NIPCO PRODUCT GUIDE

A division of the National Community Pharmacists Association (NCPA®), the National Institute for Pharmacist Care Outcomes (NIPCO®) is the national accrediting body for Pharmacist Care® education and training certificate programs leading to the Pharmacist Care Diplomate® credential, and the leading authority in assisting community pharmacists with developing new niche markets in disease management, disease prevention, and wellness or more generally referred to as Pharmacist Care.
# TABLE OF CONTENTS

## Services
- Pharmacist Care Diplomate® Credential .............................................................. 3
- Program Approval Guidelines .............................................................................. 3

## Publications
- Communicating Pharmacist Care to Managed Care ............................................ 4
- Developing a Pharmacist Care Practice: A New Millennium in Pharmacy ............... 4
- Marketing Your Professional Services: A Sales-Oriented Approach ....................... 4
- NIPCO Pharmacist Care Diplomate Brochure .................................................... 5
- The Pharmacy Technician Training Program ...................................................... 7

## Billing Tools
- Pricing Pharmacist Care Services........................................................................ 6
- CMS-1500 Claim Form ....................................................................................... 6

## NIPCO Continuing Education ‘Home Study’ Programs
- Building a Complementary and Alternative Medicine Niche: A Focus on Herbal and Nutritional Supplements (4.25 CE Hours) .......... 8
- Home Infusion Pharmacy (27 CE Hours) ......................................................... 9
- Osteoporosis Care [ACPE Certificate] (15 CE Hours) ......................................... 9
- Therapeutic Foot Care [ACPE Certificate] (16 CE Hours) ............................... 10

## NIPCO Continuing Education ‘Live’ Programs ...................................................... 11
- Community Aging, Assisted Living and Long-Term Care Certificate Program [ACPE Certificate]...........15.25 CE Hours
- Osteoporosis Care [ACPE Certificate] ............................................................ 15 CE Hours
- Therapeutic Foot Care [ACPE Certificate] ........................................... 13 CE Hours

## NIPCO Web Site
- www.ncpanet.org/nipco ..................................................................................... 11

## NIPCO Order Form ......................................................................................... 12
SERVICES

Pharmacist Care Diplomate® Credential

Broaden your disease management experience and gain recognition through the NIPCO Pharmacist Care Diplomate Credential. Complete a minimum of 45 hours—15 hours in each of three (3) different NIPCO-accredited disease management/wellness certificate programs to achieve Pharmacist Care Diplomate status, a preeminent ranking in disease management. Refer to the NIPCO-accredited home study and live certificate programs available in this Product Guide or go online to www.ncpanet.org/nipco.

Program Approval Guidelines

This document provides guidelines to those parties interested in obtaining NIPCO accreditation for Pharmacist Care educational certificate programs. These guidelines are meant to provide base-line requirements for NIPCO approval, as well as basic parameters for pharmacist care/disease management and wellness certificate program development. NIPCO approval shall be granted for a two-year period. The program application fee is $750. To access the Program Approval Guidelines online, see www.ncpanet.org/nipco, or for a printed copy call NIPCO at 800-544-7447.

Price: ..........................................................FREE
PUBLICATIONS

**Communicating Pharmacist Care to Managed Care**

This is the step-by-step guide on contracting with managed care organizations (MCOs) to provide pharmacist care disease management services to plan beneficiaries. Suggested key elements for a pharmacy to include in a contract with an MCO and sample patient cases to illustrate helpful information about your pharmacist care that can contribute to successful negotiations with an MCO. Also, includes the managed care industry’s National Committee for Quality Assurance (NCQA) measures of performance based on provider outcomes of care increasingly used by employers to evaluate health care providers. The over 70 measures identified are those in which pharmacist care services can provide the greatest impact to managed care organizations. Four-color, 20 pages.

Members .................................................. $20
Non-members ............................................. $30

**Developing a Pharmacist Care Practice: A New Millennium in Pharmacy**

This publication describes the business acumen a pharmacist needs to develop a successful pharmacist care practice. Step-by-step guidance on establishing successful disease management/wellness programs is provided. Financial scenarios illustrate the profitability of disease management/wellness programs. Two-color, 44 pages.

