

Rx

Here's Your Ticket! Creative Ways That Pharmacists Can Disrupt and Transform Healthcare in the US

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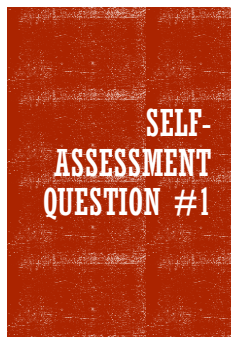
1. Analyze the rationale behind the Medicare Wellness Visit.
2. Illustrate the process behind pharmacist-led annual wellness exams.
3. Define the prescription in 2023.
4. Expanding the role of orders when prescribing in 2023.
5. Discuss the history of how pharmacy has redefined itself over the years to expand practice.



...a piece of paper or small card that gives the holder a certain right

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We received a ticket back in the 80's that facilitated pharmacist making rounds on patient care services in hospitals. What was the ticket based on?

- a) Formularies
- b) Unit dosing
- c) Pharmacokinetics
- d) 24-hour pharmacy services

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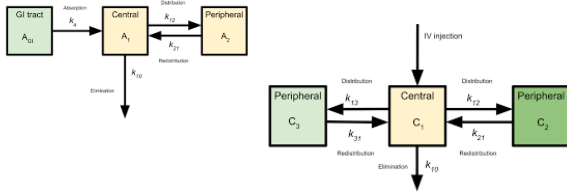
I RECEIVED THIS TICKET IN 1989



Pharmacokinetics

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TRADITIONAL PHARMACOKINETICS



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$$V = \frac{k_0(1 - e^{-k_d t'})}{k_e [C_{max} - (C_{pre-dose} e^{-k_d t'})]}$$

$$C = (k_0/C_l)(1 - e^{-k_e t}) = [k_0/(k_e V)](1 - e^{-k_e t})$$

HIGH ORDER MATH

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- Digoxin
- Vancomycin
- Gentamicin/Tobramycin
- Lithium
- Phenytoin
- Valproate
- Carbamazepine
- Phenobarbital
- Use to be quinidine

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DO YOU REALLY HAVE THE TIME?



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YOUR TICKET IS WORTH MORE



- Pre-ingestion Pharmacokinetics

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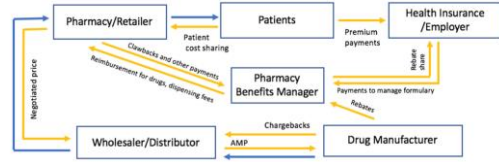
PRE-INGESTION PHARMACOKINETICS



J Am Physicians and Surgeons. 2004;9(4):118-20.

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PRE-INGESTED PHARMACOKINETICS



Legend: Schematic representation of flow of physical drug (blue arrows) and monetary payments (orange arrows) illustrating central role of PBMs in how prescription pharmaceuticals are paid for in the US health care system. AMP=average manufacturer price. Adapted from Reference 1.

Am Heart J 2018;206:113-22

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HERE IS YOUR TICKET TODAY!!



Annual Medicare Wellness Visits

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WELLNESS?



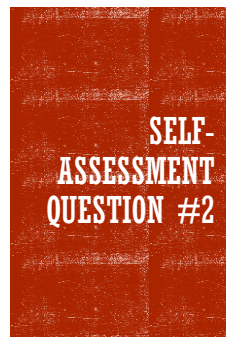
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MY FLESH AND MY HEART MAY FAIL,
BUT GOD IS THE STRENGTH
OF MY HEART AND MY PORTION
FOREVER.

PSALM 73:26

True Wellness!!

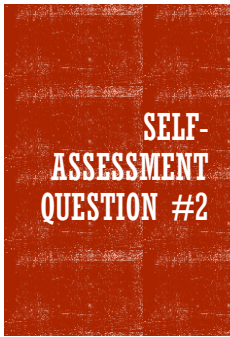
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The main rationale or goal behind the Medicare wellness visit is to:

- a) Address gaps in care
- b) Improve patient engagement
- c) Promote preventative care
- d) Reduce cost
- e) All the above

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FOUNDATIONS OF WELLNESS



Holistic and natural approaches



Self-care and healing



Preventive care

<https://globalwellnessinstitute.org/what-is-wellness/>

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DEFINITIONS: WELLNESS

- The state of being in good health, especially as an actively pursued goal.
 - "measures of a patient's progress toward wellness"
 - *Websters Dictionary*
- The condition of good physical and mental health, especially when actively maintained by proper diet, exercise, and avoidance of risky behavior.
 - *Medical Dictionary*
- Wellness is the act of practicing healthy habits on a daily basis to attain better physical and mental health outcomes, so that instead of just surviving, you're thriving.
 - *Pfizer*
- World Health Organization (WHO), wellness is defined as an actively state of complete physical, mental and social well-being and not merely the absence of disease or infirmity.
 - *WHO*

