

Discover the Magic of Independence...

# Independent Voice

**Want to know  
more about  
NCPA?**

**Need a speaker  
for a meeting at  
your school?**

Contact Jackie Lopez to schedule a time that works for you and a Student Regional or Leadership Council member. We would love to visit your school!

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## Discover the Magic of Independence-NCPA Annual Convention

With just over a month to go for convention, it's time to finish booking flights, hotel rooms, and of course, to start thinking about all of the opportunities and interesting programming that will be made available to you during this exciting time. The weekend will start with the Chapter Officer's Breakfast, where you can exchange ideas and share insight on different issues that NCPA student chapters face yearly. It is at this breakfast that two new projects for the year will be unveiled. Then a series of lectures on different topics that affect our profession will found out the day. But don't forget to attend the Pruitt-Schutte Student Business Plan LIVE Competition where the top three finalists—University at Buffalo, University of Washington, and Washington State University—will compete in a live presentation for the best business plan. And of course, don't miss out on our "Hollywood" Social at the end of the day! After a full day of programming on Saturday, prepare yourself for another day of networking opportunities on Sunday, when there will be a Community Pharmacy Residency Showcase as well as a Junior Partnership Showcase where you can ask questions and become proactive in realizing your dream of ownership! The day will end with the Student Awards Ceremony, and of course the long awaited Chapter of the Year award will be announced. With so many highly qualified schools, you don't want to miss the results of this exciting competition. After all this, the week will start, and there will be plenty of more opportunities to learn at different CE events, and of course at the Trade Exposition. Make sure to be there at the 109th Annual Convention and Trade Exposition, it's the event of the year!



## What to expect at the two showcases...

This year, there will be TWO showcases side by side for you to investigate. The first is the Community Pharmacy Residency Showcase where you can meet past community pharmacy residents as well as residency preceptors who can answer questions you may have on what you need to do to secure a residency, as well as the benefits of completing a residency. The second showcase this year will be a junior partnership showcase, where a few representatives will be able to answer questions you may have on junior partnerships and owning your own pharmacy. Here, you will be able to fill out an application to join a brand new database of students that are interested in pharmacy ownership!

## What to expect during the student programming

What are the most important questions that run through a student's head as he or she is contemplating owning a pharmacy...What are the different ways I can go about owning a pharmacy? What does a junior partnership entail? How do I franchise an organization? How could I start up my own pharmacy from scratch? Who do I write a business plan? How do I figure out whether a pharmacy is appropriate for purchase? Well we have good news! All of these questions will be addressed during the student programming on Saturday, October 13th, & Sunday October 14th. Make sure you don't miss out on the important and helpful information that these sessions will offer. It's not every day that a group of independent owners get together and discuss what it took for them to get to where they are today. At the "Models of Ownership: What's in a Name?" and "The Most Important Book You Will Ever Write" as well as the "NCPA Students in Consultation" sessions, you will be able to learn about the opportunities ahead, as well as ask any questions you may have about your own career path, how to get to where you want to be, and anything else that might be of interest to YOU!

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**DEADLINES TO REMEMBER:**

- **October 13-17th:** Annual Convention in Anaheim, CA
- **November 15th:** Student Loan Application Deadline for Spring 2008
- **January 15, 2008:** Executive Residency and Summer Internship Application Deadlines
- **January 18, 2008:** Student Regional Council Application Deadline
- **January 31, 2008:** Chapter Midterm Report Deadline
- **February 22, 2008:** Chapter Outstanding Member of the Year Deadline
- **March 15, 2008:** Deadline for Scholarship Applications
- **May 1, 2008:** Student Loan Application Deadline for Fall 2008
- **May 12, 2008:** Post-mark Deadline for Business Plan Competition
- **May 31, 2008:** Chapter of the Year Deadline

## What is Community Care Rx?

Community Care Rx is the name of MemberHealth's Medicare Part D program. MemberHealth is a Prescription Drug Plan (PDP) that encourages the role of the pharmacist in MTM (Medication Therapy Management) services. CCRx is a Medicare Part D program that reimburses community pharmacists for their MTM services. The idea is that pharmacists are a valuable resource in the healthcare setting, and through face to face contact with their patients, they can review all of their patient's medications and help optimize their treatment plan. In the past, MTM services consisted of form letters and call centers that patients needed to fill out or contact, but now, through CCRx, pharmacists play a critical role in MTM services. It's about time that the value of a pharmacist is recognized, and a payment plan is developed for their services! By evaluating the efficacy of a patient's therapy, as well as compliance, pharmacists can help minimize the cost of healthcare by preventing major drug interactions and noncompliance that is a result of polypharmacy. The criteria for patients to qualify for MTM services under CCRx include taking 10 or more prescription medications from four or more drug classes, as well as having at least one of six chronic conditions such as diabetes, dyslipidemia, hypertension, COPD, asthma, or CHF. These are high risk patients that can have their conditions worsened sending them to the hospital, if they are not monitored properly. By preventing these hospitalizations, and by identifying cost-saving opportunities such as generics that can be substituted for more expensive brand products, pharmacists can help control the exponentially growing healthcare costs of the US.

Now you must be wondering how these sessions are conducted. MTM is supposed to consist of 30 minute sessions initially, followed by 15 minute follow-up sessions where there is just a medication review. The 30 minute session has a reimbursement rate of \$60 while the 15 minute session has a reimbursement rate of \$40. Payment takes 60 days after the close of the calendar month, which is not a problem, because there is not product involved, as this is strictly a service. With CCRx, patients who qualify receive one MTM session per year. Pharmacists will be reimbursed \$5 for every qualifying patient that they contact who refuses the service. Pharmacists can choose to make this a cash business and open up the opportunity to be managed by MTM to patients who do not fit the criteria described before. The goal of MTM is to ensure optimal outcomes for patients through improved medication use. By putting the focus on pharmacists, CCRx is the first plan to make MTM a personal, face to face encounter between a patient and a healthcare provider. This is a great opportunity for pharmacists to show their worth in the healthcare setting, as well as take the profit from independent pharmacy away from just prescription sales and place it in service. Being a part of this service does not cost the pharmacist anything, so make sure that your pharmacy is taking advantage of this great opportunity!

## Part D prompt payment: How can YOU make a difference?

We all know the importance of getting involved in legislation, but how can one person—YOU—make a difference? Well, NCPA has made it easy for you to get your voice heard. One of the most important components of business is cash flow, and if it takes 60 days to get reimbursements for expensive prescriptions then small independent pharmacies stand no chance at competing against the larger chains. Thus, Bill H.R. 1474 was created to help ensure Fair and Speedy Treatment (FAST) of Medicare Prescription drug Claims.

What does this mean? Well, it basically requires PBMs to pay pharmacies within 14 calendar days for electronically submitted claims, and within 30 calendar days for claims submitted otherwise. This will help ensure a level and fair playing field for independent owners, and is critical for the survival of independents. There's no question that prompt payment for Medicare Part D claims is a large issue in independent pharmacy. It calls for immediate attention, and in just a few minutes, YOU can help make a difference. By going to the Legislative and Government Affairs site on the NCPA website at <http://>

[capwiz.com/ncpa/ncpanet/home/](http://capwiz.com/ncpa/ncpanet/home/) you can enter your zip code and send a letter to the government officials corresponding to your residence about the importance of passing H.R. 1474, the legislation that calls for prompt payment for Medicare Part D claims. NCPA has made it easier for supporters of independent pharmacy to have their voices heard. Continue to check this website, because there are always new updates and new laws that need our support! By filling out that form and submitting it to your local officials, you will contribute significantly to saving our