Members .................................................. $20
Non-members ............................................. $30

**Marketing Your Professional Services: A Sales-Oriented Approach**

Marketing professional services to potential referral sources and patients is now easier with help from this guide. Seven worksheets are included for identifying and prioritizing the best sales targets and preparing for the sales calls. Tips on dealing with physician behavior are also included, as well as two, four-color electronic sample brochure templates to allow for customization with your pharmacy information and list of specialized service offerings to help market a pharmacy’s professional services; then delivered to your local quick printer for duplication. Four-color, 37 pages.

Members .................................................. $20
Non-members ............................................. $30
**NIPCO Pharmacist Care Diplomate Brochure**

“Extra Training for Extra Care™.” Convey your professional achievement to your patients with a professional two-color brochure—available electronically to allow for customization with your pharmacy information and list of specialized accomplishments; then delivered to your local quick printer for duplication. Provided as a computer diskette along with a black and white page proof. Available to NIPCO Pharmacist Care Diplomates only. To view a sample, go to www.ncpanet.org/nipco.

Members ............................................................... $15
Non-members ......................................................... $25

**The Pharmacy Technician Training Program**

The Pharmacy Technician Training program is designed to help organize the learning necessary to work competently and confidently in the role of a pharmacy technician. An on-the-job education and training tool designed specifically for community pharmacies for use with an orientation program or a performance evaluation program; flexible and easy to use; contains numerous examples and illustrations; focuses on basic pharmacy technician job responsibilities; includes self-assessment questions and 12 modules plus appendices:

**Features of the Training Program**

- Focuses on technician's basic job responsibilities
- Over 200 pages divided into 12 logical, easy-to-follow chapters
- Includes numerous illustrations and examples
- Includes self-assessment questions at the end of each chapter
- An up-to-date chapter covering the new Federal Privacy Requirements is a must read for all pharmacy technicians
- Includes a competency assessment at the end of each chapter
- Easy to incorporate into employee orientation and performance assessment programs

For more information and to place an order go to www.icpt.org.
BILLING TOOLS

Pricing Pharmacist Care Services

Accurately defining prices for disease management services, prescription screening, and patient education is best accomplished through your pharmacy’s financial data. Learn a step-by-step approach to assessing the economics of professional services in a community pharmacy, in addition to evaluating prices set by third-party programs for disease management/wellness services. Four-color, 13 pages.

Members ................................................................. $20
Non-members ......................................................... $40

CMS-1500 Claim Form

The CMS-1500 claim form is the most widely recognized and accepted format when filing Major Medical claims for health services or for billing disease management services. Now available to pharmacists at below market prices with further quantity discounts available.

Form #ND 1001 — one-part continuous
Pack of 250, Members .............................................. $10.00*
Pack of 1,250, Members ........................................... $35.00*
Pack of 2,500, Members ......................................... $42.00*
Pack of 20,000 or more, Members .......................... $39.00*

Form #ND 1002 — two-part continuous, NCR
Pack of 500, Members .............................................. $22.50*
Pack of 1,000, Members .......................................... $41.00*
Pack of 8,000 or more, Members ........................... $38.50*

Non-members ........................................................... Add $10 per item

*Plus shipping and handling

Distributed by MED-PASS

Call MED-PASS at 800-438-8884, fax to 800-230-8687, or write to:

MED-PASS
10800 Industry Lane
Miamisburg, OH 45342

Targeted to pharmacy management computer system software vendors, this manual contains all the HIPAA-compliant EDI transactions for pharmacists and pharmacies to bill Medicare, Medicaid, and major medical insurers for professional services electronically (e.g., any previous paper CMS-1500 formatted claim such as immunizations, disease management/wellness services, etc.). Orders for this guide are being handled by Washington Publishing Company at: www.wpc-edi.com or (425) 831-4999 to obtain a downloadable PDF file for $190, a CD-ROM for $205, or a printed version for $225.
NIPO CONTINUING EDUCATION
HOME STUDY PROGRAMS/
CERTIFICATE PROGRAMS

Building a Complementary and Alternative Medicine Niche: A Focus on Herbal and Nutritional Supplements (4.25 CE Hours)

Natural medicine, herbal and nutritional supplements... expansion into this rewarding niche is a natural for the community pharmacist. To succeed, however, you must first be familiar with products, know how to establish a supplement program including inventory selection and merchandising, learn marketing and sales tips that influence patient purchases, understand how to use natural medicine references and know how to recognize quality manufacturing practices in the production of natural medicine products.

