**MODULE 4: Strategy to secure funding for your FLS (especially for spokespersons for the proposed new FLS)**

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| **Resources to review** | |
| FLS is worth it! | [**Economic and Business case for FLS**](https://www.youtube.com/watch?v=tPHcgan5DwI)  Presented by: Dr. Hilary Jaeger, MD, MSc |

Your FLS team should consider developing a business case for your FLS. OC may be able to help. A generic FLS business case can be found at [Appendix-E.docx (live.com)](https://view.officeapps.live.com/op/view.aspx?src=https%3A%2F%2Ffls.osteoporosis.ca%2Fwp-content%2Fuploads%2FAppendix-E.docx&wdOrigin=BROWSELINK) .

You may wish to search for any documents that outline the strategic priorities of your hospital, district health authority and/or provincial Ministry or Department of Health. Some provincial premiers issue a mandate letter to any new cabinet minister, outlining what’s expected of them. The mandate to your Minister of Health might prove useful. Including organizational priorities in these documents can help ensure that your FLS business case will be as relevant as possible to those decision makers to whom it will submitted.

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| **Level of administration** | **What documents are at your disposal that outline the organization’s strategic plans, priorities or goals** |
| Local hospital |  |
| District/Regional Health Authority |  |
| Ministry/Department of Health |  |
| Provincial government |  |

**Finding government funding for a new FLS pilot (or obtaining authorization to implement a new FLS if external funding has been secured)**

In most Canadian provinces, FLS is a very foreign entity and the key healthcare administrators or decision makers under which FLS will eventually fall will NOT be obvious (nor might it even be logical).

It will be helpful for your FLS team to become familiar with the structure and governance of your healthcare system. Who has decision making authority? Who seems most responsive to change?

Existing FLSs in Canada fall under extremely different umbrellas within the healthcare system depending on province: orthopaedics, acute care/hospital, Primary Health Care, Geriatric Care or a completely independent Ministry/Provincial program.

Your team will likely need to cast a wide net, and to think outside the box and/or consider exploring several options in consultation with one or more key administrators who are supportive of your FLS plans but who may not have budget to cover.

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| **Potential key decision makers (individuals or committees)**  **(name + position)** | **How will you initiate contact? Who will be responsible? Timeline?** |
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| **Any other plans that cast a wider net to engage key stakeholders/decision makers?** | |
| Consider formal presentations at key committee meetings; grand round presentations where you ensure key decision makers are in attendance, etc. OC may be able to help (FLS@osteoporosis.ca). | |

OC may be able to provide assistance, please contact: [FLS@osteoporosis.ca](mailto:FLS@osteoporosis.ca) .