

CONGRESSIONAL ADVOCACY

What I Have Learned



Michael Salvatore, MD

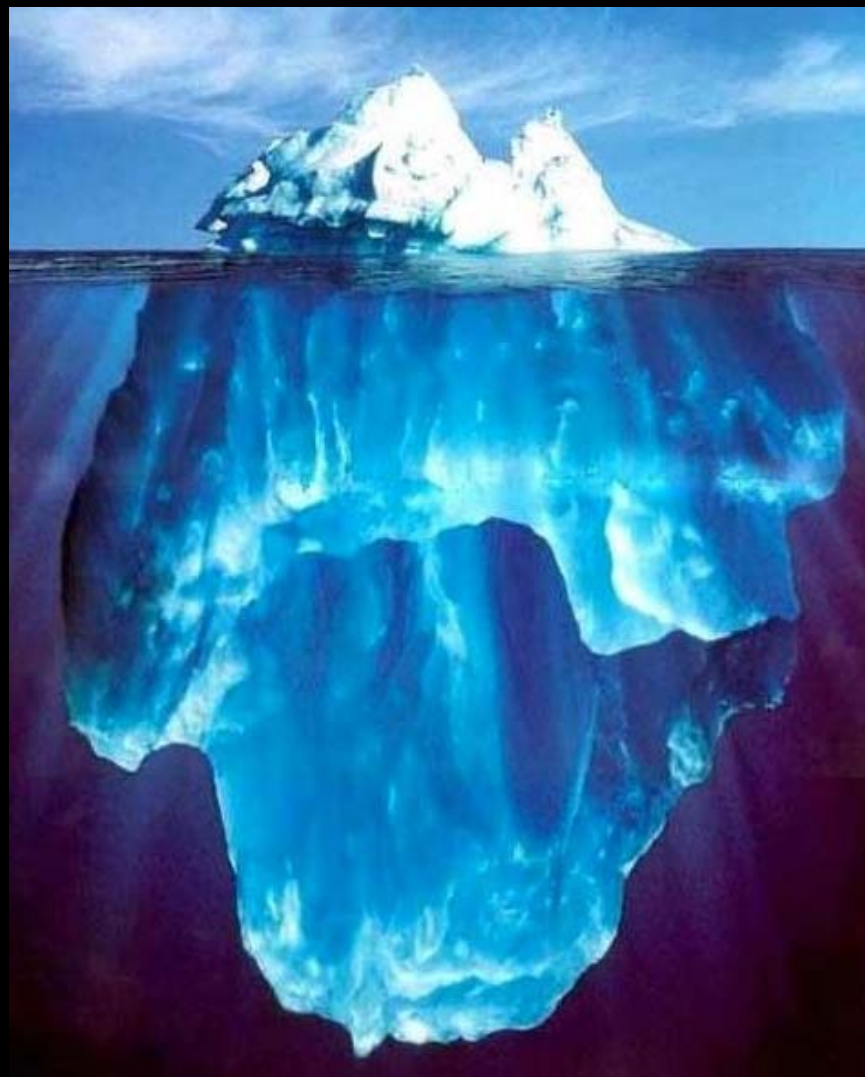
Physician Adviser

Beebe Healthcare, Lewes, DE

Acknowledgement

Peter Tyler
Senior Professional Staff
U.S. Senate Homeland Security
and
Governmental Affairs Committee

