**DECEMBER 2021** 

GOVID VACCINE FACTS FOR NURSES

COVID VACCINE FACTS FOR NURSES

## Impact Report

INTRODUCTION

With support from Johnson & Johnson and the American Nurses Foundation, the American Nurses Association formed a collaboration with 21 nursing organizations to share common and scientifically-accurate messages about COVID-19 vaccinations.

The digital campaign, COVID Vaccine Facts for Nurses (CVF4N), armed American nurses with the latest facts and information, empowering them to educate their vaccine-hesitant co-workers, patients, families, and communities about the importance of receiving a COVID-19 vaccine.





























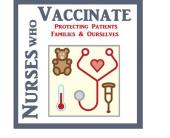






















"The collaboration between the nursing organizations has been effective in addressing the needs of the collective patient community."

## What collaborators have stated about the campaign:

"Highlighting the work of each organization related to COVID has been helpful. Learning from the different specialties has also been beneficial."

"A positive opportunity for our organization to demonstrate commitment to advocacy on behalf of nurses – also, the opportunity to partner with the wider nursing community."

"The program assets have absolutely been useful! Having the assets provided by ANA and the agency has been essential to the campaign's success. It is great to have packaged content for social (especially where we can add our own logos)."

#### INTRODUCTION

## **Collective Goals**



Increase COVID-19 vaccine adoption among vaccine-hesitant nurses



Mobilize nurses to share vaccine information with patients, particularly in communities of color



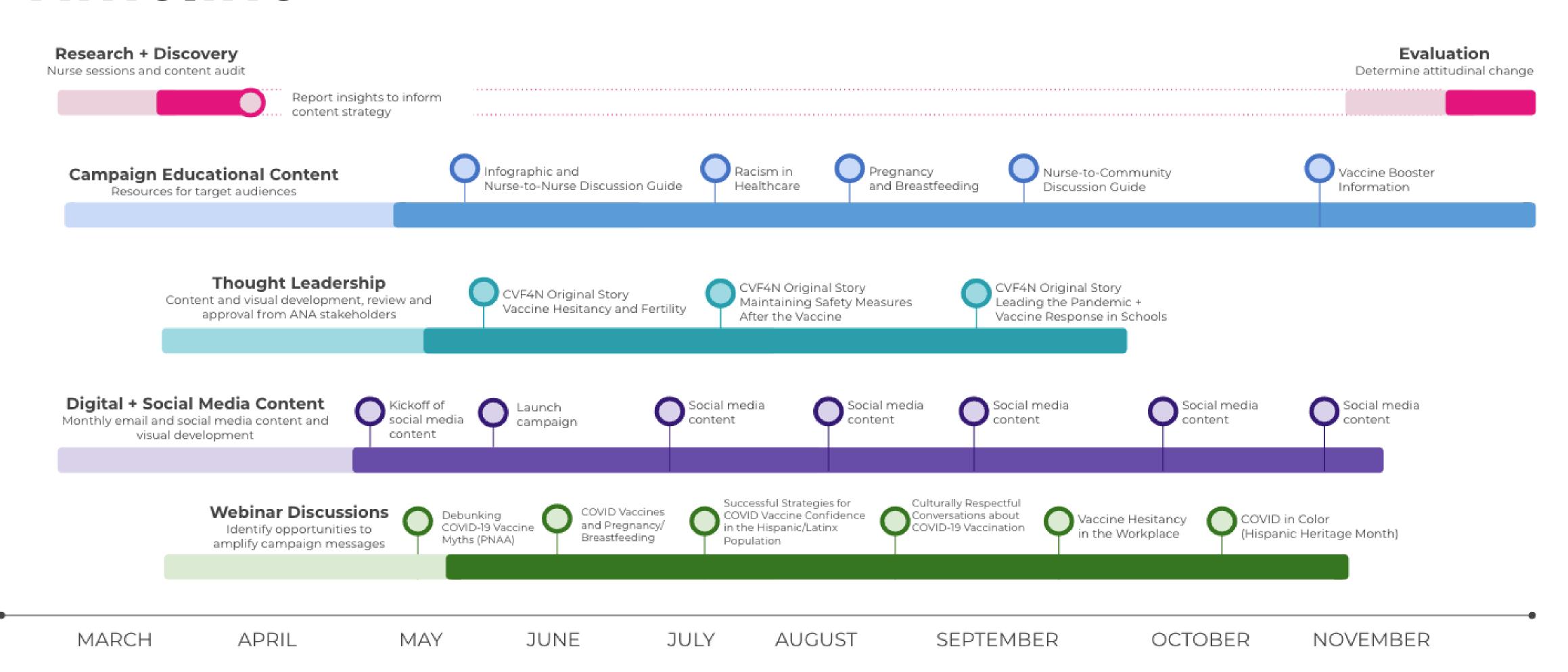
Position the COVID Vaccine
Facts for Nurses (CVF4N)
campaign as the premier
source for reliable COVID-19
vaccine information for nurses



Break through the clutter and misinformation about the COVID-19 vaccine in social marketing directed at nurses

INTRODUCTION

## Timeline





**SUCCESS SNAPSHOT** 

Through a multi-channel communications strategy, prioritization was placed on key digital platforms to elevate campaign messages, shifting content to meet rapidly evolving changes in COVID-19 vaccine information and addressing nurses' concerns.

#### STRATEGIC PHILOSOPHY



#### Listen

Use surveys, town hall meetings, and other mechanisms to actively identify and rapidly address concerns from the nursing community.



#### **Educate**

Provide materials for nurses to use in educating themselves, their patients, and their communities on the COVID-19 vaccines. Particular attention to addressing the needs of at-risk communities.



#### **Share**

Collaboratively provide key open-source resources with nurses and organizations in user-friendly environment.



**Amplify** 

Exponentially increase the reach of educational materials related to the vaccines. Build reach and engagement across the nursing community.



**SUCCESS SNAPSHOT** 

## Campaign Dashboard

	GOAL	RESULT	STATUS	
1	Build coalition of 16 nursing organizations with special focus on nurses of color	23 Confirmed Organizations including ANA and ANF 8 Nursing organizations for ethnic nurses 750,000 nurses combined reach	Exceeded	144%
2	Develop materials to be shared across organizations			
	3 Full Topic Webinars	9 Completed Webinars	Exceeded	300%
	5 Short Info and Q & A Videos	3 Explainer Videos Completed 2 VAX Stars Nurse Videos 9 Q+A videos with ANA subject matter experts 12 Q+A videos with collaborator SMEs	Exceeded	500%
	5 Infographics	5 Completed Infographics	Completed	100%
	Hold 10 town hall style meetings	11 Completed events	Exceeded	110%
	Reach 1,000,000 nurses nationally utilizing digital media tactics	4,600,000+ combined social media impressions	Exceeded	459%
3	Expand the volume of conversation across media platforms about vaccine hesitancy among nurses and evidence-based COVID-19 vaccine safety and efficacy	20+ citations related to CVF4N work in local, trade, and national news outlets 4 Completed articles or blogs 2.78% organic social media engagement rate	Completed	
4	Drive 100,000 clicks to the campaign website (web visitors)	106,000+ website visitors 13% return visitors 160,000 website pageviews	Exceeded	105%





**AUDIENCE SPOTLIGHT** 

## Reaching BIPOC Nurses

One of the key goals of the COVID Vaccine Facts for Nurses campaign was to reach Black, Indigenous and People of Color (BIPOC). To this end, 8 nursing organizations – representing 36,500 members – joined the collaboration.

The campaign honored these organizations by hosting COVID in Color Conversations on how the pandemic affected their populations. Six out of the 11 town hall events (55%) were focused on diversity issues.



