



CPESN® Pharmacies and Local Network Leadership:

Here is this week's **Sunday Update** on CPESN activities.

Here's what is happening this week...

[CPESN USA Introductory Webinar Thursday, September 27th at 7 p.m.](#)



Payer Engagement

A Southeastern network has begun an engagement with Medicaid around care management services for complex patients.

A Southern network has has been contacted by Medicaid for pharmacy care management services as well.

A Southern network had a payer call and say "we want to give you all of our complex patients" across commercial, Medicare and Medicaid lives.

We are starting to see a strong trend. Local. Relationship. Coaching. And, care planning for patients that don't deserve mail order and a dial tone.



Quality

eCare Plan Webinar Series

If you missed Part I of the eCare Plan webinar series – eCare Plan Basics – you can find a video and slide deck of that presentation [here](#) or by clicking on the links below.

To view the pre-recorded e-Care Plan Basics presentation, click [here](#).

To access downloadable e-Care Plan Basics presentation slides, click [here](#).



Marketing

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2018 CPESN Luminary-of-the-Year Finalists

John Croce, owner of Four Corners Pharmacy in Delmar, N.Y., couldn't pass up the opportunity to join CPESN® Networks after he spoke with Joe Moose (Owner of six Moose Pharmacy locations in N.C. and Director of Strategy & Luminary Development for CPESN USA) back in January of 2016. Joe shared the success of the CPESN Network in North Carolina and John was convinced it could happen in his area. So, John, along with Steve Moore, started CPESN Upstate NY and with its success has been selected as a finalist for the 2018 CPESN Luminary-of-the-Year Award, Sponsored by Upsher-Smith.

John firmly believes that CPESN Networks represents the best chance for the pharmacy profession to come to the healthcare table as a contributor in patient care. He is passionate about how the CPESN model illustrates and proves the connection between enhanced pharmacy services and the improvement of patient outcomes – along with the reduction of overall medical costs. He sees CPESN Networks as the clinical path for pharmacists in a community-based setting.

This year has been rewarding for CPESN Upstate NY as their relationship with New York State Medicaid expanded from two stores to all ten stores in the three counties the network covers. John states, “before CPESN Networks, we were just ten competitors in the community pharmacy world. With CPESN Networks, we’ve come together to share ideas, frustrations and successes as a team, with each pharmacy providing something that benefits the others.”

Future plans for CPESN Upstate NY is to continue recruitment efforts in nearby counties, to engage with payors and providers, and embrace the culture of change required by offering clinical services and documenting care plans. John says the CPESN Upstate NY participating pharmacies are up to the challenge and looking forward to a new way of generating revenue.

Click [here](#) to see John's Bio.

In the News

The Pharmacist Care Plan was the primary topic in a September 14, 2018 article on *Healthcare-Informatics.com* entitled, *EHR-Compatible Pharmacist Care Plan Standard Opens the Door to Cross-Setting Data Exchange*. The article by Zabrina Gonzaga, R.N., shares the importance of the Pharmacist Care Plan Standard for the future of community pharmacy. Click [here](#) to read the whole article.



Operations

Chronic Care Management

Our Chronic Care Management (CCM) Playbook is now available. If you don't know what CCM is and/or need to understand how to use the CCM Playbook, please sign up for the CCM Office Hours webinar. This webinar is held monthly on the third Thursday of each month at 3 p.m. Eastern. **The next webinar will be held Thursday, October 18th.** Click [here](#) for one-time registration to CCM Office Hours.

Thanks for being a participating pharmacy. Have a great week!



Sincerely,



Troy Trygstad
Executive Director

For more information on CPESN®
Networks, visit www.CPESN.com