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WELLNESS IS OFTEN A CONFUSING IDEA

- Often confused with health, wellbeing and happiness
- Wellness is not a static state of being
 - being happy
 - in good health
 - a state of wellbeing
- Wellness is associated with an active process
 - being aware
 - making choices that lead toward an outcome of optimal holistic health and wellbeing

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- **5 Step Plan**
- Social connectedness
- Exercise
- Nutrition
- Sleep
- Mindfulness
- meditate

<https://globalwellnessinstitute.org/what-is-wellness/>

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- **5 Step Plan**
- Go to church
- Exercise
- Eat right
- Get a good night's rest
- Being Mindful
 - Wear a seatbelt
 - Don't ever smoke
 - Do something that you think is positive for others

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MEDICARE WELLNESS VISIT

- Yearly “Wellness” visit are to develop or update your personalized plan to help prevent disease and disability, based on your current health and risk factors

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SELF-ASSESSMENT QUESTION #3

There have been several research trials of pharmacist led annual wellness visits. Which of the choices have been shown to be beneficial outcomes from this research? (Mark all that apply)

- Community pharmacies can establish a relationship with a practice to provide annual wellness visits
- Pharmacist led visits pay 50% of the physician led visits
- Annual wellness visits conducted by PharmD's were noninferior to physician-led visits
- Physician led visits were better at discussing vaccine needs than pharmacist led visits
- Physicians were satisfied and used the Pharm.D. for other services

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PHARMACIST-LED ANNUAL WELLNESS VISITS (AWV)

- The idea of the wellness visit is to reduce the cost of chronic disease care by:
 - addressing gaps in care
 - improving patient engagement
 - promoting preventative care
- Pharmacists are in position to conduct these visits under the supervision of a physician.

J Pharm Prac 2021;34(2):295-395

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PHARMACIST-LED ANNUAL WELLNESS VISITS (AWV)

- Systematic Review of the literature
- 11 reports (cites) were included out of 139 citations
- Pharmacists have a huge role in “putting it all together”
- Some outcomes noted in this review
 - PharmD salaries are easily provided through billing
 - PharmD had higher rate of medication and nonmedication related interventions than non-PharmD's

J Pharm Prac 2021;34(2):295-395

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PHARMACIST-LED ANNUAL WELLNESS VISITS (AWV)

- Some outcomes noted in this review (Cont.)...
 - Community pharmacies can establish a relationship with a practice to provide AWV
 - Provides interprofessional education for students
 - AWV conducted by PharmD's were noninferior to MD-led visits. PharmD's provided a higher rate of vaccines, advice and screenings
 - Patients were overall satisfied with the pharmacist
 - MD's were satisfied and used them for other services

J Pharm Prac 2021;34(2):295-395

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PRACTICAL POINTS

There are several models

- Pharmacy-led model
- Integrated team approach

I am more familiar the team approach

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INTEGRATED APPROACH

- MA assess the patient first to collect basic information
- Pharmacist goes in to reconcile medications and handles all vaccinations
- A physician is designated as the Annual Wellness Provider
 - They go in to assess screenings and also perform certain procedures that can be billed for, like checking feet
- A visit will take around 45 min to 1 hour
- Typically, 8-9 can be done in a day
- However, a good day can bring 14 visits

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OTHER PHARMACY OPPORTUNITIES

From my experience:

- Help write internal policy – opiate policy, PA process, etc.
- Drug information for all practicing at the FQHC
- Making pharmacotherapy interventions
 - Interventions from the wellness visit
 - Chronic care management issues
- Handle clinical issues from the site pharmacy

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WHAT IS THE PHARMACIST'S ROLE IN WELLNESS

- Medication optimization
- “an approach to **medication management** that focuses on all aspects of the patient's journey from **initiation of treatment** (or decisions to forego treatment), to **follow-up**, to **ongoing review and support** of their medication treatment plan.”

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WHAT IS THE PHARMACIST'S ROLE IN WELLNESS

- Annual Wellness Visits in the doctor's office
- BP screening?
- Cholesterol screenings?
- Fingerstick blood sugars?
 - (HbA1C?)
- Weight management?
- Risk assessment?
- Brown bag review?
- The question is, however, what do you do with the results?

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WHAT DO YOU DO WITH A POSITIVE TEST OR RESULT?

- Send them to the ED?
- Hand them back a piece of paper and instruct them to see their doctor?
- [My act of wellness in my environment is]:
 - Making sure the patient has a primary care physician or practitioner!

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TRY AND BE INVOLVED WITH THESE LIFESTYLE MEASURES?

Weight and diet suggestions	Exercise advice	Sleep hygiene
Smoking cessation	Alcohol moderation	ASCVD assessment

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IMMUNIZATION

OUR BIGGEST RECENT SUCCESS!

