12TH LIPID CLUB AND THERAPEUTIC APHERESIS ROME - MAY 3-4, 2017



MEDICINE AND WEB: THE EFFECTIVE COMMUNICATION

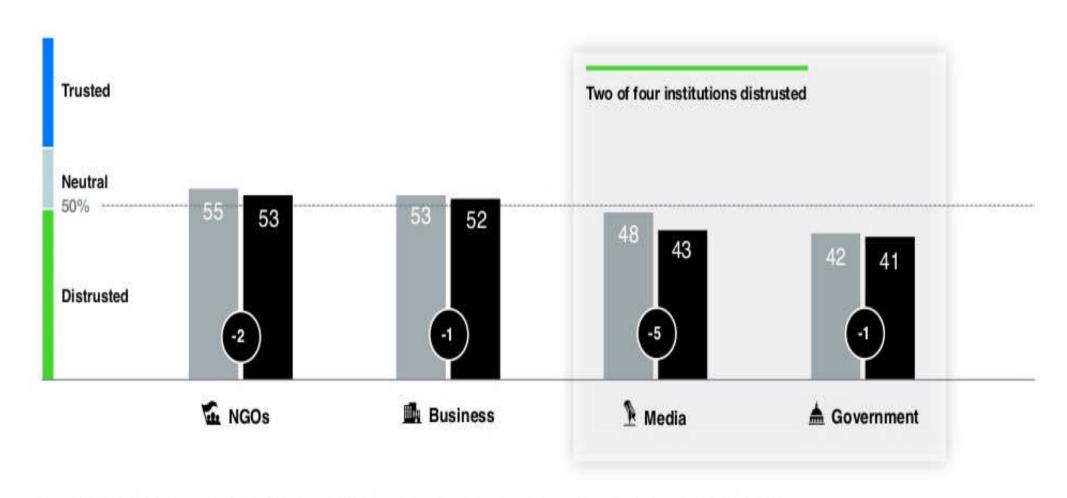
Francesco Fuggetta



Trust in All Four Institutions Declines

2016 2017

Percent trust in the four institutions of government, business, media and NGOs, 2016 vs. 2017



Source: 2017 Edelman Trust Barometer Q11-620. Below is a list of institutions. For each one, please indicate how much you trust that institution to do what is right using a nine-point scale, where one means that you "do not trust them at all" and nine means that you "trust them a great deal." (Top 4 Box, Trust) General Population, 28-country global total.



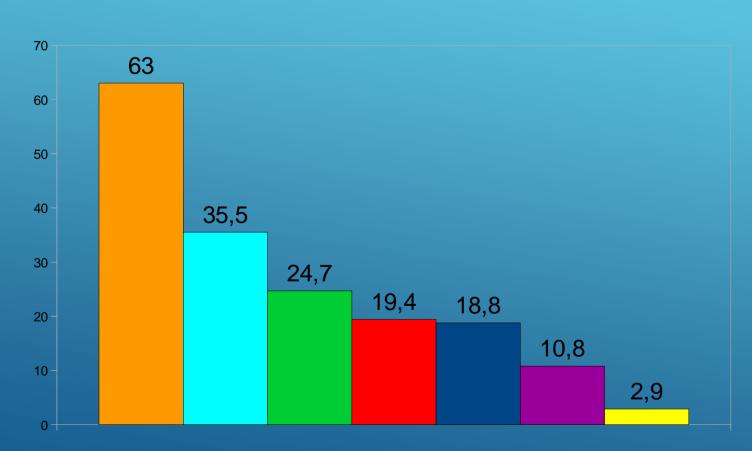


- ▶ Paper-based newspapers lose readers, reduced to 40.5% (-1.4%, -26.5% in 2007-2016)
- ▶ Increase in the use of online newspapers (+ 1.9%) and other information websites (+ 1.3%)
- ▶ Internet increases by 2.8% and net users touch a new record: 73.7% (and 95.9% of under 30)
- ▶ Web users in the 2007-2016 period increased by + 28.4%
- ► Over the past decade, Internet users have grown from 45.3% in 2007 to 73.7% in 2016