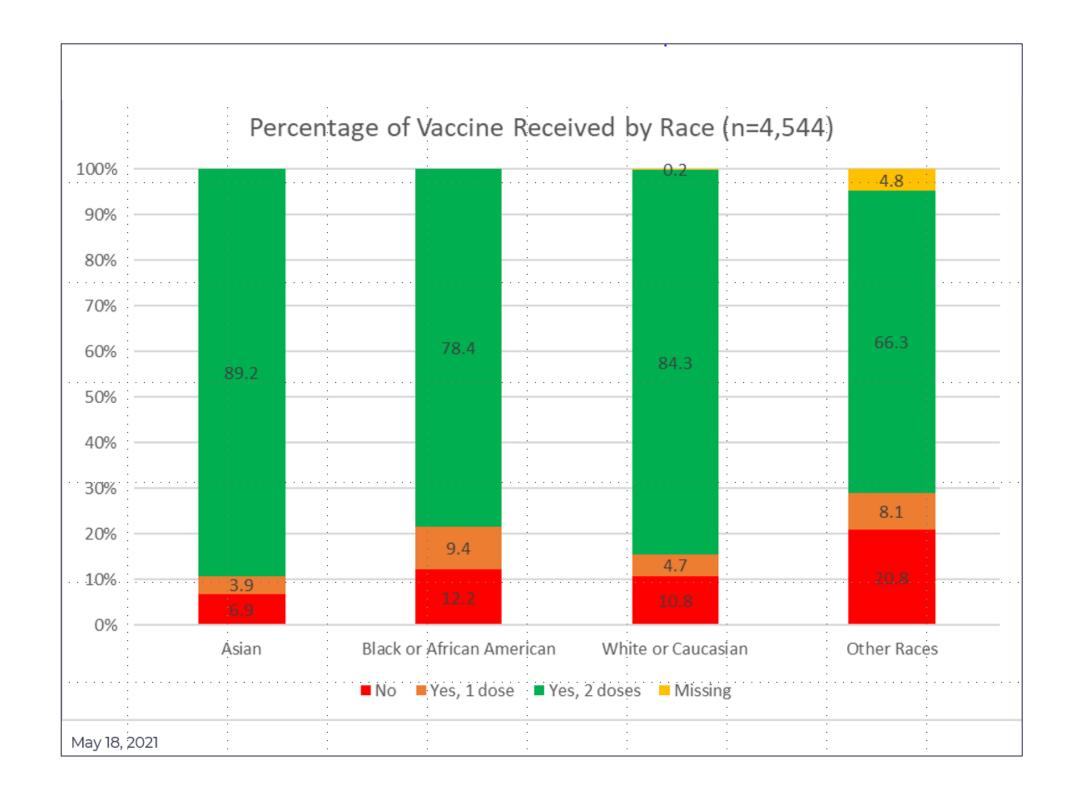
35% of the collaborating organizations represented nurses of color

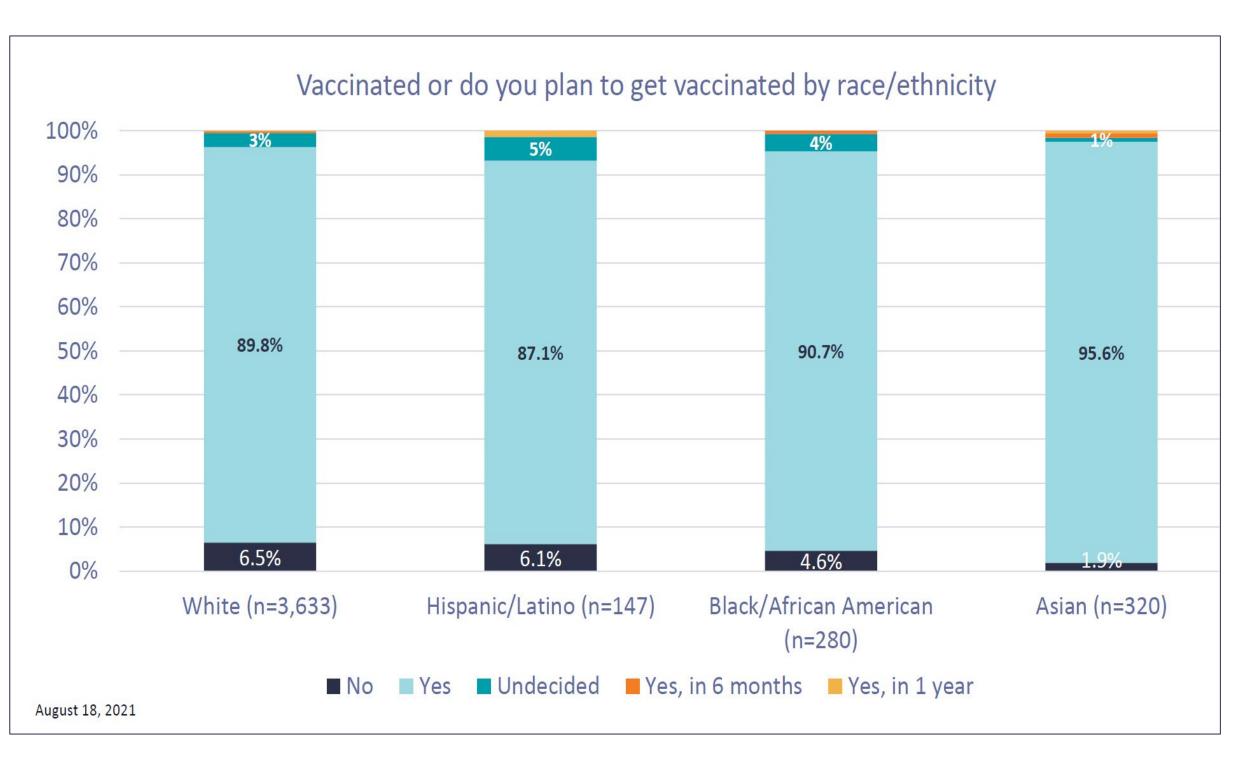


**AUDIENCE SPOTLIGHT** 

## Reaching BIPOC Nurses

Survey data from both April and August 2021 showed that there were only minor differences in vaccination rates by race/ethnicity.





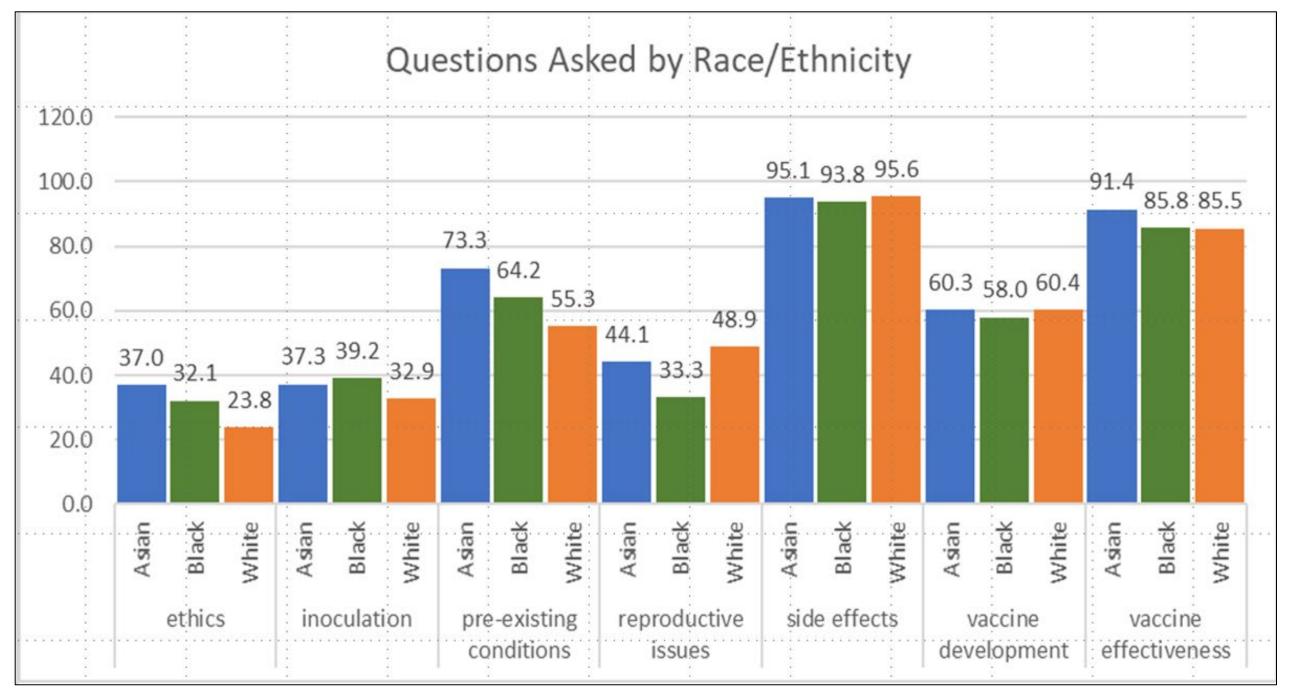
**AUDIENCE SPOTLIGHT** 

## Reaching BIPOC Nurses

The results of the initial program survey in April 2021 were examined by race/ethnicity. Nurses were asked what kinds of questions and concerns they were hearing from patients. While there are some differences within each category, the overall order of the topics was the same across race/ethnicity.

The campaign expressly using people and images that were representative across races and ethnicities. to provide information/answers that were meaningful and relevant. Most campaign assets were translated into Spanish and Tagalog.

Q. What types of questions are you asked about vaccination?





ANA and collaborating organizations developed a campaign communications strategy, identifying universal themes that would connect and resonate with nurses, healthcare providers, and the larger community.

These themes were validated and further refined using a survey to determine which areas most concerned the target audience related to the COVID-19 vaccines. Three overarching campaign topics were selected based on survey results to ground information and guide content.



