don't worry about silence. Don't be tempted to fill it.

You don't know? Admit that. Say you'll get back to the reporter and do it.

Be positive, upbeat, friendly.

REMEMBER!!!



What to provide for a busy reporter...

Please practice before you talk to me...

https://soundcloud.com/rosehoban/david-ridley-struggles-to-come-up-with-a-quote

Negotiating terms: Yes, you can!!

"Off the record" - this needs to happen BEFORE the fact, not afterwards.

Negotiating terms: Yes, you can!!

"Off the record" - this needs to happen BEFORE the fact, not afterwards.

Ask, negotiate, agree on terms - Trying to formulate your comment, ask for some leeway. Talk about what you feel comfortable saying and what you don't.

Negotiating terms: Yes, you can!!

"Off the record" - this needs to happen BEFORE the fact, not afterwards.

Ask, negotiate, agree on terms - Trying to formulate your comment, ask for some leeway. Talk about what you feel comfortable saying and what you don't.

Review, not editing.

What to provide for a busy reporter

This is more like it:

https://soundcloud.com/rosehoban/reasons-to-see-patients/s-1lcVg

images

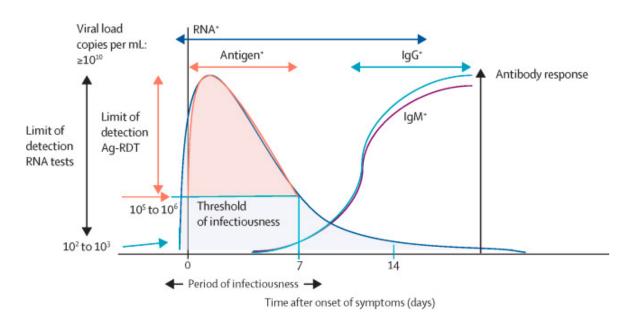
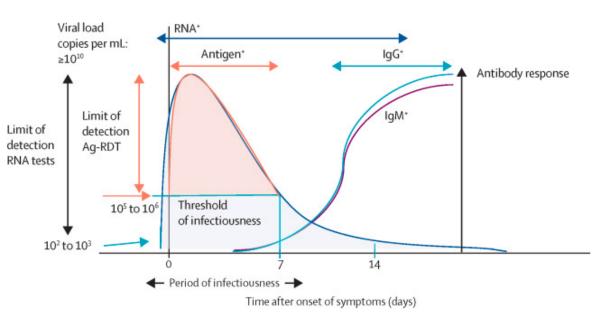


Figure 1 Timelines for optimal use of different diagnostic tests for COVID-19 detection and host response

images



Solomon Demis Kebede, Tigabu Munye Aytenew. Attitude, knowledge, and predictors of COVID-19 vaccine uptake among health care providers in South Gondar public hospitals, North Central Ethiopia: multi-facility based study. PAMJ. 10 Mar 2022. 41(194)

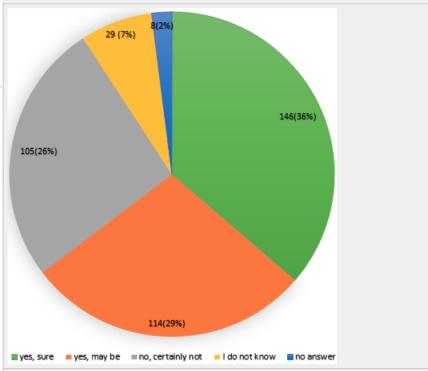


Figure 1: all the responses of COVID-19 vaccine uptake status during the data collection period at South Gondar public hospitals, North Central Ethiopia, 2021

Figure 1 Timelines for optimal use of different diagnostic tests for COVID-19 detection and host response

images

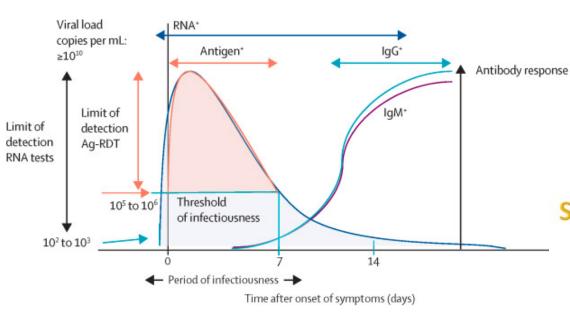


Figure 1 Timelines for optimal use of different diagnostic tests for COVID-19 detection and

of COVID-19 vaccine uptake among health care providers in South Gondar public hospitals, North Central Ethiopia: multi-facility based study. PAMJ. 10 Mar 2022. 41(194)

29 (7%)

8(2%)

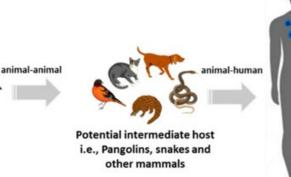
146(35%)

Solomon Demis Kebede, Tigabu Munye Aytenew. Attitude, knowledge, and predictors

SARS-CoV-2 TRANSMISSION

Putative source

of SARS-CoV-2





Infected droplets in crowde spaces



human-human

Nosocomial infection



Direct contact with infected individuals

Getting your message acros environment 360

Reporting, Analysis, Opinion & Debate

Know your outlet!!





New Green Challenge: How to Grow More Food on Less Land

BY RICHARD CONNIFF If the world is to have another Green Revolution to feed its soaring population, it must be far more sustainable than the first one. That means finding ways to boost yields with less fertilizer and rethinking the way food is distributed.



