

## Collaborative Practice Agreements Elevator Speech

### *Suggested Talking Points*

Hi, my name is (insert name) and I am currently a (insert profession: pharmacist, resident, student, pharmacy technician) at (insert: workplace, school, residency program) in (insert: state, city).

#### **1. What is a collaborative practice agreement?**

- a. Collaborative pharmacy practice is a voluntary arrangement between one or more pharmacists, working in conjunction with one or more practitioners under protocol whereby, under certain specified conditions, the pharmacist may perform certain patient care functions beyond the pharmacists' typical scope of practice as authorized by the practitioner(s).
- b. Collaborative practice agreements (CPAs) are written and signed agreements specifying functions authorized, such as prescribing, modifying and discontinuing medications, ordering lab tests, performing patient assessments, etc.<sup>1</sup>

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

- a. When pharmacists are part of the healthcare team, they can 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 two decades, Medicare enrollees are expected to grow from roughly 50 to 80 million. Approximately 45% of Americans have at least one chronic condition with rates that are expected to continue to rise.<sup>2</sup>
    - With physician shortages and increasing demand, patients may wait months for an appointment and providers may only be able to focus on one complaint leaving many chronic conditions unaddressed. As the most accessible healthcare professional, CPAs allow pharmacists to expand practice and act as physician extenders through medication therapy management and vaccination.
  - ii. Mental Health: It is estimated that 1 in 5 US citizens have a mental health condition. The US is facing a drastic shortage of mental health providers that is estimated to reach a deficit of between 14 to 31 thousand psychiatrists and psychologists over the next few years.<sup>3</sup>
    - While limited in settings, incorporation of pharmacists in healthcare teams can improve mental health outcomes such as depression and PTSD.<sup>4</sup>
  - iii. Substance Use Disorder: During the COVID-19 pandemic, opioid overdoses in the US soared by 45% up to 107,622 in 2021 according to the CDC. Patients still face a barrier to accessing medication for opioid use disorder despite it being one of the most effective forms of treatment.<sup>5</sup>
    - In a pilot study comparing pharmacist-based care vs. usual care of buprenorphine induction and follow-up, there is a 5-fold increase in retention at one month.<sup>6</sup>

#### **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 better diabetes, hypertension and cholesterol control compared to standard physician interventions.<sup>7-9</sup>
- b. Pharmacy based immunization programs began as a collaborative practice agreement. During recent flu seasons, nationwide pharmacists have provided more recommended routine vaccines than physicians.<sup>10</sup>
- c. As collaboration and innovation improve patient outcomes, the next step is to expand comprehensive CPAs for all pharmacists across the country.

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

#### **Remember:**

- No pharmacy lingo.
- Keep it short (90 seconds).
- Answer any questions and follow up if needed.
- Always follow-up with a thank you note.

*Updated April 2023*

## References

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