



Getting Paid for Pharmacy Services: Sell Yourself



The University of Wyoming, School of Pharmacy, is accredited by the Accreditation Council for Pharmacy Education as a Provider of Continuing Pharmacy Education and designates this home study knowledge based activity for 0.5 contact hours (30 min) 0.05 CEU's to pharmacists who completed the program and submit an evaluation / program assessment. Course number: ACPE # 0653-0000-21-006-H04-P

INSTRUCTOR / FACULTY

Mary Onysko, PharmD, BCPS
Clinical Associate Professor of Pharmacy Practice
University of Wyoming School of Pharmacy
Pharmacy Program Director at Springfield Family Physicians

WHO SHOULD ATTEND / TARGET AUDIENCE

Pharmacists interested in updating their knowledge regarding how to sell themselves and the clinical services that you provide.

REGISTRATION

<https://chronic-disease.catalog.instructure.com/>

FEES / REFUND

This continuing education program is funded by the Wyoming Department of Health through a grant from the Centers for Disease Control. The grant covers registration for all pharmacists that are licensed and working in Wyoming. Information on the number of participants that complete the program will be shared with the funding source, however no personal information will be shared. If you are a pharmacist outside of Wyoming and would like to take this course please contact the program coordinator

ACTIVITY OVERVIEW

This program examines how to create and sustain a process to sell yourself and the clinical pharmacy services that you provide. Participants will learn about specific insights to help design and implement this type of service and the related reimbursement process. Discussions on

what data to collect and how to leverage this data are included. Activities include online videos and resources.

LEARNING OBJECTIVES

Upon completing this course, you will be able to:

- Compare and contrast different ways to approach new potential partners
- Identify which staff member to approach when selling your services
- Discuss some strategies that have been successful

METHODS AND CE REQUIREMENTS

This on line activity consists of video recorded lectures. Participants must complete the activity in its entirety, score a 70% or above on the assessment and complete an evaluation / assessment of the program. Claim credit and view the statement of credit immediately after the activity. This course is starts April 15, 2021 and expires April 14, 2024.

CE Statements of Credit will be electronically uploaded to the CPE Monitor system within 4 weeks of the UW SOP continuing education group receiving the fully completed assessments and evaluation forms.

FACULTY DISCLOSURE

As a provider accredited by ACPE, it is the policy of the University of Wyoming, School of Pharmacy continuing education group to ensure balance, independence, objectivity, and scientific rigor in all educational activities. A potential for bias may exist if a continuing education faculty member is affiliated with or has a financial interest in any organization(s) that may have a direct interest in the subject matter of the presentation. Situations involving potential bias are not inherently problematic or unethical, but the prospective audience must be made aware of the affiliation or financial interest. It is intended that any potential bias be identified openly so that the audience is provided full disclosure of the facts and may form their own judgments about the continuing education activity content.

Faculty for this program have no known conflicts.

PRIVACY POLICY

When you browse the course website (prior to registering for a program), we do not collect any personally identifiable information.

Once you register for a program, your personal information is collected. However, this information is utilized for record-keeping purposes associated with verifying your participation in UW continuing education group (CEG) programs in accordance with our accreditation requirements. In addition, this information is used for marketing of other CEG programs. Under no circumstances is your personal information shared with/sold to any other party. You can opt out of receipt of any of our advanced program information at any time.

SYSTEM TECHNICAL REQUIREMENTS

Courses and learning activities are delivered via your Web browser. Users should have a basic comfort level using a computer and navigating web sites.

Courses and learning activities are delivered via your Web browser, YouTube, and Acrobat PDF. For all courses, you should have a basic comfort level using a computer and navigating web sites. The learning activities require the following minimum requirements.

Hardware Requirements

- 128 MB of RAM 16-bit video card capable of 1024x768 screen resolution or better
- Speakers or headphones

Software Requirements

- **Microsoft Windows Users**
- Microsoft Windows 98 SE, Windows NT 4.0 SP6a, Windows 2000 SP4, or Windows XP Service Pack 1, Service Pack 2, or Service Pack 3, Windows Vista, or Windows 7
- Internet Explorer 9.0 or later, Firefox 1.5 or later, or Chrome
- **Apple Users**
- Mac OS X 10.3 or later
- Safari, Firefox, or Chrome
- **Additional software** (for both Windows and Mac OS)
- Adobe Flash Player Version 10
- Adobe Acrobat Reader
- **Technical Questions**
- Questions concerning accessing, viewing or navigating contact University of Wyoming IT – Monday – Friday 9:00am – 5:00pm MT

PROGRAM COORDINATOR

Elliott M. Sogol PhD, RPh, FAPhA

Director Postgraduate Education and Continuing Education
University of Wyoming
School of Pharmacy
esogol@uwyo.edu

Wyoming Center on Aging Contact

Maggie Kougl

Regional Coordinator
Under Contract w/ the Wyoming Department of Health
Chronic Disease Prevention Program (CDPP)
Email: mkougl1@uwyo.edu
Website: <https://www.uwyo.edu/wycoa/>