



myPharmacyTrainer

CLOSE X

Coach your people. Grow your business.

myPharmacyTrainer coaches members of your pharmacy team to deliver better patient care and uncover opportunities within your pharmacy.

Choose a unit to begin your training



Unit 1
Grow Your
Front-End Sales



Unit 2
Deliver Better
Patient Care



Unit 3
Optimize Your
Business



Your Progress

- Unit 1 **Grow Your Front-End Sales**
- Unit 2 **Deliver Better Patient Care**
- Unit 3 **Optimize Your Business**

About Unit 1:

Grow Your Front-End Sales: Drive your front-end business and grow sales with proven merchandising and retailing strategies. Find new ways to cross-sell and increase revenue.

» Start

Want to share?

» Email a Colleague

» Share Feedback

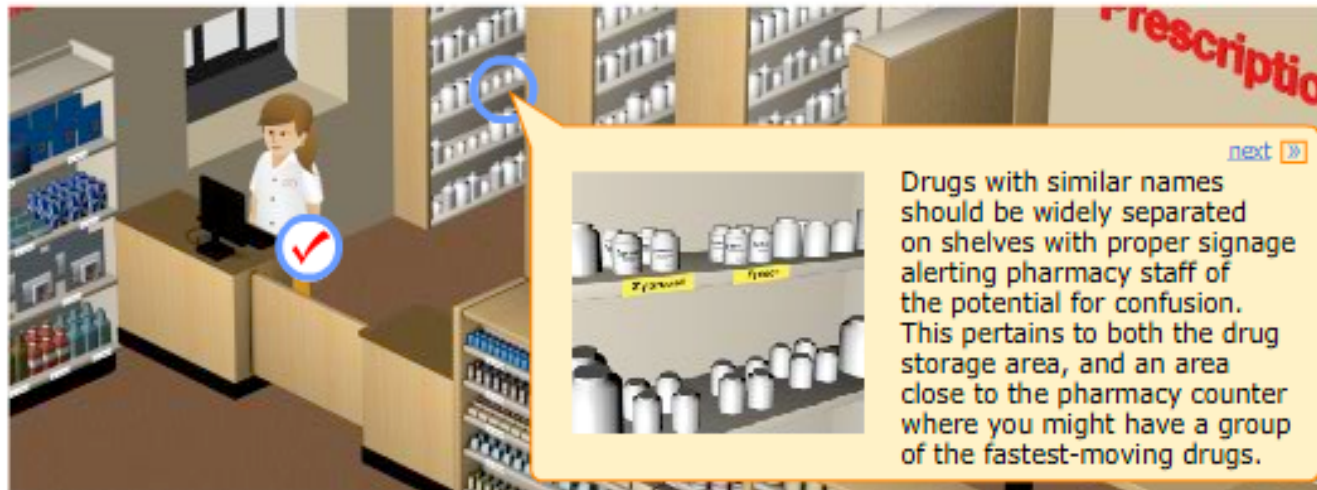


Rx for Safety:

There are several ways to eliminate or reduce dispensing errors in the pharmacy. Training staff on these best practices helps improve patient safety.

Evaluate the situation:

Click on each of the hot spots to learn where precautions can be taken to help reduce the chance of errors. You must click on each hot spot to advance further in this scenario.



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Current Unit



Unit 1: Grow Your Front-End Sales

Unit 3: Optimize Your Business

Unit 2: Deliver Better Patient Care

Congratulations!

Paul is satisfied because the pharmacy cared enough about him to find out what plan he was on and to ensure their managed care network participated in it. The pharmacy also had a good opportunity to review their cash pricing strategy.

- On the average, it costs a pharmacy \$10.63 to fill a prescription and that does not include the cost of the ingredient.
- Approximately 9% of all prescriptions are paid with cash and accurate cash pricing can impact your bottom line in a big way.
- It is important to make sure that your Managed Care network includes:
 - access to hundreds of managed care contracts, thousands of group plans, and millions of members
 - comprehensive third-party contracts review (business, legal and peer review)
 - audit assistance and education on Medicare, Medicaid, and other legislative issues
- Managed Care networks can realize \$24,300 - \$81,000 of additional top-line revenue on an annual Rx spend of \$2.7M.

Select another *Patient for this Topic* or use the navigation below to continue your training.