Real Stories From Real Nurses

Nurses for Vaccines



## Science Behind Vaccines

With the rise of misinformation about the COVID-19 vaccines and the desire for reliable sources, nurses sought accurate, expert vaccine information for themselves and their patients. Science Behind Vaccines content was developed to address concerns and dispel myths.

To combat the vaccine misinformation on social media, a large majority of Science Behind Vaccines content was shared through Facebook and Twitter.



"In my role as an Occupational Health Nurse, I oversee employees in 6 states. The COVID Vaccine Facts for Nurses web site ensures that I have up-to-date information on the pandemic and expert perspectives about the safety, efficacy, and importance of COVID-19 vaccines."

- EILEEN MALONEY-WHITE, BSC, RN, LNC-CSP, COHN COHN(C), CCWS, FACLNC OCCUPATIONAL HEALTH NURSE

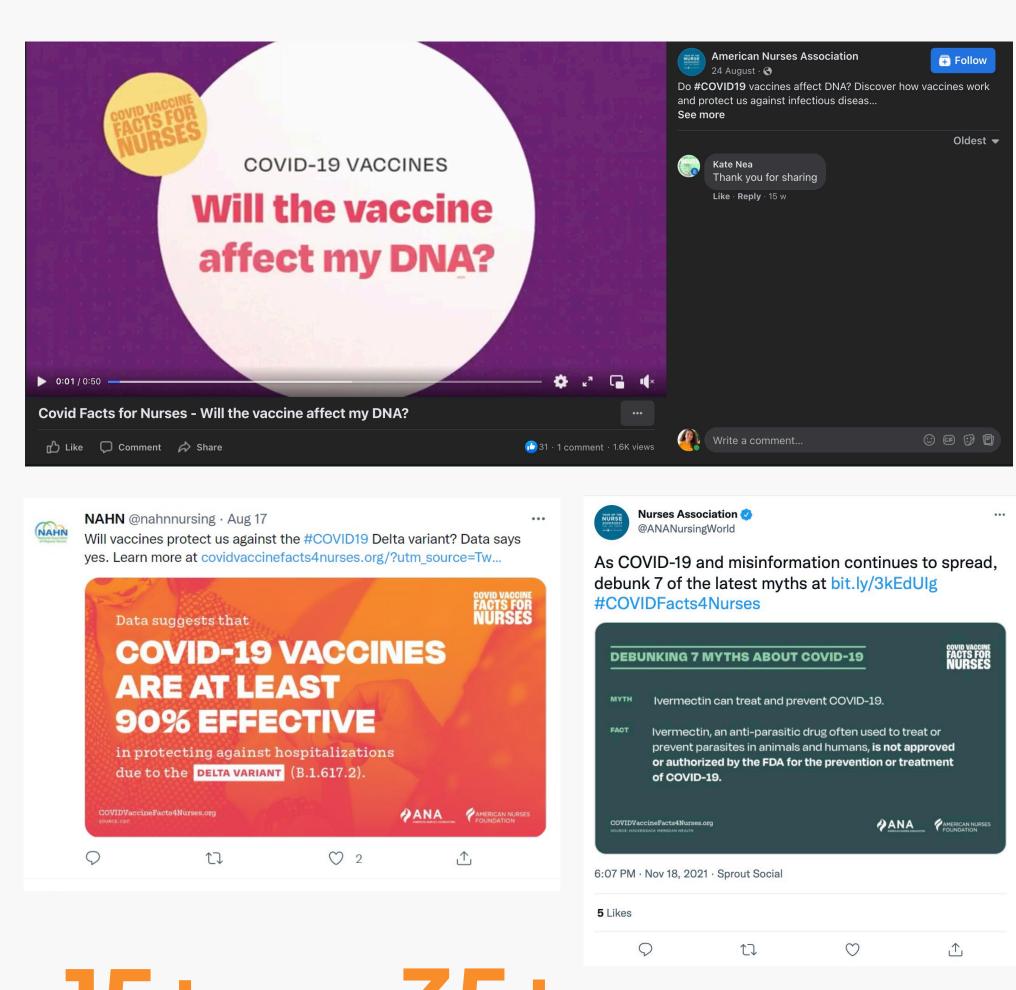
### Science Behind Vaccines

#### **Priority Topics:**

- Side effects/allergic reactions of the vaccine
- Pre-existing allergies
- Vaccine and fertility, pregnancy, and breastfeeding
- Vaccine immunity

"The COVID vaccine debate has become a political nightmare. Our patients deserve factual, nonpolitical information to make an informed decision. This site allows nurses or other caregivers to find factual, up to date information to help make those difficult choices."

- TAMMY CARUTHERS, ED.D, MSN, RN-BC CLINIC ADMISSION COORDINATOR FRONTIER BEHAVIORAL HEALTH PSYCHIATRIC SERVICES





35+
Social Content Pieces



## Real Stories From Real Nurses

Focus groups conducted with participating nurse organizations leading up to the launch of the CVF4N campaign clearly showed that nurses were compelled by other nurses' experiences. By sharing personal stores, nurses were enabled and empowered to connect with each other and their communities.

Authentic stories on Facebook and LinkedIn were shared to facilitate greater engagement between those telling their stories and their online communities. " I think it's challenging to go and speak to someone about getting [vaccinated] but turning around in the next breath and say, "no, I didn't get [the vaccine]." So just being able to speak to concerns and share personal experience made it much easier to talk about and more receptive to receive."

- NURSE PARTICIPANT, RESEARCH AND DISCOVERY REPORT

## Real Stories From Real Nurses

#### **Priority Topics:**

- How nurses talk to patients about getting vaccinated
- Understanding variants and their impact on day-to-day work
- "As a nurse, who is "fully vaccinated", it is important to share my story of trepidation when I first learned of the vaccines with nurse colleagues. Should they voice their fears or skepticism, I show them the #CVF4N website and steer them to the FAQs as well as the other valuable COVID-19 evidence-based resources. I challenge them to be informed consumers, no different than their patients, with the hope that they will follow the science."
  - SHEILA CALDWELL, BSN, RN, CSN-NJ



20+
Social Content
Pieces

5+
Digital Ads



### Nurses For Vaccines

American nurses work hard to provide their colleagues, patients, and communities with the resources needed to make informed vaccination decisions. Highlighting the work nurses within participating organizations and the nursing network at large provided inspiration and amplification for frontline nurses to address vaccine hesitancy within their communities.

Nurses For Vaccines content was primarily shared on Twitter and LinkedIn where there is space for educated discourse on social issues.



"School nurses are among the public health nurses who are most vital to controlling COVID-19, including our work in infection control and vaccine rollout. I've started a science first campaign here in Illinois, lead by IASN, to promote and educate the public about the importance of COVID-19 vaccines and have seen an increase in the uptake in my own community using COVID Vaccine Facts for Nurses."

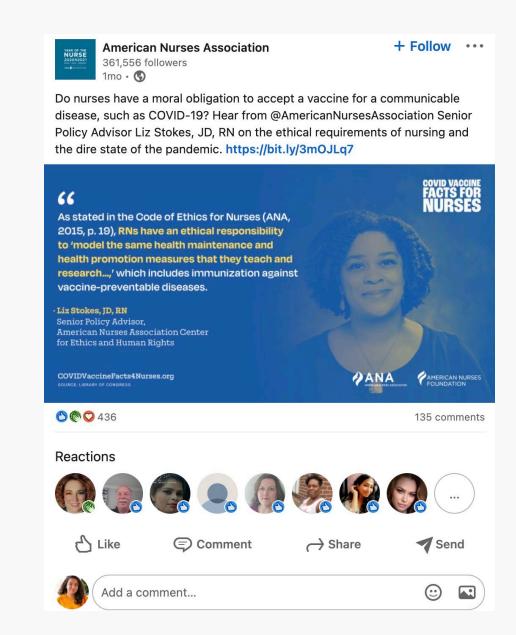
- GLORIA E. BARRERA, MSN, RN, PEL-CSN PRESIDENT, INTL ASSOCIATION OF SCHOOL NURSES

### **Nurses For Vaccines**

#### **Priority Topics:**

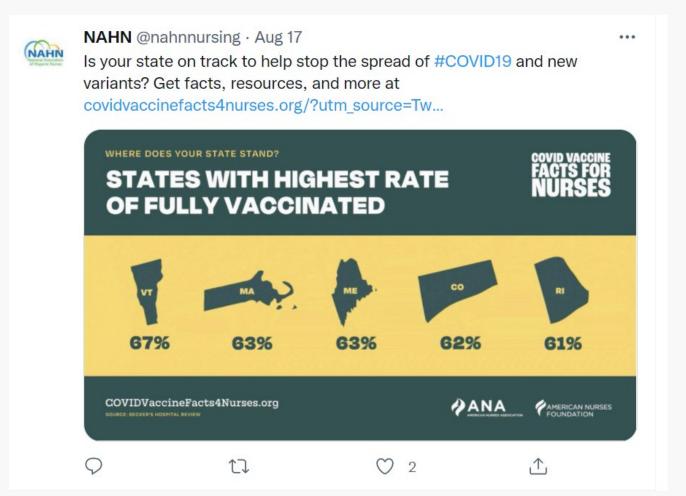
- Vaccine equity including access and historical atrocities that lead to hesitancy
- Vaccines as a way to reconnect with community

