

## Planning Reimbursement Methods for Community Pharmacy Practices

Slide	Topic	Engagement	Time (min)
1	Title/Introduction		1
2	Poll	Poll	1
3	Objectives		1
4	Intro to Reimburs	Chat Prompt	1
5	Why it Matters		1
6	Terms/Definitions	Matching via Chat	3
7	Overview of Reimburs		3
8	Fee-for-Service		1
9	Value Based	Chat Prompt	2
10	MTM		2
11	Case Intro		1
12	Breakout Directions		1
13	Breakout Groups	Group Chat	7
14	Role of RPh	Chat	2
15	Key Takeaways	Chat	3

### Planning Outline Notes

1. Title Slide: Reimbursement Methods for Community Pharmacy Practices
2. Poll Question
  - a. Engagement: Question: On average, how much do community pharmacists make per prescription dispensed?
3. Objectives
  - a. Display one objective at a time using animations:
    - i. Explain differences between reimbursement models.
    - ii. Apply MTM reimbursement rates.
    - iii. Analyze impacts of reimbursement models.
4. Introduction to Reimbursement
  - a. Display one topic at a time using animations:
    - i. Financial sustainability
    - ii. Patient access
    - iii. Pharmacist's role in healthcare
  - b. Engagement: Teams Chat: Why is financial sustainability critical for community pharmacies?
    - i. Highlight some student responses
5. Why Understanding Reimbursement Matters
  - a. Gross profit per prescription (<\$12)
  - b. Dispensing prescriptions alone is no longer a profitable business model
  - c. The importance of additional services like vaccinations (\$40 per COVID vaccine)
6. Key Terms and Definitions
  - a. Medication Therapy Management (MTM)

- b. Direct and Indirect Remuneration (DIR) Fees
  - c. Fee-for-Service (FFS)
  - d. Value-Based Reimbursement
  - e. Comprehensive Medication Review (CMR)
  - f. Targeted Medication Review (TMR)
  - g. Engagement: Have students match terms with definitions.
7. Overview of Reimbursement Models
- a. Display a comparison table
    - i. Highlight areas individually while lecturing
8. Fee-for-Service Model
- a. Add animations for smartart
    - i. Straightforward Billing Process
      - 1. Allows pharmacies to bill per transaction without needing to track complex quality metrics or patient outcomes
    - ii. Volume-Driven Revenue
      - 1. Incentivizes high prescription volume, potentially increasing accessibility to medications, but not necessarily focusing on patient outcomes
    - iii. Limited Support for Preventive Care
      - 1. No reward for long-term care management, which can hinder the adoption of services like medication adherence programs or chronic care interventions
9. Value-Based Reimbursement Model
- a. Highlight benefits with smartart.
    - i. Outcome-Driven Incentives
      - 1. Value-based reimbursement shifts the focus from quantity to quality, rewarding pharmacies for achieving specific patient health outcomes, like improved medication adherence
    - ii. Integration of Quality Metrics
      - 1. Pharmacies participating in value-based models must monitor and report on metrics such as patient satisfaction, chronic disease management, and adherence rates
    - iii. Collaborative Care Opportunities
      - 1. This model encourages pharmacies to work closely with other healthcare providers, supporting coordinated care efforts to improve patient health
    - iv. Potential for Enhanced Patient Trust
      - 1. By prioritizing patient outcomes, value-based models can help pharmacies build stronger, trust-based relationships with patients, aligning financial goals with health improvements
    - v. Long-Term Cost Savings
      - 1. Emphasizing preventive care and outcome improvements can reduce overall healthcare costs, benefiting both patients and the healthcare system

- b. Engagement: Prompt chat: "What challenges might arise with outcome-based payments?"
- 10. Medication Therapy Management (MTM) and Reimbursement
  - a. Display MTM components (CMR, TMR, MAP) with animation
- 11. Case Study: Equitable Access and Reimbursement for Pharmacy-Based Services from the University of Washington
  - a. Present findings visually
    - i. Pharmacy Deserts
    - ii. Impact on Vaccination Rates
    - iii. Reimbursement Challenges
- 12. Breakout Group Activity: Real-World Applications
  - a. Directions
- 13. Interactive Activity: Analyzing Reimbursement Models
  - a. Check in with each group individually for at least 1 minute
- 14. Role of Pharmacists in Navigating Reimbursement Challenges
  - a. Use shapes to emphasize:
    - i. Advocating for Fair Reimbursement
    - ii. Effective Communication with Payers
    - iii. Educating Patients on Coverage Options
    - iv. Tracking and Documenting Outcomes
    - v. Adapting Services to Meet Reimbursement Policies
  - b. Reflection: What is one way pharmacists can improve reimbursement systems?
- 15. Review and Key Takeaways
  - a. Present takeaways one-by-one:
    - i. Reimbursement Models
    - ii. MTM as a reimbursable service
    - iii. Pharmacists as advocates
  - b. Engagement: Raise Hand or Teams Chat questions