

COLLABORATIVE PRACTICE AGREEMENTS (CPAs)

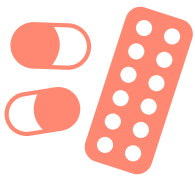
CPAs are voluntary formal relationships between pharmacists and physicians or other providers that allow for certain patient care functions

CPAs can improve the efficiency and effectiveness of collaborative care delivery

- Develops a relationship between provider & pharmacist
- Provides patient-centered care
- Enhances pharmacist and provider communication processes



COMMON CPA SERVICES DELEGATED TO PHARMACISTS



REFILL
AUTHORIZATIONS



THERAPEUTIC
INTERCHANGE



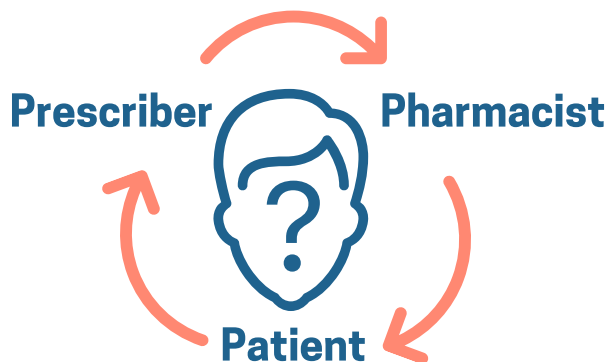
CHRONIC
DISEASE
MANAGEMENT



LAB TESTS



FORMULARY
MANAGEMENT



GOALS

- Practice at the "top of your license" through delivery of enhanced patient care services
- Increase patient access to care
- Decrease hospitalization rates
- Improve patient outcomes
- Reduce total net healthcare spend

GETTING IN THE DOOR

- Start with providers you & your patients know
- Befriend the gatekeeper and build positive rapport with the prescriber's staff
- Send prescribers material to review on their own schedule
- Socialize & build relationships

MAKING THE PITCH

- Know & state your purpose of the visit
- Educate on pharmacy services
- Describe the process clearly & use mutual patients to make your case
- Identify ways to partner together to improve workflow