Source: Censis 2016 Report on Italy's Social Situation

SOURCES USED TO BE INFORMED





■TV NEWS
■FACEBOOK
■RADIO NEWS
■SEARCH ENGINES
■NEWSPAPERS
■YOUTUBE
■TWITTER

Source: Censis 2016 Report on Italy's Social Situation

THE DANGER OF HOAXES



- ► More than 88% of Italians 93.3% of women look for health information on the web
- ▶ 44% believe that this behaviour is little or not risky at all. They do not show concern for hoaxes circulating on the web and social networks
- ▶ Interviewees from 24 to 34 years old see "a support" in the net but are more "wary" than those aged 45-54
- People over 65 years old don't use the Internet a lot, they perceive it as a "high risk source" and are "suspicious in advance"

Source: Censis 2016 Report on Italy's Social Situation

Journal specialized on the topic of Rare Diseases and cancers

Born in 2010, now has 10,000 daily readers

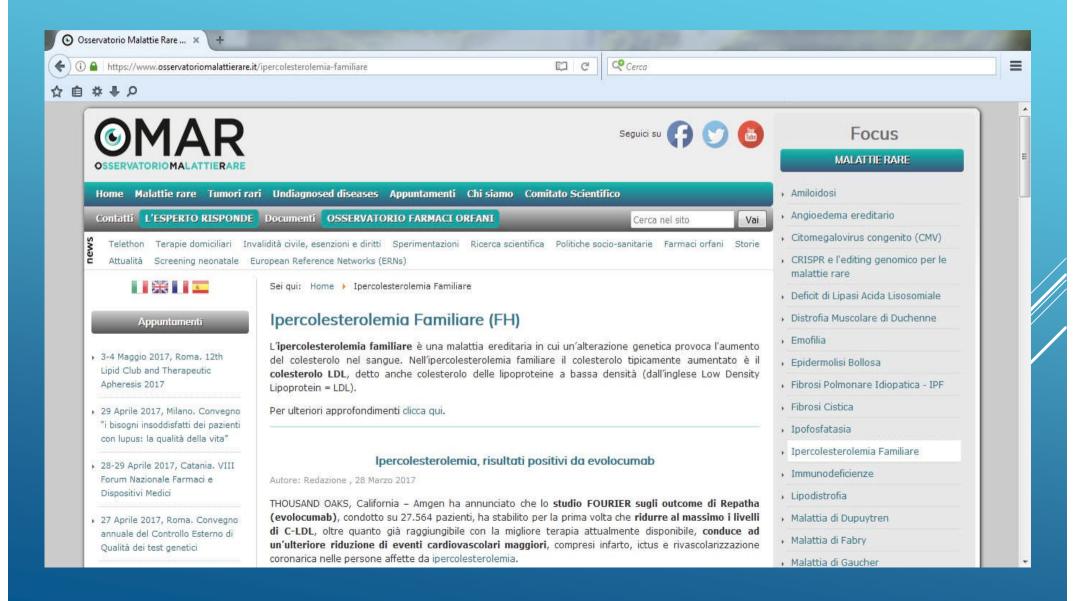


Reference point for journalists and TV writers

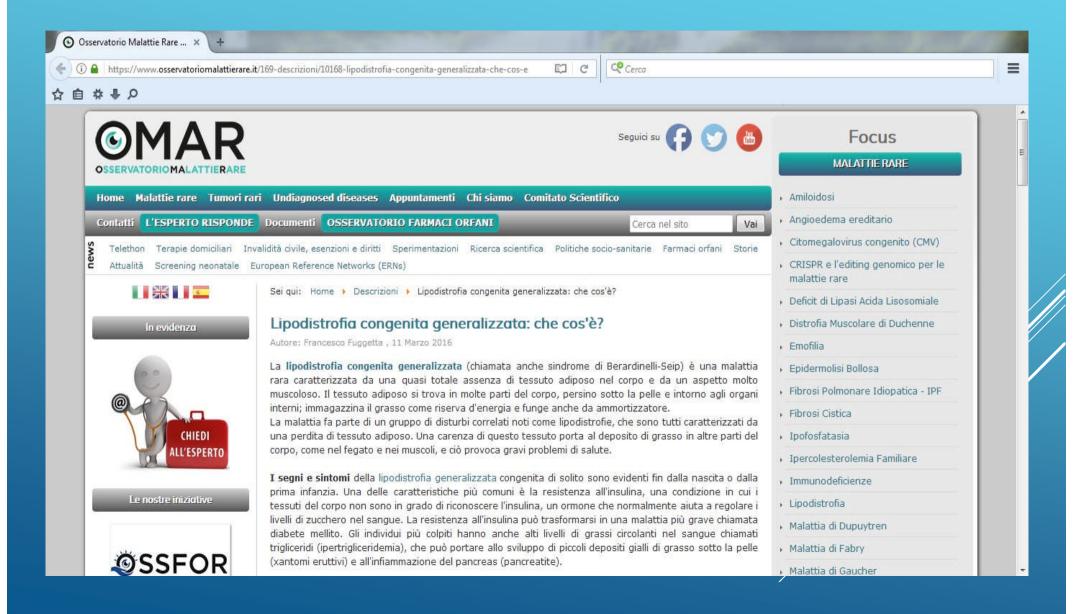
Supplementary source for patients and physicians

