



Provider Status Elevator Speech
Suggested Talking Points

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

1. Are pharmacists considered healthcare providers?

- a. Pharmacists serve communities not only by dispensing medications but also by providing clinical services, including educating patients, monitoring chronic conditions, and providing comprehensive medication reviews.
- b. Despite providing these services, pharmacists currently are not recognized as healthcare providers by the federal government.

2. What steps have been taken towards provider status?

- a. Pharmacists have been recognized as providers in California since 2014. SB493 allows pharmacists to educate patients about disease management and drug therapy, order and interpret tests to monitor drug therapy, and independently administer vaccinations to patients 3 years and older.
- b. In Ohio, legislation (SB 265) recognizing pharmacists as providers was signed into law by Governor Kasich on January 4, 2019. This legislation changed key provider definitions and insurance laws to catch up with the growing role of pharmacists.
- c. At the federal level The Pharmacy and Medically Underserved Areas Enhancement Act (HR 592/S 109), proposed to recognize pharmacists as healthcare providers, and was introduced in the 2017-2018 session. Provider status legislation has not yet been re-introduced in 2019 session.

3. How will provider status affect patient care?

- a. Provider status will allow pharmacists to practice at the top of their license collaboratively with other healthcare professionals.
- b. By 2020, the United States will face a shortage of 91,500 physicians, limiting the quality and access of care. Pharmacists can bridge this gap and underserved patient populations can receive the care they need.
- c. As medication experts, pharmacists can provide education, immunizations, and medication reviews to patients in addition to traditional dispensing services.
- d. Provider status will allow pharmacists to participate in multidisciplinary care, reach more patients, and incentivize new care models to improve patient outcomes.

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.**

This resource was developed by the ASHP New Practitioners Forum Legislative Affairs Advisory Group, which is providing members the opportunity to share resources that might assist in professional endeavors. ASHP is not responsible for, and does not officially endorse this resource, and further expressly disclaims any and all liability for damages of any kind arising out of the use, reference to, or reliance upon any information contained in the resource. No guarantee is provided that the content is correct, accurate, complete, up-to-date, or owned by the individual who posted it. ASHP has not participated in the development of the content, and does not exert any editorial control over it.