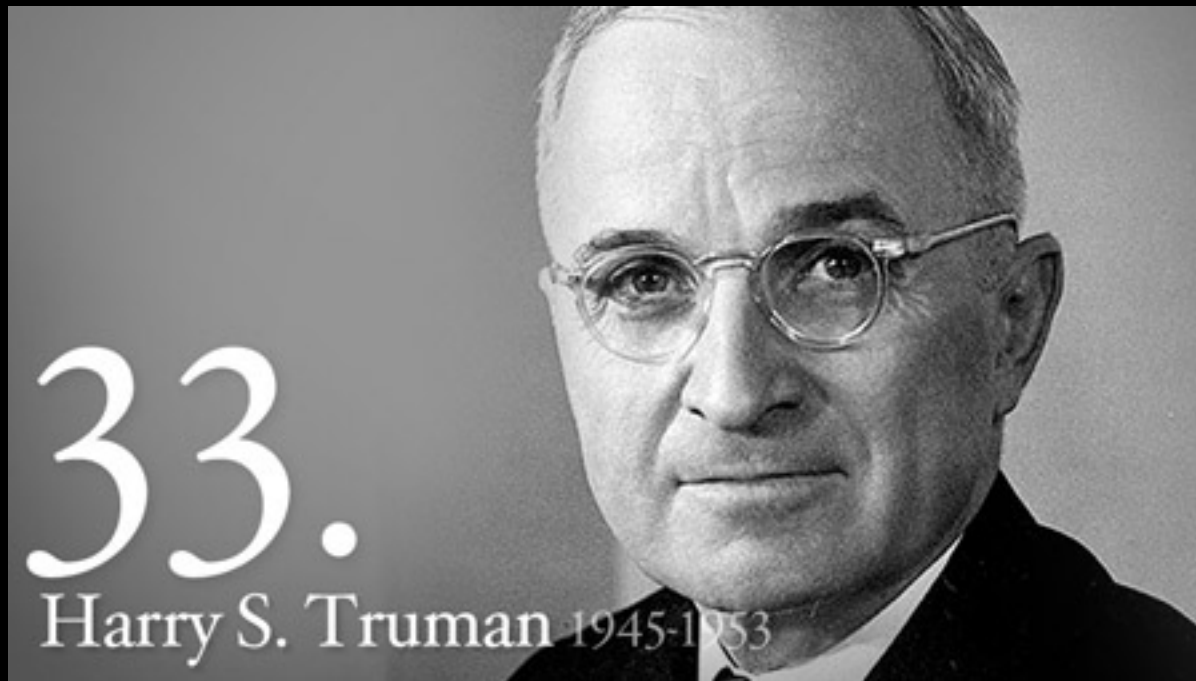
This is Congress...



