

PARENT CONVERSATION GUIDE

A nurse's guide to discussing
common questions about
RSV disease and Beyfortus®



RSV, respiratory syncytial virus.

INDICATION

Beyfortus is indicated for the prevention of respiratory syncytial virus (RSV) lower respiratory tract disease in:

- Neonates and infants born during or entering their first RSV season.
- Children up to 24 months of age who remain vulnerable to severe RSV disease through their second RSV season.

IMPORTANT SAFETY INFORMATION

Contraindication

Beyfortus is contraindicated in infants and children with a history of serious hypersensitivity reactions, including anaphylaxis, to nirsevimab-alip or to any of the excipients.

Please see additional Important Safety Information throughout this guide and accompanying full [Prescribing Information](#).

 **Beyfortus®** | 50 mg
(nirsevimab-alip) | 100 mg
Injection

IMMUNIZATION HESITANCY: A PERSISTENT AND PRESSING HEALTH ISSUE

As a nurse providing care to babies, you recognize the importance of RSV immunization. However, despite healthcare professionals’ efforts to improve immunization rates, vaccine and immunization hesitancy has persisted.

Research has shown that effective communication can improve outcomes.^{1,2}

Sanofi is committed to ensuring that immunization information is presented in a manner that parents will be receptive to, while also helping to build parents’ confidence in:



The need to help protect all infants from serious RSV lung infection



Immunizing with Beyfortus®



The healthcare professionals who administer immunizations, including yourself

Sanofi has developed this guide to address commonly asked questions about RSV disease, RSV immunization, and Beyfortus. The responses are framed using an evidence-based method called AIMS



This brochure is a guide only for discussions with parents. Your experience as a nurse immunizing babies provides you with the knowledge needed to address their questions.

AIMS, Announce, Inquire, Mirror, Secure.

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BUILDING TRUST WITH THE AIMS METHOD

The evidence-based AIMS method provides a useful outline to structure discussions.³

ANNOUNCE that immunization will occur and assume agreement rather than asking for their immunization preferences.

- Frame your approach as an assumption rather than a question to avoid communicating undue concern
- Example: “RSV season is nearing. Let’s talk about how to help protect your baby.”

INQUIRE and seek to understand the parent by asking them about their concerns or hesitations around immunization.

Example: “Do you have any questions for me?”

MIRROR their perspective or concern(s).

- Restate to demonstrate that you understand their point of view without validating the particular concern(s); you can express understanding and support
- Example: “If I’m understanding correctly, you have some safety concerns about immunization.”

SECURE their trust regardless of their decisions about immunizations.

- It’s important to maintain a good relationship to facilitate future conversations, not only with you but also with other providers
- Example: “It’s great to see a parent ensuring their baby’s safety. Let’s break this down and talk through it.”

IMPORTANT SAFETY INFORMATION (cont’d)

Warnings and Precautions

- **Hypersensitivity Reactions Including Anaphylaxis:** Serious hypersensitivity reactions have been reported following Beyfortus administration. These reactions included urticaria, dyspnea, cyanosis, and/or hypotonia. Anaphylaxis has been observed with human immunoglobulin G1 (IgG1) monoclonal antibodies. If signs and symptoms of anaphylaxis or other clinically significant hypersensitivity reactions occur, initiate appropriate treatment.

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ABOUT RSV DISEASE

What is RSV?

Parents may not have heard of a serious RSV lung infection or may have searched online and not received thorough or correct information. Poor communication can drive vaccine hesitancy.^{4,5}



Praise their interest in seeking information.

- RSV stands for **respiratory syncytial virus**. It's a common, highly contagious virus that can lead to serious lung infections, such as pneumonia or bronchiolitis, in babies. RSV season is typically from fall to spring, peaking in the winter months⁶⁻⁸
- As RSV is a **common virus**, many babies get it; more than half get it by age 1^{7,9}
- Typically, RSV is a mild cold, but it can **quickly develop into a serious lung infection**¹⁰
- Historically, serious RSV lung infection has been a **top cause of hospital stays** in babies under 1 year. This is why we want to talk about protection for your baby^{11,12*†}

*Based on leading primary diagnosis (RSV bronchiolitis, October 2015-December 2019, rank 1: 165,930 cases).¹¹
†Estimated burden based on continuously collected surveillance data on patients hospitalized with laboratory-confirmed RSV.¹²

Why does my baby need protection if I'm keeping them safe in other ways?