- "I shared this site with my nursing students because it was so informative. The webinar on Vaccine Hesitancy using the Model of Inference and the information therein was put to use immediately in their population health clinicals."
  - JOAN M. CALEY, MS, RN, ARNP, PHCNS-BC, NEA-BC







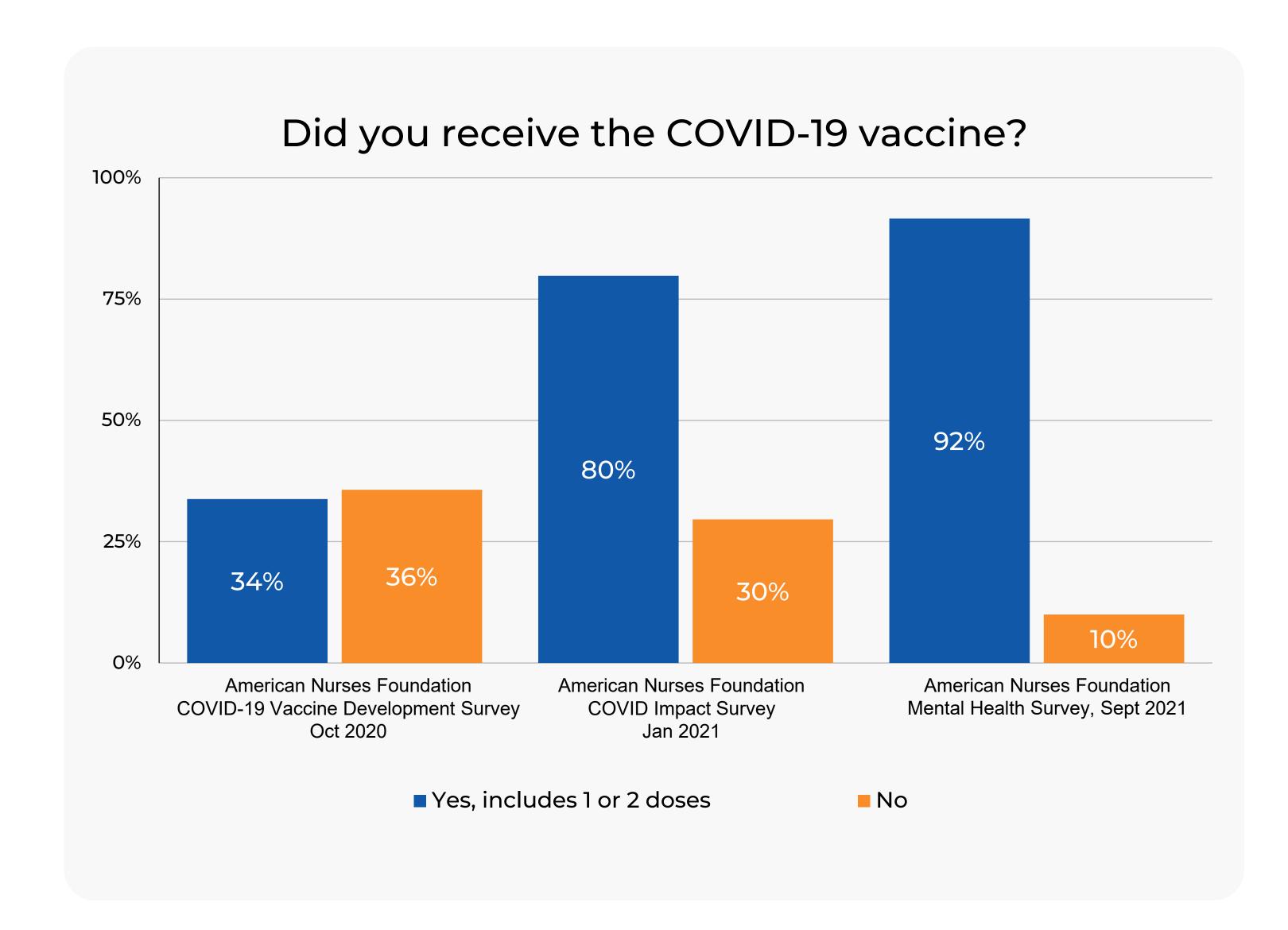




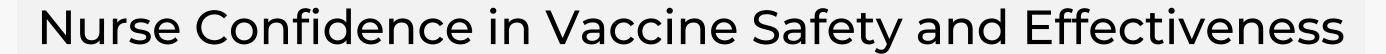
## Since the start of the CVF4N campaign, there has been a <u>sharp rise</u> in nurses receiving the COVID-19 vaccine.

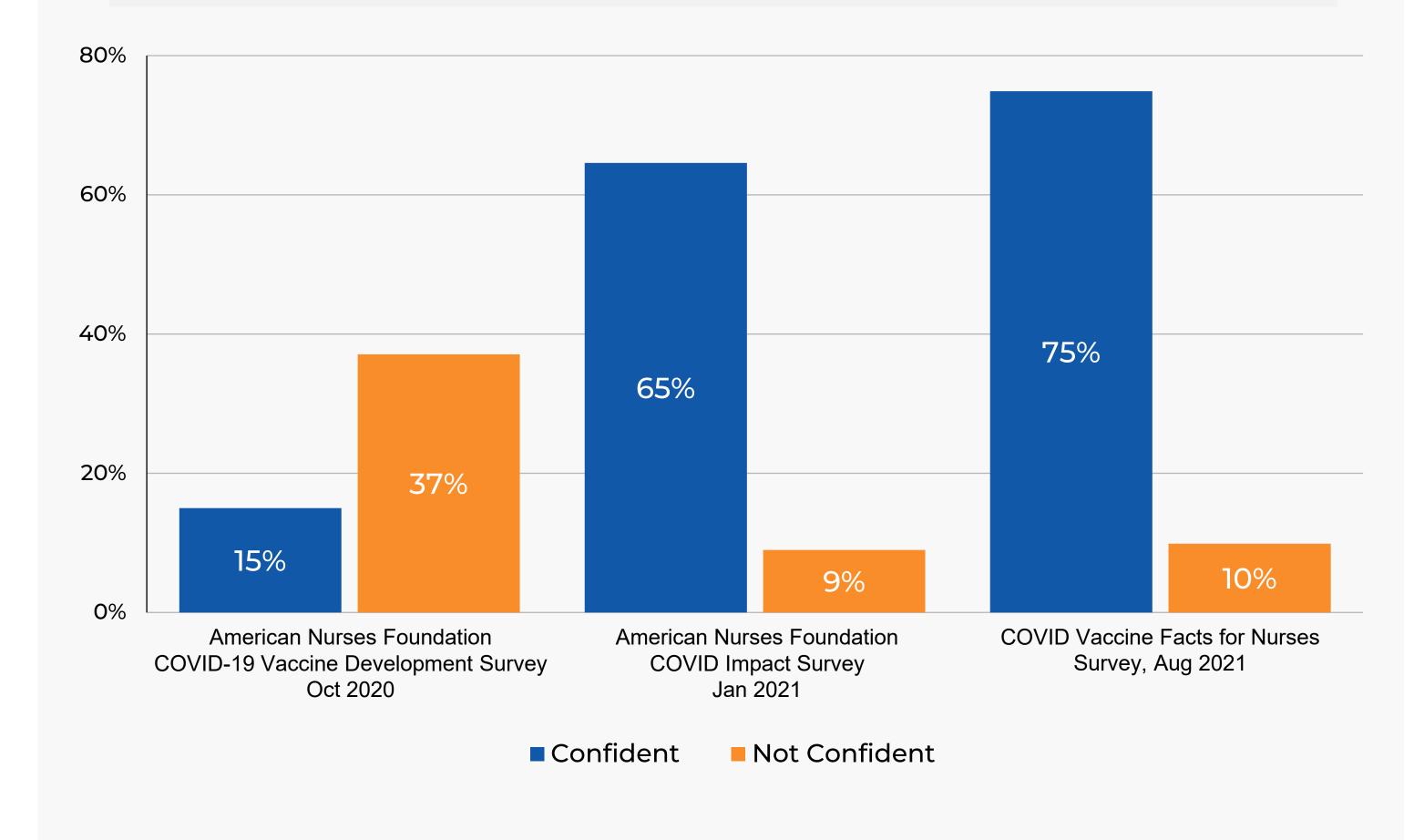
By arming nurses with the resources needed to make an educated decision about getting vaccinated and sharing their story and knowledge with patients and colleagues, the COVID Vaccine Facts For Nurses campaign contributed to the larger movement to stop the spread of COVID-19.