Daily source of information, reliable and verifiable

O.MA.R. FOCUS ON FAMILIAL HYPERCHOLESTEROLAEMIA (FH)



O.MA.R. FOCUS ON LIPODYSTROPHY





Scientific Committee with over 40 physicians, researchers, and biologists of great experience



THE FIVE W's

Who

Example: «The Mighty Medic Global Scientific Society, a multidisciplinary group dedicated to apheresis therapies for the treatment of metabolic pathologies»

What

Example: «Has held its annual congress Lipid Club and Therapeutic Apheresis»

Where

Example: «At the Istituto Salesiano Sacro Cuore, in Rome»

When

Example: «May, 3-4»

Why

Example: «To focus on the state of research, on the trials for new drugs, and on the management of patients with dyslipidemia»

THE TARGET

The important thing is to make yourself understood, not to show you are educated

WHO ARE WE ADDRESSING?

- ▶ Mighty Medic members
- ▶ Medical journals
- ▶ General media
- ▶ As many people as possible (e.g. fundraising campaign)

The broader the target is, and the least it has an 'ad hoc' training, the less the language should be specialized

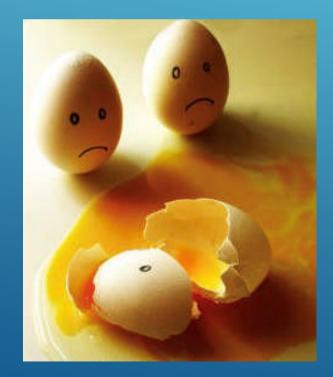


DIFFERENT WAYS TO SAY THE SAME THING

«If an egg falls to the ground, it breaks and the content comes out»

(If you drop an egg, according to the second law of dynamics this will reach the ground with a force equal to its mass multiplied by acceleration. If the motion that is transmitted to the internal mass is superior to the resistance exerted by the eggshell, this will break and the content will come out)

What kind of education does my interlocutor have?

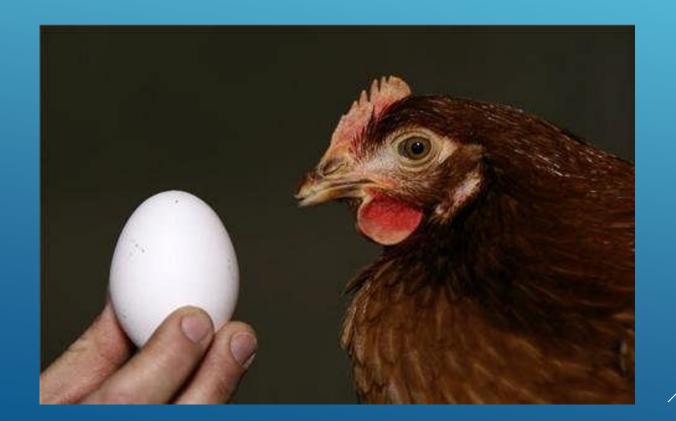


How much does he know about the topic?

THE EFFECTIVE COMMUNICATION

«Ducks lay eggs discreetly, on the other hand a chicken makes noise so the whole estate can hear. What is the result? The whole world eats chicken eggs, just few use duck eggs»

(Henry Ford)



Thanks for your attention!



Francesco Fuggetta