LOCAL NEWS SPORTS LIVING CLASSIFIEDS

FULL MENU

LOCAL

a

e360 digest

Interview: How to Talk About Clean Energy With Conservatives

Young Conservatives for Energy Reform promotes a green energy agenda for Republicans. But the phrase "climate change" isn't one you'll find on the

organization's website. Angel Garcia, the group's national outreach coordinator, admits that pushing renewables in conservative circles is an uphill battle. "We have an ideology that seems like it's 'Drill, baby drill,' with nothing else. So we have to



fight against stereotypes that if you're for clean energy, 360, Garcia says the Republican est in embracing clean energy s with young conservatives. "As s is becoming a more important t in front of the issue now and

> DISCOVERED BUTTERELY **ELLWETHER IN THE ARCTIC**



Yale Environment 360 is a publication of the Yale School of Forestry & Environmental Studies.

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Relationships are key...

Getting to know you...



Relationships are key...

Getting to know you...





Kate Nicholson, J.D.

I've spoken to the media as a person with lived experience of pain and as the Executive Director of an advocacy organization called the National Pain Advocacy Center, which advocates for the health and human rights of people with pain.

Typically, the engagement is national with publications (such as the *New York Times, Washington Post*, and *Guardian* or *STAT, MedPage*, and *Scientific American*).

We envision a world in which pain is treated equitably and effectively, so that all people in pain can lead full and productive lives.





Tips for Interviews

- **1. Be responsive.** Everyone's busy, but reporters work on deadlines. Ask the angle/purpose.
- 2. Know the message you want to communicate. You can tentatively prepare language and quotes in advance. No jargon. 8th grade level.
- 3. Answer the questions you can answer. It's okay if you need to check something and get back to them; it's okay to say you have no answer.
- **4. Be prepared to pivot to your point.** Use sentences like, "That's a great question, but what's really important to understand is..." "Or, that question makes me think of a related one that's critical..."



More Tips

- **5. Make your point—more than once.** Reporters often end the interview by asking if there is anything they're missing. Use that opportunity.
- 6. Offer to send citations to back up your point. Reporters often need cites showing things like how many people are affected. You can send cites.
- **7. Keep the conversation tight and controlled**. Sometimes, my worst interviews are with members of the press I've become friendly with, so I relax and am less on message.



Final tips for interviews

- 8. Use person-centered, person-first, non-stigmatizing language, i.e., person living with pain; persons with lived experience of addiction.
- **9. You may ask to check direct quotes** for accuracy. You won't likely get to change more.
- **10.** Be informative and responsive reporters will return to you. Be a resource by referring reporters to others (people with lived experience, scientific experts, etc.)

Why getting research into media matters



GETTING YOUR
RESEARCH INTO
THE MEDIA IS
IMPORTANT TO
ADVOCACY AND
COMMUNITY
GROUPS.



COMMUNICATING
BACK TO THOSE
AFFECTED BY
RESEARCH IS
IMPACTFUL.



MANY OF THE
POLICIES WE
WORK TO
CHANGE WERE
NOT EVIDENCEBASED.



WE OFTEN USE MEDIA CLIPS TO UNDERSCORE OUR POINTS.

Resources

If you want intensive training, the Mayday Pain & Society Fellowship opens for applications soon:

https://maydayfund.org/mayday-fellows/

A resource for person-centered language and various experts:

www.changingthenarrative.news



Q&A

More Resources

For researchers funded through NIH, alert your program officer to any upcoming publications. All researchers should work with their university communications office around press outreach. For additional capacity building, the below resources were recommended by panelists.

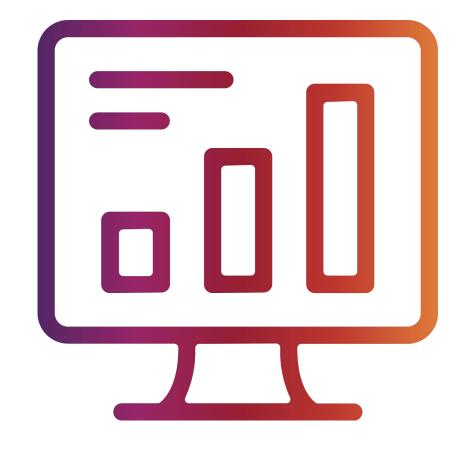
- Amplify@LDI: A free, online course focusing on key tools and skills in translation and dissemination for researchers. <u>Link here.</u>
- If a Reporter Calls: Guide from Duke. <u>Link here.</u>
- Ask a Reporter Anything webinar: A moderated conversation with journalist, where scientists from across fields were able to ask a reporter about their work, expectations, and challenges. <u>Link here.</u>
- A Scientist's Guide to Working with the Media: <u>Link here.</u>
- **Reporting on Addiction**: A center dedicated to improving the way we report on addiction. Includes resources, trainings, & a database of informed experts. <u>Link here.</u>
- Changing the Narrative: A network of reporters, researchers, academics, and advocates concerned about the way media represents drug use and addiction. Link here.



Meeting Evaluation

To help design, contribute to, and improve our programming, please complete the evaluation survey at https://bit.ly/Communicating4lmpact







Stay tuned for post-event follow-up emails with:

- Within one day: Evaluation survey
- Within two weeks: Recording, slides, list of resource