## Nurses are Vaccinated.

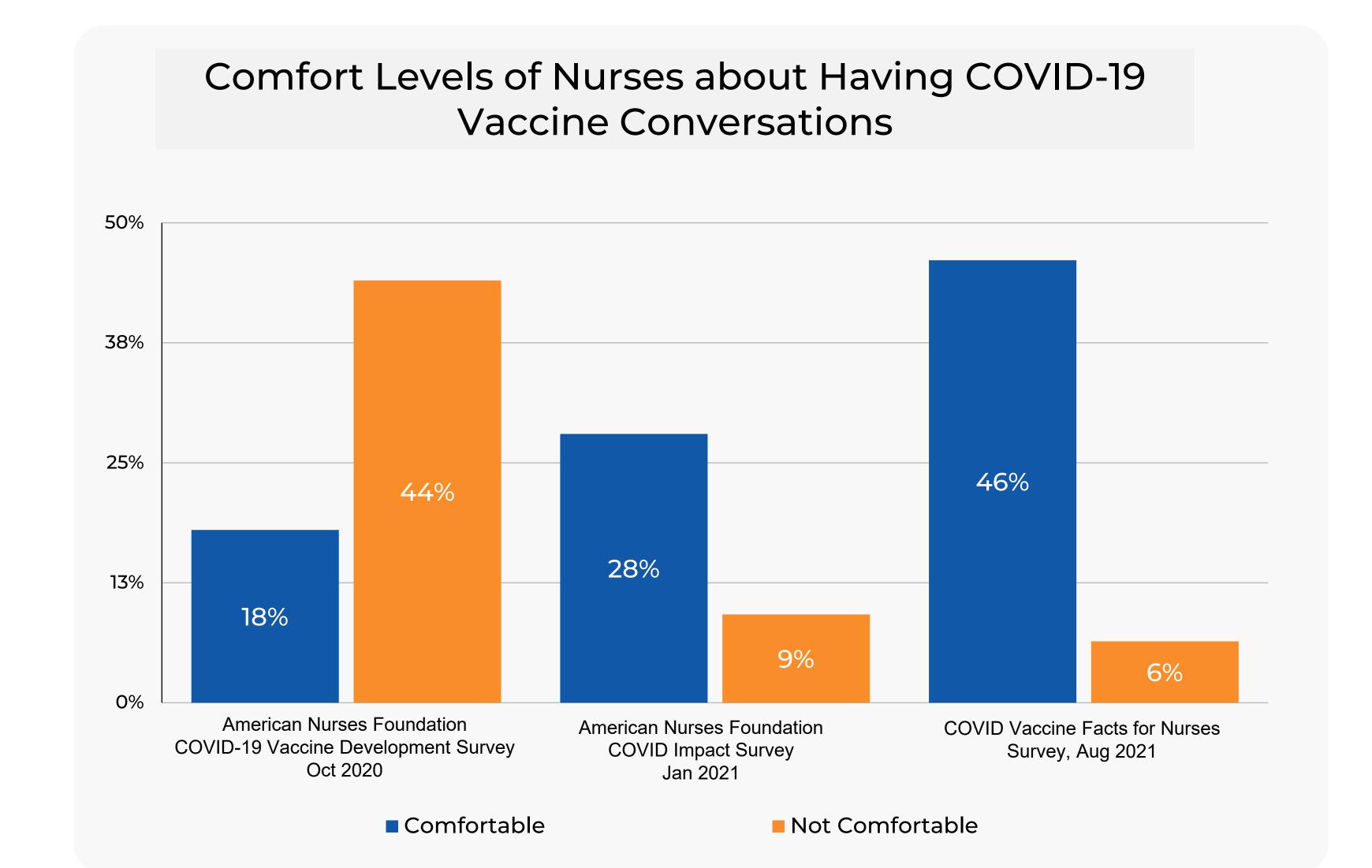


# Nurses think COVID vaccines are safe and effective.



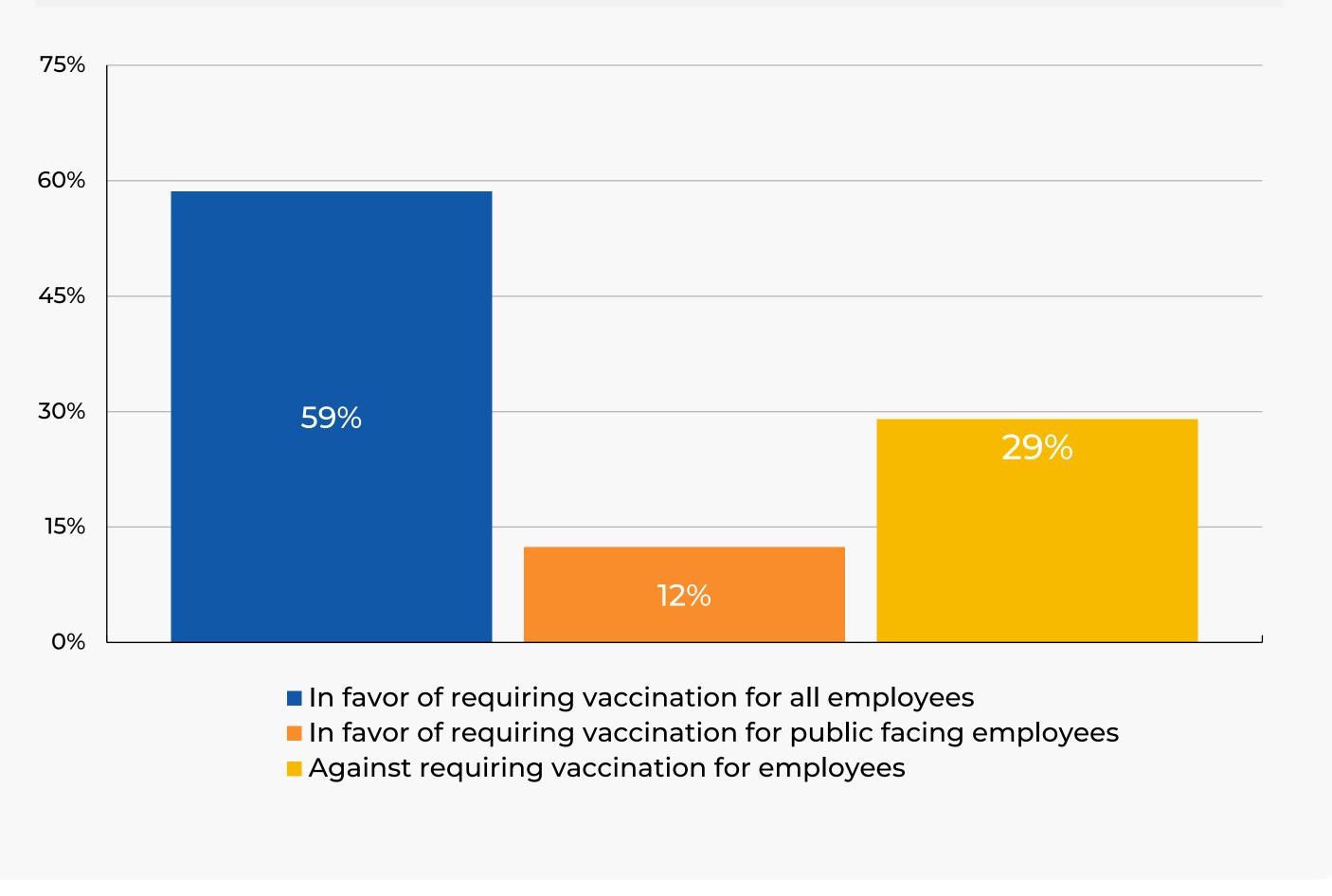


# Nurses are comfortable discussing the vaccine.



# Nurses have mixed feelings about vaccine mandates.

## How do you feel about employers requiring vaccination for continued employment?



# Concerns/Ongoing questions about the COVID-19 vaccine\*

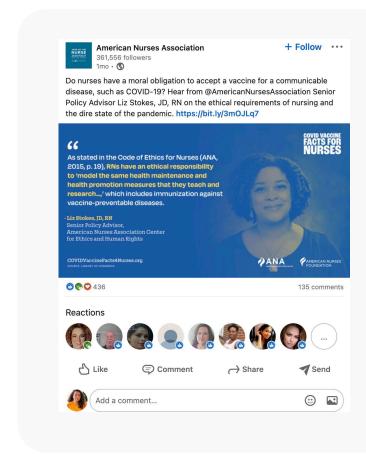
#### Data pulled from:

