



GET IN SYNC:

Medication Synchronization Resource Roadmap



Health Mart® believes medication synchronization (“med sync”) is truly the game changer for independent pharmacy! We understand pharmacies may be at different steps in implementing med sync – that’s why we’ve created resources to help you along every step of your journey to *Get in Sync*.

Whether you are just getting started, need implementation or enrollment support, or need help maximizing your med sync appointments, this Roadmap has the resources you need to help you succeed.

KEY:



Live event!



Online training!



Resource!



Marketing template!



Get Started

Med sync helps the pharmacy become proactive in caring for patients, shifting from a reactive mode of business to an appointment-based model to free up your time to increase operational efficiencies, revenue and clinical performance. Under med sync, enrolled patients with multiple medications pick up or have their prescriptions delivered on a single day each month. It’s a fundamental shift in the historic pharmacy workflow where you fill prescriptions on demand and are constantly in a reactive mode.

Med sync helps put you in the driver’s seat and move your pharmacy practice forward.

Virtual Training Tour!

You can also complete [Health Mart’s “Med Sync Learning Experience”](#) on Health Mart University.SM



This Learning Experience combines the resources listed in this roadmap, such as archived CE webinars, a live hands-on workshop, and more into a comprehensive training tool.

Get Educated!



[Register for a Health Mart Town Hall:](#) Join us for a complimentary, interactive, peer-to-peer Town Hall CE workshop about implementing med sync – over 100 events across the country!



[Health Mart University: “Medication Synchronization: Decoding the Key Benefits”](#)



[Health Mart Operations Manual: Get Educated about the Benefits](#)



[Thrifty White Analysis: The Appointment-Based Model \(ABM\)](#)

Get Tools!



[Health Mart’s Medication Synchronization Playbook:](#) Pages 6–13; *Pharmacy Self-Assessment Checklist* pages 37–38; *30-60-90-Day Implementation Plan* pages 39–41



[Health Mart Operations Manual – Med Sync: Your Step-by-Step Guide](#)


- Check with your PSAO to determine their contracted rates with med sync technology suppliers, which may include:
 - PrescribeWellness – StarWellness
 - Ateb – Time My Meds®
 - VoicePort SYNCHRO-SCRIPT™
 - Select pharmacy-management systems




Get Additional Patients Enrolled


Once you have implemented med sync, the next step is typically to grow the number of patients enrolled. You may want to consider technology, leveraging patient-facing marketing materials and prescriber communications to increase the number of patients enrolled in med sync. Remember — it takes the whole staff's efforts to enroll a patient, so be sure everyone is aligned and aware of med sync!

Get Educated!

 [Health Mart Operations Manual: Get Additional Patients Enrolled](#)

Get Tools!

 [Health Mart's Medication Synchronization Playbook](#): Pages 14–31

 [Health Mart Marketing Hub's SimpleSync™ patient marketing templates](#): Search the term “sync” to see the wide range of customizable materials (e.g., posters, postcards, flyers, etc.)

 [Health Mart Marketing Hub's customizable med sync physician fax template](#)

★ 100 ★
**Patients
IN SYNC**

GET ENCOURAGEMENT!

Enroll 100 patients and join Health Mart's “100 Club”!

But why 100? Not only is it a good goal to set for the pharmacy staff, but after you have enrolled 100 patients, you will begin to see your workflow become more efficient, as well as your ability to impact your patient adherence ratings in a meaningful way.

Pharmacies who achieve enrolling 100 patients will become members of Health Mart's “100 Club” and be recognized for their efforts to shift their business to a patient-centric approach through med sync.



Get the Most Out of Your Appointments

The appointment-based nature of medication synchronization allows the opportunity to streamline your patient conversations to one time each month. This allows you to review all the patient's medications in a single visit and address any potential adherence concerns, and conduct an MTM session if they are eligible. A specific patient appointment also provides the opportunity to offer incremental revenue-generating services each month such as immunizations, screenings and other innovative services such as genetic testing.

Get Educated!


 [Health Mart University: Enhancing the Appointment](#)

 [Health Mart University: Using Motivational Interviewing to Guide Conversations](#)

 [Health Mart University: Generate Maximum Profits from Your Immunization Services](#)

 [Health Mart University: Practical Steps for Integrating MTM into Your Daily Practice Routine](#)

Get Tools!

 [Health Mart Marketing Hub's patient appointment marketing templates](#): Search the terms “Medicare Part D Open Enrollment” and “immunizations” for patient-facing marketing templates

 [Health Mart Marketing Hub's customizable adherence physician fax template](#)

 [Health Mart's Medication Synchronization Playbook](#): Pages 32–34



Get Connected

Throughout your journey to Get in Sync, chat with your peers about their tips, barriers and successes with medication synchronization on [McKesson Connect Community](#).

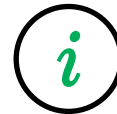


Health Mart is here to be your partner in your journey to Get in Sync!

REMEMBER:

Med sync is not the end goal. It's the vehicle that enables you to make the transition from heads down, cranking out prescriptions to proactive and patient-centric.

It's important to remember one thing that we recognize makes you different as an independent pharmacy: you already have the relationships with your patients. Your business model, and how you operate, just needs to follow. Health Mart is confident that this shift of your focus from reactive prescription filling to proactive and patient-focused will improve both the health of your business, and of your patients.



Questions?

Contact HealthMartOperations@McKesson.com

McKESSON

Health Mart is proud to be a member of the McKesson family, sharing in the collective industry knowledge and experience residing within all of the McKesson corporate affiliates. Since 1833, McKesson has been committed to the success of independent pharmacies through the delivery of innovative programs and reliable distribution services. Learn more at mckesson.com.

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