Some families believe good hygiene and cleaning can substitute for medical protection. Since RSV is easily transmitted, an extra layer of protection is recommended.^{8,13}



Acknowledge the effort and benefits of good hygiene.

- RSV lung infection is **highly contagious** and can become serious. In addition, your baby will come into contact with many people and surfaces—at home or away, especially around the holidays^{8,14,15}
- **Your baby's older sibling is in contact with others, which gives more opportunities for exposure** to your baby. RSV spreads easily through droplets, kisses, and contaminated surfaces. Keeping your baby away from others isn't always enough to help keep them protected from a serious RSV lung infection^{8,14}
- These are the reasons why we recommend giving your baby an extra layer of protection against serious RSV lung infection with Beyfortus[®]

*Remind parents of the **unpredictability** of RSV disease.*

If my baby's older, do I have to worry about serious RSV lung infection?

Parents can equate past health with future protection, believing that their baby's health history translates into a lower risk of serious RSV lung infection—even though clinical outcomes are unpredictable.¹⁶

Acknowledge that their baby's age does influence risk, but does not eliminate it.

- **Older infants** entering their first RSV season **can still get sick**. They could wind up having to go to the doctor, urgent care, or the emergency room¹⁷
- Of babies hospitalized due to serious RSV lung infection, approximately **4 in 10 were born in the spring or summer**^{18,19*}
- **The American Academy of Pediatrics (AAP) recommends an RSV preventive antibody, such as Beyfortus[®]**, for all eligible babies younger than 8 months^{13†}

*Dataset from 2016-2020 using 3 primary datasets: Merative MarketScan Commercial Claims and Encounters, MarketScan Multi-State Medicaid, and Optum's de-identified Clinformatics Data Mart.¹⁹
†Recommended between October 1 and March 31. Timing of administration for RSV immunization may differ in certain areas.¹³



It's important to remind all parents that serious RSV lung infection is unpredictable. We can't tell which babies will get seriously sick. That's why helping to protect all eligible babies is important¹⁶

IMPORTANT SAFETY INFORMATION (cont'd)

Warnings and Precautions (cont'd)

- **Use in Individuals with Clinically Significant Bleeding Disorders:** As with other IM injections, Beyfortus should be given with caution to infants and children with thrombocytopenia, any coagulation disorder or to individuals on anticoagulation therapy.

Most common adverse reactions with Beyfortus were rash (0.9%) and injection site reactions (0.3%).

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ABOUT RSV DISEASE

Their older sibling never got RSV. Why would they?

Remind them that not all experiences will have the same outcomes.

- An older child not getting sick is not a guarantee that their baby sibling won't get sick
- Your older child will be in contact with others. This **can increase your baby's exposure to RSV**, which can lead to a serious lung infection¹⁴
 - Of babies hospitalized due to serious RSV lung infection, about half had family members who also tested positive for RSV, most likely a parent or older sibling

Past experience influences parent decisions about vaccination, even without or with little experience with the illness itself.²⁰



It's important to remind all parents that serious RSV lung infection is unpredictable. We can't tell which babies will get seriously sick. That's why helping to protect all eligible babies is important¹⁶

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Warnings and Precautions

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Is serious RSV lung infection a risk for healthy babies?

Acknowledge that questions about healthy babies are common; reinforce that you still recommend immunization.

- Yes, serious RSV lung infection is also a **risk for healthy babies**. Historically, 3 out of 4 babies hospitalized due to serious RSV lung infection were healthy and born full term^{21-23*}

Lack of experience with an illness can lead a parent to misperceive the risks or underestimate its consequences which can be serious.²⁰



*These data are based on infants born April 2016 to February 2020 in the MarketScan Commercial (644,116), MarketScan Medicaid (1,025,286), and Optum Clinformatics (460,426) data sets; data from October 2014 to April 2015 among 1,176 RSV-hospitalized infants aged younger than 12 months; and data based on surveillance conducted in 2,149 hospitalized infants from October–March during the years 2000 through 2005.²¹⁻²³

Won't my baby's immune system protect them?