American Nurses Foundation COVID-19 Vaccine Development Survey, Oct 2020 American Nurses Foundation Innovation Survey, Oct 2020 American Nurses Foundation COVID Impact Survey, Jan 2021 COVID Vaccine Facts for Nurses Survey, April 2021 COVID Vaccine Facts for Nurses Survey, August 2021

		:	:	
CONCERN	OCT 2020	JAN 2021	<b>APRIL 2021</b>	AUG 21
Skeptical/unclear of clinical trials process (1)	75%			
Skeptical/unclear of vaccine approval process (2)	70%			
1 & 2 combined		50%	49%	
Vaccine development too quick		55%	84%	
Not enough info about vaccine safety, side effects	<b>79</b> %	50%		
Side effects			95%	54%
Info about vaccine			50%	
Mistrust information about vaccine development	50%		42%	
Immunity/how long vaccines protect			64%	58%
Boosters			56%	
Protection against COVID-19 variants			50%	

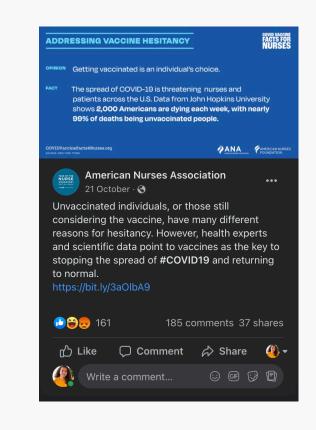
<sup>\*</sup> Use for trending only, questions asked in different ways across surveys

## Highest Performing Content



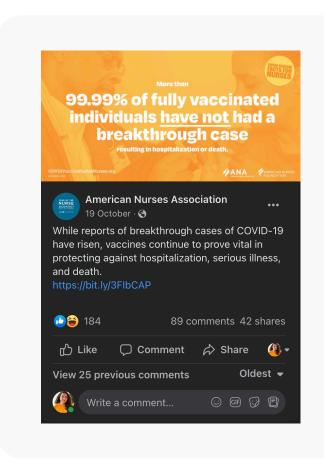
**Moral Obligation** 

2,790 engagements 2,167 clicks 47,004 impressions



Addressing **Vaccine Hesitancy** 

1,770 engagements 1,258 clicks 26,066 impressions



COVID-19 **Breakthrough Cases** 

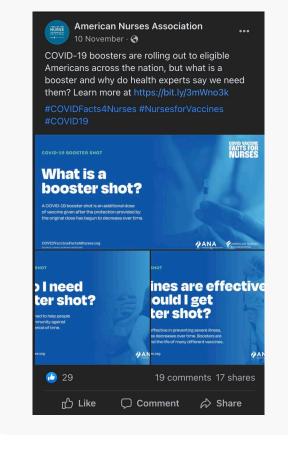
1,384 engagements 984 clicks 26,703 impressions

Includes paid social boost



**Vaccine Hesitancy** in the Workplace

855 engagements 653 clicks 40,070 impressions



**COVID-19 Boosters** 

527 engagements 440 clicks 23,488 impressions



### In hindsight, what could have been done differently:

Used more time at the beginning of the program to add functionality and sophistication to the microsite platform rather than focusing on speed of standing up the system

Created a more detailed production schedule for the campaign deliverables

Decided on metrics, data, and reporting preferences at the start of the campaign

Written more specific expectations into the collaborator agreements

### Most proud of the . . .

Impact,
reach,
and results

stemming from true collaboration – in message, images, dialog, and collegiality – across 23 different nursing and public health organizations.

















































## With the launch of COVID-19 vaccines at the start of 2021, nurses in America faced more COVID-19 cases and deaths than anywhere else around the world.

CDC data (as of December 2021) shows nearly 78% of eligible Americans have received at least one vaccination shot, with nurse vaccinations increasing from 40% to 88% since the beginning of the COVID Vaccine Facts for Nurses campaign.

Additionally, early data from the CVF4N survey in July 2020 told a promising story as Americans lined-up for booster shots and more than 67% of nurse-parents plan to vaccinate their children (ages 5-11).

40% -- 88%

Increase in Nurse Vaccinations since the beginning of the COVID Vaccine Facts for Nurses Campaign

The COVID Vaccine Facts for Nurses campaign played a strong supporting role in moving the needle on nurse vaccination.



## COVID VACCINE FACTS FOR NURSES

## CVF4N Detailed Program Tracking

**View Full Report** 

#### COVID Vaccine Facts for Nurses: ANA SmartBrief Placements

As of December 10, 2021

SmartBrief Content Performance by Story URL

Date Range: Industry: 01-01-20 Health C

ANA

**COVID Vaccine Facts for Nurses: Detailed Paid Social Stats** 

As of December 10, 2021

Note: CTR is calculated usin

 Issue Date
 Publicati

 03/16/2021
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 03/17/2021
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03/29/2021 ANA 03/30/2021 ANA 03/31/2021 ANA 04/01/2021 ANA 04/02/2021 ANA 04/05/2021 ANA

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**ANA Paid Social Tracking** 

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Platform Campaign name Rundate End Rundate Start [Facebook] Covid Facts 4 Nurses 5/27/2021 6/5/2021 Facebook [Facebook] Covid Facts 4 Nurses 5/27/2021 6/5/2021 Facebook 6/23/2021 Facebook [Facebook] COVID Facts 4 Nurses - June 2021 6/14/2021 [Facebook] COVID Facts 4 Nurses - July 2021 7/20/2021 7/21/2021 Facebook 7/20/2021 7/21/2021 Facebook [Facebook] COVID Facts 4 Nurses - July 2021

#### **COVID Vaccine Facts for Nurses: Summary Stats**

As of December 10, 2021

WEEKLY SUMMARY

		Posts		Impressions		Clicks			Engage	
ORGANIC Social	Posts	Total	Impressions	Total	Clicks	Total	% Click	Engage	Total	% Engage
Facebook	3	433	8,805	1,298,104	33	7,206	0.56%	22	32,503	2.50%
Twitter	3	401	821	266,934	-	6,579	2.46%	3	11,783	4.41%
LinkedIN	3	13,291	1,124	149,503	17	3,552	2.38%	18	3,461	2.32%
Instagram	-	162	-	102,575	3	474	0.46%	1	1,106	1.08%
IG Stories	-	46	-	11,036	-	23	0.21%	-	32	0.29%
Grand Total	9	14,333	10,750	1,828,152	53	17,834	1.21%	43	48,885	2.12%
Engagement rates						0.98%			2.67%	
Last week		527		740,625						

PAID Social	Impressions	Clicks	Click %	Results	Results %
Facebook	2,332,487	35,853	3.46%	45,579	26.50%
LinkedIN	167,993	220	0.35%	104,214	1.05%
Twitter	261,578	523	0.36%	523	0.22%
Grand Total	2,762,058	36,596	1.50%	150,316	20.86%
ALL Social Media	4,590,210	54,430	1.36%	199,201	11.49%

