

Collaborative Practice Agreements Elevator Speech

Suggested Talking Points

Introduce yourself: Hi, my name is (insert name) and I am currently a (insert position) at (insert workplace or school) in (insert state, city).

1. What is a collaborative practice agreement?

- a. Collaborative pharmacy practice is a voluntary arrangement between pharmacists and practitioners, that allows pharmacists to perform certain patient care functions under specified situations beyond the pharmacists' typical scope of practice as authorized by an agreed upon protocol to allow for enhanced clinical services and billing purposes.
- b. Collaborative practice agreements (CPAs) are formal agreements authorizing pharmacist functions which may include prescribing medications, modifying and discontinuing drug therapies, ordering lab tests, performing patient assessments, etc. ¹

2. What are the benefits and impacts of pharmacist collaborative practice agreements?

- a. When pharmacists are part of the healthcare team, they help improve medication use, adherence, health outcomes, and accessibility while reducing care fragmentation and healthcare costs.
- b. Current Gaps in the Healthcare System and Impact of CPAs:
 - i. Population: Over the next decade, Medicare enrollees are expected to grow from roughly 50 to 80 million. Approximately 45% of Americans have at least one chronic condition (such as hypertension, diabetes, hyperlipidemia, asthma) with rates that are expected to continue to rise.²
 - Physician shortages and increasing demand plus prolonged appointment waiting periods and limited visit times may provide practitioners with fewer opportunities to address every clinical problem, and rather focus solely on a prioritized complaint, leaving many chronic conditions unaddressed. As the most accessible healthcare professional, pharmacists use CPAs to expand and improve health outcomes by providing patient care related to optimal medication management, health education, and vaccination.
 - ii. Mental Health: It is estimated that 1 in 5 US citizens have a mental health condition. The US is facing a significant shortage of mental health providers, estimated to reach a deficit of up to 31 thousand psychiatrists and psychologists over the next few years.³
 - Incorporation of pharmacists in healthcare teams may alleviate this concern to improve mental health outcomes in conditions such as depression and PTSD.⁴
 - iii. Substance Use Disorder: During the COVID-19 pandemic, opioid overdoses in the US soared by 45%, reaching 107,622 events in 2021 according to the CDC. Patients still face a barrier to accessing healthcare visits and medication for opioid use disorder despite drug therapy being one of the most effective forms of treatment.⁵
 - In a pilot study comparing pharmacist-based care vs. usual care of patients starting buprenorphine along with follow-up visits, there was improved patient engagement with pharmacist-managed care (i.e., 5-fold increase in retention at one month)⁶

3. How have CPAs advanced patient care, and what can be done to improve them?

- a. Studies have shown that pharmacist driven interventions through CPAs led to improved management of diabetes, hypertension, and cholesterol compared to standard physician interventions.⁷⁻⁹
- b. Pharmacy based immunization programs began as a collaborative practice agreement. During recent flu seasons, pharmacists have enhanced patient access to these essential preventive strategies as the leading vaccinators across the country. ¹⁰
- c. As collaboration and innovation improve patient outcomes, the next step is to expand comprehensive CPAs for pharmacists to utilize their training and clinical skills to provide optimal patient care throughout all communities across the country.
- d. Advanced practice pharmacists are being utilized in states like New Mexico, where CPAs authorize Pharmacist Clinicians to provide care to minimize gaps in access and expand optimal outcomes.

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I appreciate you taking the time to speak with me today. Please feel free to contact me with any questions you may have (exchange contact information).

Remember:

- Stick to plain language that doesn't require healthcare or pharmacy background.
- Keep it short (60-90 seconds).
- Answer any questions and provide feedback/additional info as needed.
- Always follow up with a thank you.

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References

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10. "Flu Vaccination Coverage, United States, 2020–21 Influenza Season." Centers for Disease Control and Prevention, Centers for Disease Control and Prevention, 7 Oct. 2021, <https://www.cdc.gov/flu/fluview/coverage-2021estimates.htm>.

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