Praise their knowledge of immunity.

- A baby's **immune system may not yet be fully developed** during their first RSV season. That's why it's important to help protect them when they're most vulnerable^{26,27}
 - This applies whether they're born during the RSV season or before it
- **Immunization is an effective way** to help equip the immune system²⁸
- **Beyfortus® is a preventive antibody** that can give your baby an extra layer of protection, and it delivers antibodies right away²⁹

Parents may prefer natural immunity to immunization, believing it to be "superior."^{20,24,25}



ABOUT BEYFORTUS®

What is Beyfortus?

Parents may not embrace an option they know nothing about. Information and reassurance, including a recommendation, are what they need.^{20,30}



Ease their discomfort by letting them know you have a lot of information on, and experience with, Beyfortus.

- **Beyfortus is a preventive antibody** that helps protect babies like yours from serious RSV lung infections. It's not a vaccine²⁹
- Preventive **antibodies have been trusted** to immunize babies against serious RSV lung infection **for over 25 years**^{31,32}
- Beyfortus is designed to help protect babies **during their first RSV season**, when they need protection the most²⁹
- Beyfortus was **approved by the FDA in 2023**. Since then, many doctors and nurses like me have trusted and recommended Beyfortus. In fact, **more than 11 million babies have received it**, and it's **the #1 prescribed RSV protection for babies** like yours^{29,33*†}

FDA, US Food and Drug Administration.

*IQVIA data through March 2026.³³

†Supported by global estimated exposure based on calculation from sales volume data (September 1, 2023, through October 31, 2025). The number of children exposed is estimated based on the distribution of the recommended dose of Beyfortus administered, considering body weight, season of administration (1st or 2nd), and immunization plan.³³



I've heard concerns about vaccines. Is Beyfortus one?

Parents may have fears or safety concerns because media, including social media, can amplify fear-based concerns. This can happen even in the absence of accepted scientific evidence.²⁵



Acknowledge that the safety of immunizations is a concern you've heard before.

- **Beyfortus isn't a vaccine; it's a preventive antibody.** That means it delivers antibodies right away to help protect your baby against serious RSV lung infection²⁹
- **Beyfortus doesn't contain the virus** and therefore cannot cause serious RSV lung infection^{29,34}
- Vaccines act like coaches—they teach the body how to protect itself. **Preventive antibodies are like defenders**—they help provide protection before infection³⁴
- **The American Academy of Pediatrics (AAP) recommends an RSV preventive antibody, such as Beyfortus**, for all eligible babies younger than 8 months old as part of their standard immunization plan^{13*}

*Recommended between October 1 and March 31. Timing of administration for RSV immunization may differ in certain areas.¹³

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Is Beyfortus® safe? What about long-term side effects?

Parents can express generalized safety fears about infant immunization, even without specific evidence. This is often rooted in uncertainty rather than concrete concerns.²⁴



IM, intramuscular.

*Adverse reactions were reported in 1.2% of infants who received Beyfortus; most (97%) adverse reactions were mild to moderate in severity and included rash (0.9%) and injection site reactions (0.3%) at an incidence higher than placebo.²⁹

†The Safety Population includes all infants who received the recommended dose of Beyfortus in Trials 04 and 03; Primary and Safety cohorts from Trial 04; infants who weighed less than 5 kg and who received the recommended dose of Beyfortus (single 50 mg IM dose) in Trial 03.²⁹

Acknowledge that immunization safety is a common concern.

- **Beyfortus has a well-documented safety profile.** In clinical trials, safety was similar to that of placebo. This means that babies who received Beyfortus had about the same side effects as babies who received placebo^{29,35,36*†}
- As with any immunization, Beyfortus can cause side effects²⁹
- Serious allergic reactions have occurred. In clinical trials, common side effects included rash, pain, swelling, or a hard spot where babies got the shot. These are not all the possible side effects²⁹
- The long-term safety of Beyfortus is continuously being evaluated

Remind parents of the unpredictability of serious RSV lung infection and the risk of hospitalization.