#### MICROSITE stats

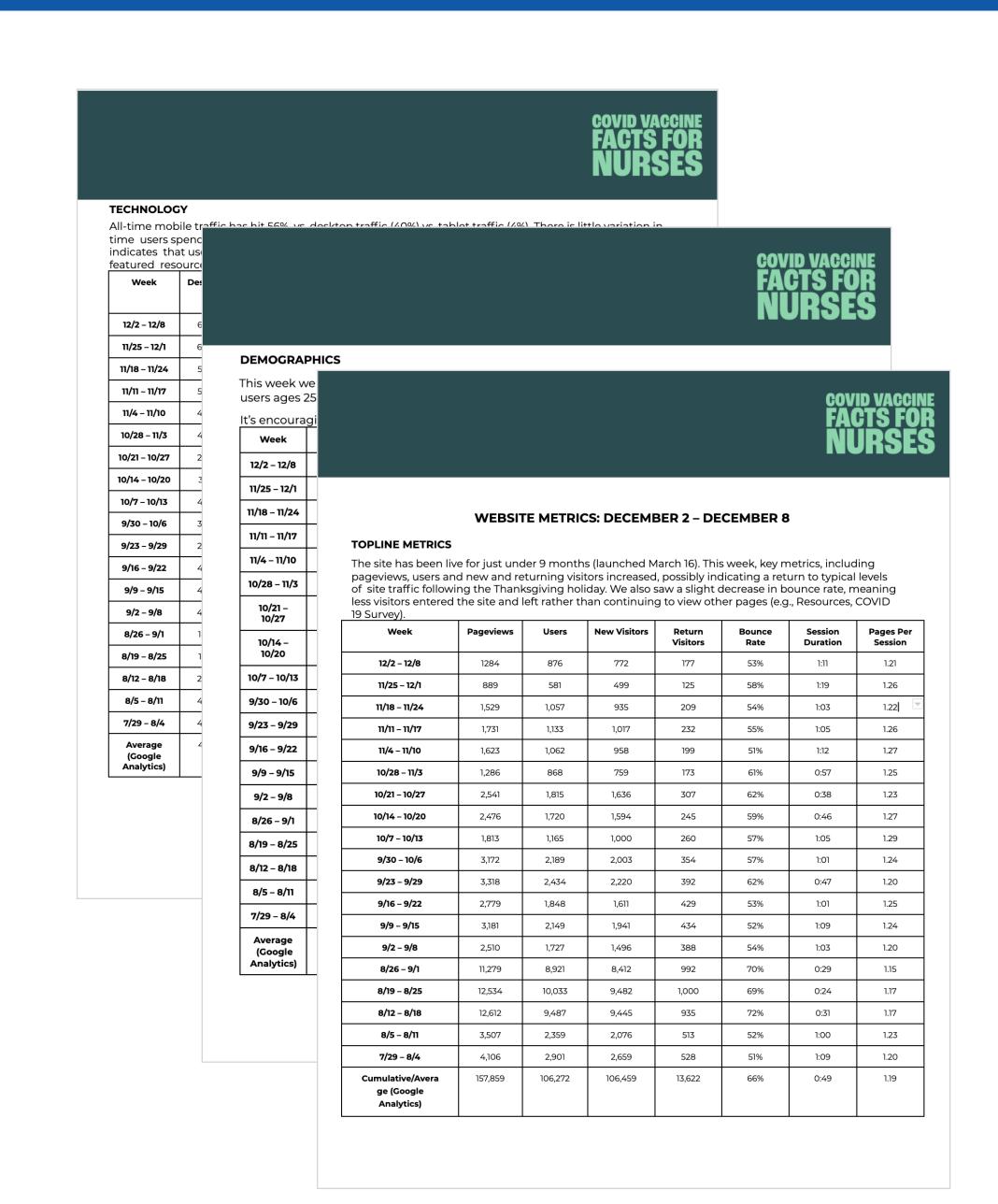
Week	Pageviews	Users	New Visitors	Return Visitors	Bounce Rate	Session Duration	Pages Per Session
Cumulative/Average	157,859	106,272	106,459	13,622	66%	0:49	1.19
Change from last week	44%	51%	55%	42%	-9%	-10%	-4%
12/2 – 12/8	1,284	876	772	177	53%	1:11	1.21

Media# PlacementsImpressionsClicksClick thru RateANA SmartBrief17234,569,03538,6520.11%Media Citations16n/a

## COVID VACCINE FACTS FOR NURSES

### CVF4N Microsite Report

**View Full Report** 



## Attendance at Events

Count	Events	Organization Lead	Date	Reach/ Registration	Attended
		0.01.0	4 0	0.500	4.000
1	Webinar: Boosting Vaccine Confidence in Minority Populations	ANA	1-Apr	9,560	4,289
	7 3 1 /	NAPNAP	24-Jun	$\vdash$	3,965
2		NAPNAP			2,048
3		NAPNAP			526
4		NAPNAP			811
5		NAPNAP			580
6	Webinar: Addressing Vaccine Misinformation in Nurses	Sigma	29-Jun	1,138	619
7	Workshop: Communication Skills: Engaging the Vaccine Hesitant	CM Partners, ANA	2-Aug	400	100
8	Workshop: Communication Skills: Engaging the Vaccine Hesitant	CM Partners, ANA	16-Aug	475	150
9	Vaccine Mandates and the Nursing Code of Ethics	ANA	30-Nov		
	Total: Full Topic Webinars			11,573	9,123
1	Explainer Videos: Will the vaccine affect my DNA?	ANA			
	Explainer Video: Can Vaccines Help Us Stay Ahead of #COVID19 Mutations?	ANA		<del>                                     </del>	
	Explainer Video: Do I need a vaccine if I've had COVID-19?	ANA			
4	VAX Stars	ANA		<del>                                     </del>	
		ANA		<del>                                     </del>	
	Total: Short Videos	7 11 47 1			
1	COVID Vaccines and You: A Livestream Town Hall for Healthcare Providers	OJNA	20-Apr	500	500
2	COVID Vaccines: What's in it for me (in Yiddish) teleconference	OJNA	9-May	NA	2,500
3	Debunking COVID-19 Vaccine Myths	PNAA	11-May	127	88
4	Town Hall Meeting on COVID Vaccines and Pregnancy/Breastfeeding	AHWONN	27-May	1,342	367
5	Men's Health Network: COVID-19 vaccine hesitancy in men (Men's Health Month)	MHN	3-Jun	741,983	741,983
	COVID in Color Conversation: Celebration and Challenges of AAPI Nurses in the Age of COVID				
6	American, Pacific Islander Heritage Month)	AAPINA, NAINA, PNAA	5-Jun	320	50
7	Twitter chat: Successful Strategies for COVID Vaccine Confidence in the Hispanic/Latinx Pop	(NEATHON)	13-Jul	100	
8		NASN, APIC, NAPNAP	27-Jul	1,000	
	Culturally Respectful Conversations about COVID-19 Vaccination: Nurses Facilitating Informe	TONG	F A		4.40
9	Decision-Making by Diverse Community Members	TCNS	5-Aug	265	149
10	Vaccine Hesitancy in the Workplace	AAOHN	22-Sep	886	242
11	COVID in Color Conversation (Hispanic-Latino Heritage Month)	NAHN	5-Oct	326	70
	Total: Town Halls			746,849	745,949
	Lose Monie Hoalth Notwork			1,066	2 966

Less Men's Health Network 4,866 3,966

TOTAL REACH

758,422 755,072

Less Men's Health

16,439 13,089

**View Full Calendar Here** 



#### Editorial Calendar

**ASSETS BY TOPIC** 

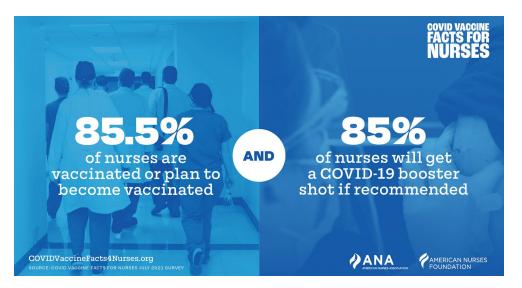


**Benefits vs Risks** 

39 Assets

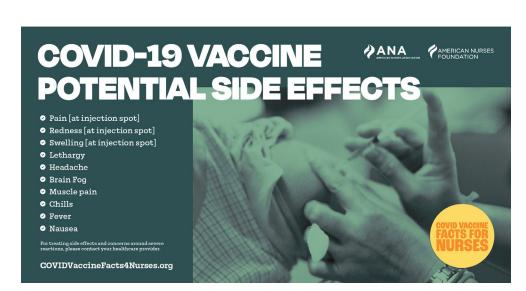


**Immunity** 17 Assets



**Boosters** 

5 Assets



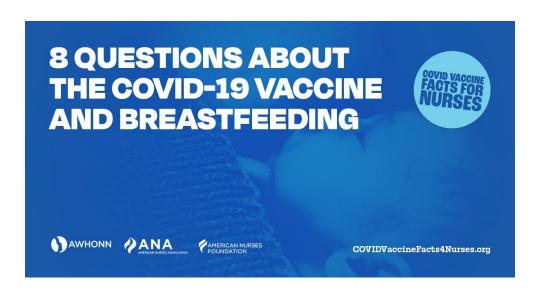
**Side Effects** 10 Assets



Effectiveness 25 Assets



Vaccine Development 20 Assets



**Fertility Issues** 6 Assets



**Variants** 8 Assets

**View Full Calendar Here** 



### Editorial Calendar

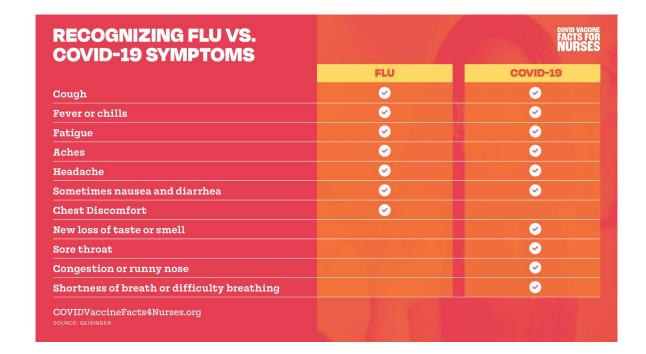
ASSETS BY CHANNEL

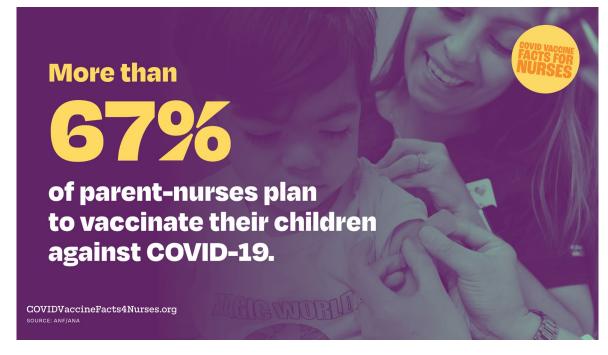
#### Facebook 34 Assets





#### Twitter 24 Assets





LinkedIn 15 Assets





39

#### Editorial Calendar

ASSETS BY TYPE



#### Webinars

Vaccine Hesitancy Training Videos

- 1. General COVID-19 Immunization Videos
- 2. Co-Admin and Catch Up
- 3. Vaccine Hesitant Family
- 4. Vaccine for Kids who had COVID
- 6. Boosting Vaccine Confidence in Minority Populations
- 7. Addressing Vaccine Misinformation in Nurses
- 8. Communication Skills: Engaging the Vaccine Hesitant (2x)
- 9. Vaccine Mandates and the Nursing Code of Ethics