...and this is Advocacy

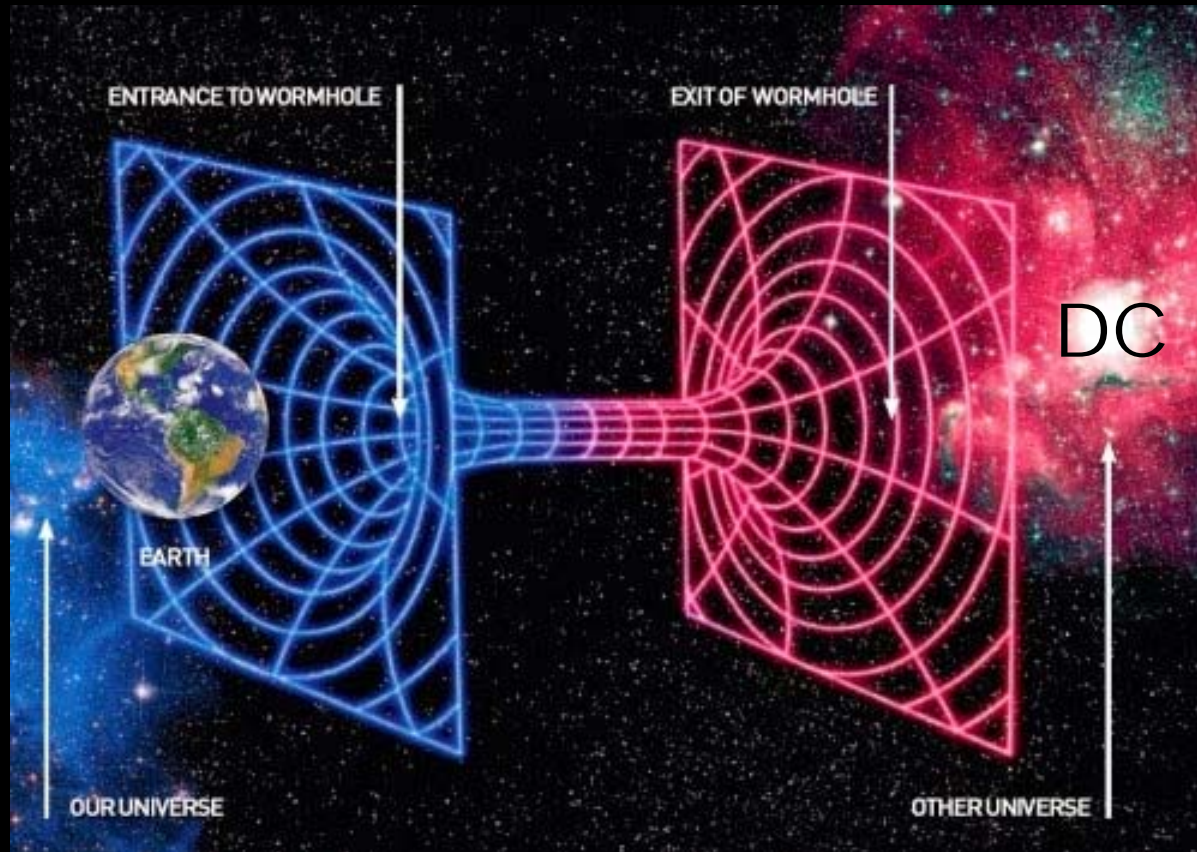


You Want An Advocate



**“If you want a friend in
Washington. Buy a dog.”**

Explore Parallel Universes



Universe of Consequences

Universe of Policy

Who Can Be Helpful

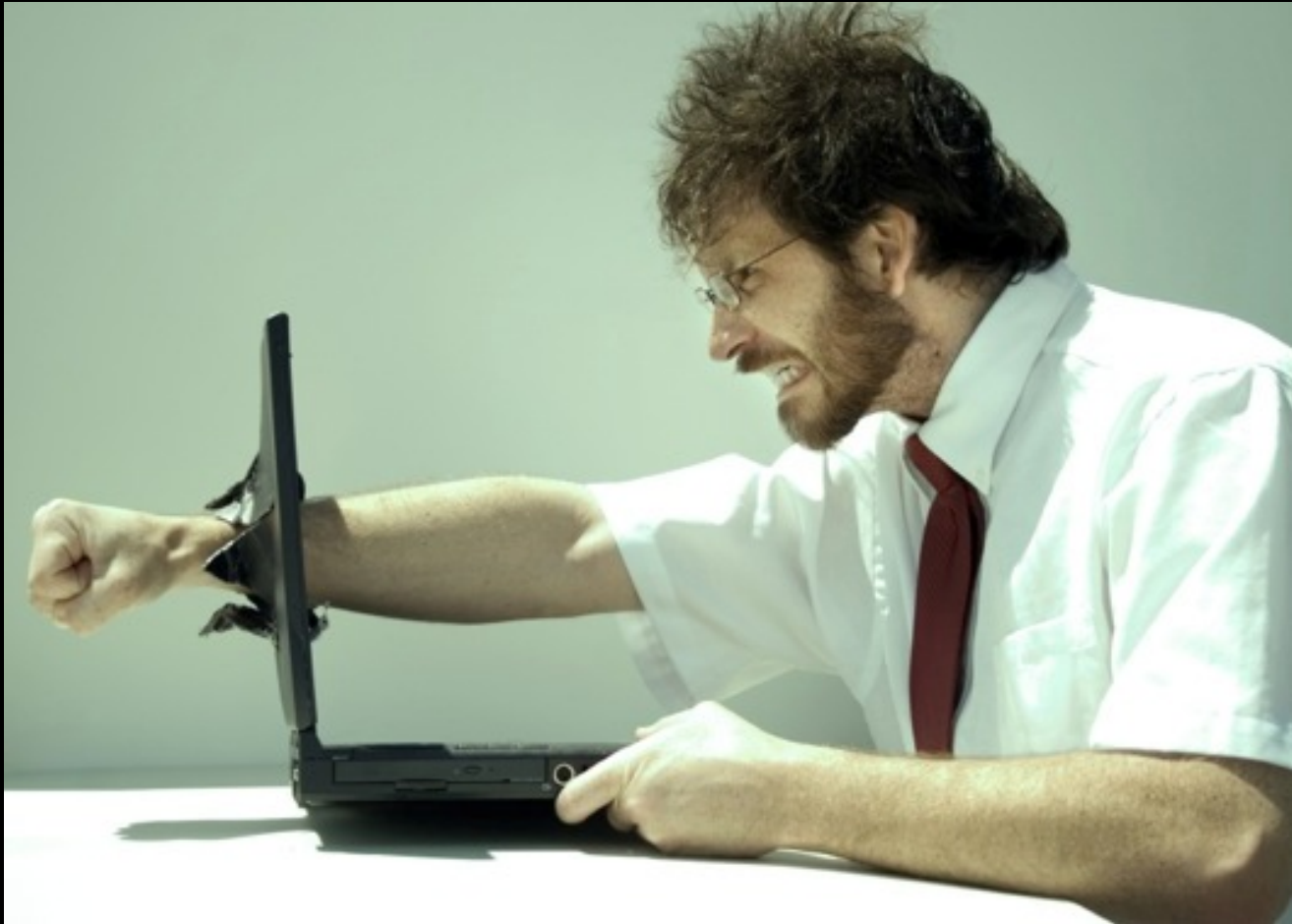


Health Subcommittees (69/34)

www.finance.senate.gov/about/subcommittees/

www.energycommerce.house.gov

Email Lacks Context



Use The Phone



You Can Be An Expert



“Where facts are few, experts are many.”

Daniel R. Gannon

How To Question CMS



How CMS Answers Questions



The Buck Never Stops



Stay Focused



Do Not To Let Go



Get Help



Collateral Benefits



Peer-to-Peer

It Is Worth The Ride



Capitol & Capital



Dover, Delaware

Please Hold Your ?s



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