Sanofi offers Beyfortus resources for your practice and parents. To access, contact your Sanofi representative or visit [Beyfortus.com](#)

IMPORTANT SAFETY INFORMATION (cont'd)

Warnings and Precautions (cont'd)

- **Use in Individuals with Clinically Significant Bleeding Disorders:** As with other IM injections, Beyfortus should be given with caution to infants and children with thrombocytopenia, any coagulation disorder or to individuals on anticoagulation therapy.

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ABOUT IMMUNIZATION

My baby's so young. Can't we wait until they're older?

These parents may be raising general safety concerns, or they may be genuinely concerned that their babies are too young for certain immunizations.²⁴

Ask about their concerns about immunizing so soon after birth.

- **The first RSV season is the period of greatest risk** for serious lung infection, as babies' immune systems and airways are still developing^{18,22,27,37}
- During their first RSV season, **babies are too young to develop enough antibodies** to help protect themselves from serious RSV lung infection^{26,38}
- Giving them **preventive antibodies can help provide an added layer of protection** during this time²⁹



Is it safe for my baby to get so many shots at once?

Some parents may feel their baby gets too many shots already, or they may worry that receiving Beyfortus® alongside other shots might overwhelm the infant's immune system.^{20,39}



Acknowledge that the safety of coadministering immunizations is a concern you've heard before.

- **Receiving multiple immunization shots**, even at the same time, has not been shown to **overwhelm a healthy baby's immune system**³⁹
- **Your baby can receive Beyfortus at the same time as routine childhood vaccines**^{29*†‡}
- If you have to bring your baby in for a sick visit, Beyfortus can be given then too. This step can help prevent serious RSV lung infection or a hospital visit¹³

*There is limited experience of Beyfortus coadministration with vaccines.²⁹

†In clinical trials, when Beyfortus was given with routine childhood vaccines, the safety and reactogenicity profile of the coadministered regimen was similar to the childhood vaccines given alone.²⁹

‡Beyfortus should not be mixed with any vaccine in the same syringe or vial. When administered concomitantly with injectable vaccines, they should be given with separate syringes and at different injection sites.²⁹

Does insurance cover the shot?

Cost can be a barrier to mask other concerns or may be a genuine financial concern. Many parents may not be aware of the availability of low- to no-cost immunizations.



Affirm that cost is an important concern.

- Most families can get Beyfortus® for **little to no out-of-pocket costs**^{40*}
- Families with private insurance will have no out-of-pocket costs for an RSV preventive antibody, with a few rare exceptions⁴⁰
- If you don't have private insurance, your baby may be able to get Beyfortus through a federal program, Vaccines for Children, or VFC. For eligible families, this program offers certain immunizations at no cost^{40,41}
- Your baby can't be denied the shot if there's ever a fee and you can't pay. Other costs, such as regular checkup fees, may still apply, depending on your insurance⁴²

*Beyfortus is covered by nearly 100% of commercial plans and is also available through the Vaccines for Children program based on available information from national payer organizations.⁴³

Do I need to decide about the shot now?

Decision paralysis. New parents can feel overwhelmed by the amount of information they receive.



Check to ensure that they're more comfortable than at the start of your conversation; then continue with:

- **The American Academy of Pediatrics (AAP) recommends that babies younger than 8 months be immunized** with an RSV preventive antibody like Beyfortus, and I support that recommendation^{13*}
- Please remember: **serious RSV lung infection is a top cause of hospital stays** in babies under 1 year of age. We want to help protect your baby from that^{11,12†‡}

Provide your recommended parent education materials if they decide to hold off on immunization.

*Recommended between October 1 and March 31. Timing of administration for RSV immunization may differ in certain areas.¹³

†Based on leading primary diagnosis (RSV bronchiolitis, October 2015–December 2019, rank 1: 165,930 cases).¹¹

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