#### **Short Videos**

**Explainer Videos** 

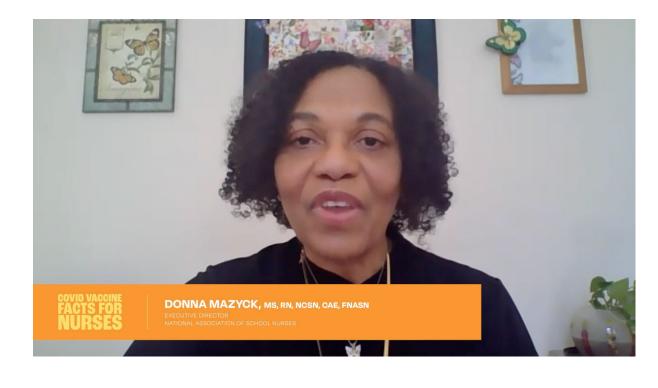
- 1. Will the vaccines affect my DNA?
- 2. Can vaccines help us stay ahead of #COVID-19 Mutations
- 3. Do I need a vaccine if I've had COVID-19?
- 4. VAX Stars Nurse Video #1
- 5. VAX Stars Nurse Video #2

Q+A videos with ANA subject matter experts

• 9 videos in total

Q+A videos with collaborator SMEs

12 videos in total



#### **Educational Events**

- 1. COVID Vaccines and You: A Livestream Town Hall for Healthcare Providers
- 2. COVID Vaccines Teleconference: What's in it for Me (in Yiddish)
- 3. Debunking COVID-19 Vaccine Myths
- 4. Town Hall Meeting on COVID Vaccines and Pregnancy/Breastfeeding
- 5. Men's Health Network: COVID-19
  Vaccine Hesitancy in Men (Men's
  Health Month)
- COVID in Color Conversation:
   Celebration and Challenges of AAPI
   Nurses in the Age of COVID (Asian-American, Pacific Islander Heritage Month)

- 7. Twitter Chat: Successful Strategies for COVID Vaccine Confidence in the Hispanic/Latinx Population
- 8. Town Hall Vaccines and Children, Preparing for a New School Year
- 9. Culturally Respectful Conversations about COVID-19 Vaccination: Nurses Facilitating Informed Decision-Making by Diverse Community Members
- 10. Vaccine Hesitancy in the Workplace11. COVID in Color Conversation (Hispanic-Latino Heritage Month)

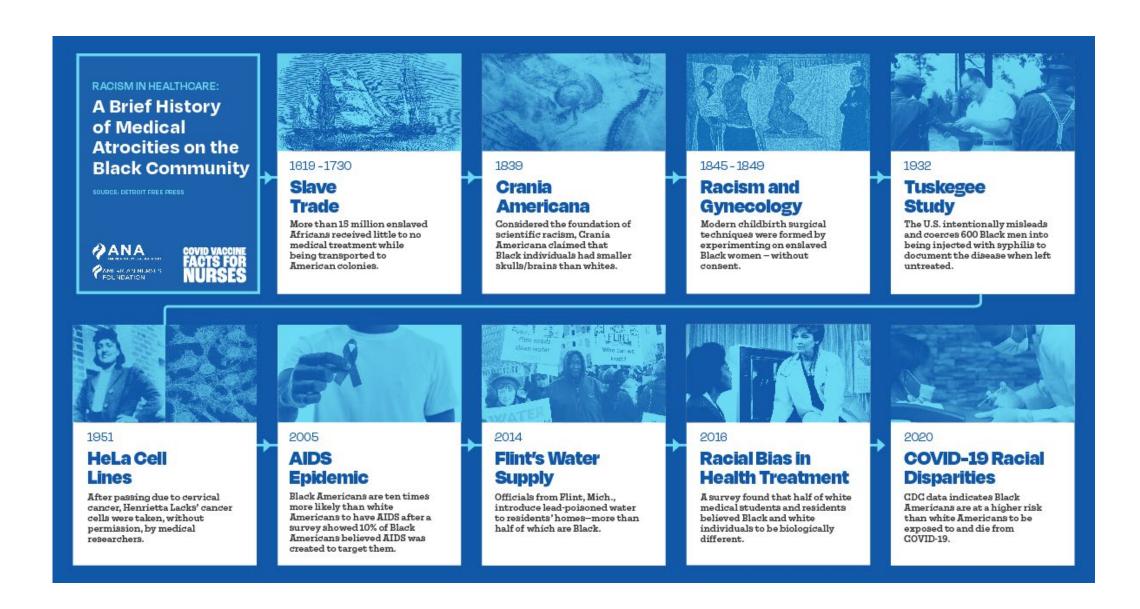


#### Editorial Calendar

**ASSETS BY TYPE** 

#### 5 Infographics

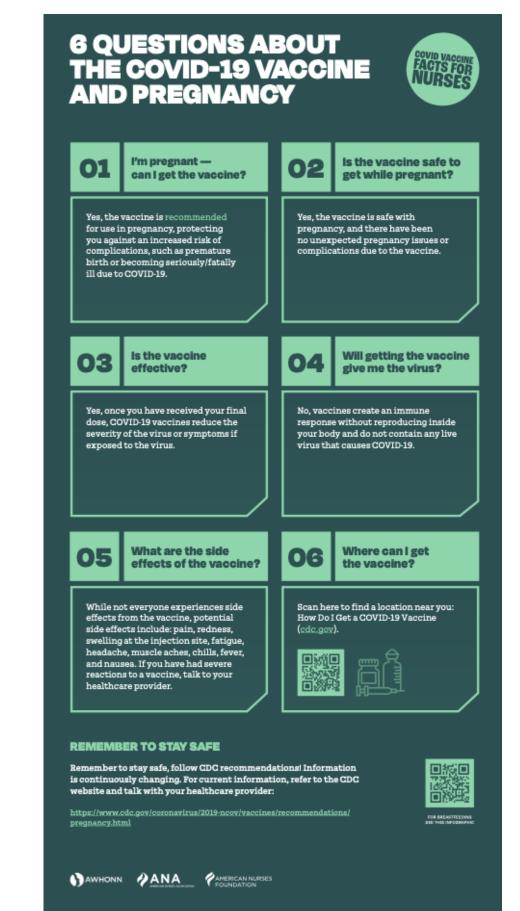
- 1. Nurses & Vaccine Confidence
- 2. Pregnancy & Breastfeeding
- 3. Pregnancy & Fertility
- 4. Racism in Healthcare: A Brief History of Medical Atrocities on the Black Community
- 5. Vaccine Booster Information



**COVID-19 VACCINES** 

#### **Nurses & Vaccine Confidence**





## List of Available Microsite Resources

**View Full Resource List** 

Na	me of Source	Topic Addressed Published Date		Last Updated	Category
1)	ANA COVID-19 Vaccine Web Page	Vaccine Development; Side Effects; Effectiveness	2/7/2021	2/11/2021	General
2)	ANA Immunize	Immunity; Effectiveness; Risks v. Benefits	2/7/2021	2/11/2021	General
3)	ANA's Official Position Statement, Immunizations	Benefits v. Risks	2/7/2021	4/22/2021	General
4)	Ad Council: What the Black Community Should Know About the COVID-19 Vaccines	Vaccine Development; Side Effects	2/7/2021	2/11/2021	Patient     Communities
5)	Guiding Principles for Nurses and the COVID-19 Vaccines	Vaccine Development; Risks v. Benefits	2/7/2021	4/22/2021	<ul><li>Immunization Info</li><li>Training &amp; Guidance</li></ul>
6)	ANA Underscores Nurses' Role In Successful Mass Vaccination Campaigns	Immunity	2/7/2021	2/11/2021	General
7)	For Physicians & Nurses: Answers to COVID-19 Vaccination Questions	Vaccine Development; Effectiveness; Side Effects	2/7/2021	2/11/2021	• FAQs
8)	CDC COVID Data Tracker - COVID-19	Immunity; Effectiveness	2/7/2021	2/11/2021	General