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BOOK RECOMMENDATION

THE LAST WELL PERSON
How to Stay Well Despite the Health-Care System
NORTIN H. HADLER M.D.

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OVER-DIAGNOSED
MAKING PEOPLE SICK IN THE PURSUIT OF HEALTH
DR. H. GILBERT WELCH,
DR. LISA M. SCHWARTZ, AND DR. STEVEN WOLOSIN

BOOK RECOMMENDATION

• Is this Wellness?

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BIBLICAL WELLNESS

- The Bible exhorts us NOT make any one of these wellness options central to our lives
- We should thrive on God, not a cholesterol level, otherwise it is idolatry
- Colossians 1:19–20
- [19] For in him all the fullness of God was pleased to dwell, [20] and through him to reconcile to himself all things, whether on earth or in heaven, making peace by the blood of his cross. (ESV)
- Wellness is a PERSON!
- At the center of wellness is reconciliation and peace (Shalom – also means harmony, wholeness, completeness)

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TENANTS OF BIBLICAL WELLNESS

- Proverbs 3:7-8
- [7] Be not wise in your own eyes; fear the LORD, and turn away from evil. [8] It will be healing to your flesh and refreshment to your bones. (ESV)
- Proverbs 14:30
- [30] A tranquil heart gives life to the flesh, but envy makes the bones rot. (ESV)
- Proverbs 16:24
- [24] Gracious words are like a honeycomb, sweetness to the soul and health to the body. (ESV)

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TENANTS OF BIBLICAL WELLNESS

- 1 Timothy 4:7-8
- [7] Have nothing to do with irreverent, silly myths. Rather train yourself for godliness; [8] for while bodily training is of some value, godliness is of value in every way, as it holds promise for the present life and also for the life to come. (ESV)
- Proverbs 17:22
- [22] A joyful heart is good medicine, but a crushed spirit dries up the bones. (ESV)
- Matthew 11:28-30
- [28] Come to me, all who labor and are heavy laden, and I will give you rest. [29] Take my yoke upon you, and learn from me, for I am gentle and lowly in heart, and you will find rest for your souls. [30] For my yoke is easy, and my burden is light." (ESV)

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BIBLICAL VIEW OF PREVENTIVE MEDICINE?

- Jesus compares his mission with that of physicians
- Mark 2:17
- And when Jesus heard it, he said to them, "Those who are well have no need of a physician, but those who are sick. I came not to call the righteous, but sinners."

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A TICKET FOR TOMORROW



• Orders

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SELF-ASSESSMENT QUESTION #4

For the most part, the tradition of the paper prescription is dead. It is time for the community pharmacist to see prescriptions as orders. Orders are stronger than collaborative practice agreements.

- a) True
- b) False

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SELF-ASSESSMENT QUESTION #4

For the most part, the tradition of the paper prescription is dead. It is time for the community pharmacist to see prescriptions as orders. Orders are stronger than collaborative practice agreements.

- a) True
- b) False

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THE RX IS DEAD

- Times have changed!
- * Time For a Practice Change: The Prescription is Really a Prescriber's Order

*Article under review for publication

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THE PRESCRIPTION DEFINED

Ansel HC. (1980). The Prescription. In A. Osol (Ed.). Remington's Pharmaceutical Sciences (16th ed., p. 1715). Easton, Pennsylvania: Mack Publishing Company.

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- Remington's Pharmaceutical Sciences defines a prescription as "an order for medication issued by a physician, dentist, veterinarian, or other properly licensed medical practitioner. Prescriptions designate a specific medication and dosage to be administered to a particular patient at a specific time."



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ADVANTAGE



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EXAMPLE

- MEDICATION ORDER: Increase metformin to 1000 mg, take 1 PO twice a day with meals. Quantity #60, Refills: 3
- MEDICATION ORDER: Lisinopril 20 mg daily, take 1 PO daily. Quantity #30, Refills: 3
- MEDICATION ORDER: Reduce Pantoprazole 40 mg to once daily on an empty stomach in the morning. Quantity #30, Refills: 3. Please counsel patient on this change.
- MEDICATION ORDER: refill current hydrochlorothiazide order, Refills: 3
- MEDICATION ORDER: pharmacist, please order starting dose of the weekly GLP-1 of choice per insurance, please inform me of the choice, educate on delivery, Refills: 3
- MEDICATION ORDER: refill albuterol prn, Refills: 11

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OTHER NONTRADITIONAL ORDERS

- Pharmacist, please education patient to take blood sugars 30 min before morning breakfast and 2 hours after dinner on Tuesdays and Thursdays and record results
- Pharmacist, please discontinue aspirin
- Pharmacist, please discontinue all other prescriptions and refills for PPI's
- Please help patient choose an OTC topical canker sore treatment
- Please offer Shingrix vaccination series

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DISADVANTAGE

- Increases workload
- Need more than one pharmacist
- Have to view you clients as patients and not just customers
- Liability



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