



Influencing Commissioners

Making the first approach

It's all about relationships.....

- ▶ Organisations don't agree to work together, people do
- ▶ You can reach places, and people, that others can't
- ▶ Invest in your organisation by knowing who to work with
- ▶ Everything starts by opening a door.....



What are you for?

- ▶ NOT what do you do.....
- ▶ Chance to review your vision and values, why do you do what you do?

West Lancs Mental Health Support

We provide advocacy for people needing mental health support

or

We make sure people needing mental health support have a voice



How do you do this?

- ▶ How do you deliver your service?
- ▶ What are the values and principles you work to?

West Lancs Mental Health Support

One to one sessions with advocates to help people with professionals

or

We work with people to help them speak for themselves with our support



What changes as a result?

- ▶ What impact does this have? The ‘so what’ question.....
- ▶ What difference do you make?

West Lancs Mental Health Support

We overcome barriers and help clients with their problems

or

Clients and providers take part in a better service which is delivered effectively and efficiently



Why does this happen?

- ▶ Reducing stress and anxiety for the client, supporting their recovery rather than feeding their illness
- ▶ Providers able to make changes to the way they work that save money and achieve better outcomes because they understand barriers
- ▶ The service has the benefit of accurate and up to date information about what's working and what isn't, at no additional cost



Next steps?

- ▶ Review your vision and values, how clear are you about the difference you make?
- ▶ Make sure **everyone** in the organisation knows and understands your purpose and how to talk about it
- ▶ Practice – try it out on anyone and everyone, you are raising awareness!
- ▶ Come to the CVS AGM – How you put evidence together to back up your message.