To help you get started in this market niche, the introductory program reviews 48 products that include top herbal and nutritional supplements, vitamins, minerals, and their role in improving health. Topics include: indications, effective dosing, potential side effects and drug interactions, drug-induced nutrient depletion interactions, patient education and guidelines, and companion sales linked to prescription drugs.

Pharmacists who have successfully marketed and implemented a natural medicine program will discuss how to establish a rewarding CAM niche. This is an exciting program and, when implemented, will easily increase your bottom line.

The online program format includes immediate online grading and receipt of a CE Certificate that can be printed instantaneously. To access the online program, go to www.ncpanet.org/nipco.

Online Format
Member/Non-member ................................................................. $195

Price includes all CE test processing fees.
NIPCO-accredited Home Infusion Pharmacy Certificate Program (27 CE Hours)

Experienced home infusion pharmacists can obtain ACPE credits as well as solidify and validate their current knowledge base. Pharmacists new to home infusion can use this program to prepare to enter the industry.

Learners study at their own pace with this multi-module, self-study CE program. ACPE credits will be provided automatically upon completion of individual modules. The Home Infusion Pharmacy Certificate will be awarded upon successful completion of all seven modules. This program can be applied toward Pharmacist Care Diplomate credential.

Modules are available through the National Home Infusion Association (NHIA) online store. For up-to-date availability and ordering information visit the NHIA website at www.nhianet.org/education/certprogram.html.

Osteoporosis Care Certificate Program (15 CE Hours)

Osteoporosis is a major public health threat for an estimated 44 million Americans, or 55 percent of the people 50 years of age and older. In the United States, 10 million individuals are estimated to already have the disease and less than one third of osteoporosis cases have been diagnosed. While 80 percent of those affected by osteoporosis are women, one in four men over age 50 will suffer from osteoporosis.

Osteoporosis is a debilitating disease that can be prevented and treated. Community pharmacists are in an ideal position to educate patients about osteoporosis risks, identify patients at risk for osteoporosis, and help manage patients who have already developed osteoporosis.

Be a part of the solution. Learn how to develop successful osteoporosis care services for your pharmacy in this online continuing education course. You will also receive a business plan to help establish an osteoporosis care niche in your pharmacy practice.

Upon successful completion of all six post tests, a Certificate of Achievement is received. The online program format includes immediate online grading and receipt of ACPE statements of credit and a NIPCO Certificate of Achievement, all of which can be printed instantaneously. This program is available online only at www.ncpanet.org/nipco. This program can be applied toward the Pharmacist Care Diplomate credential.
Therapeutic Foot Care Certificate Program

This certificate program will provide the participant with extensive education and training to fit therapeutic shoes. Diabetes patients, in particular, are prime candidates for therapeutic shoes and foot orthotics. Program topics include: anatomy of the foot, identification and analysis of conditions of the foot (including rearfoot, forefoot, and sports-related injuries), diabetic foot overview, selection of therapeutic shoes and orthotics, and billing basics for therapeutic shoes. Participants will learn how to develop a therapeutic foot care niche in their pharmacy, as well as marketing techniques in their community.

The participant must complete both the live (13 CE hours) and the home study (16 CE hours) components to receive a Certificate of Achievement. This program can be applied towards the attainment of NIPCO Pharmacist Care Diplomate credential.

(Live Certificate/course materials $375/pp; an additional fee applies to the home study component)

Please note that certain states with orthotic and prosthetic or pedorthic requirements mandate that practitioners meet the state's requirements in order to dispense therapeutic footwear. Since each state has different requirements and definitions, practitioners in those states should consult their specific state government. Successful completion of the NIPCO-accredited Therapeutic Foot Care Certificate Program does not guarantee or imply that you will be able to dispense pedorthic footwear in your state.

Online Format
Member/Non-member .................................................................$175

Price includes all CE test processing fees.
NIPO CONTINUING EDUCATION
‘LIVE’ CERTIFICATE PROGRAMS

- Community Aging, Assisted Living and Long-Term Care: 15.25 CE Hours
- Osteoporosis Care: 15 CE Hours
- Therapeutic Foot Care: 13 CE Hours

Each program includes treatment guidelines for screening, monitoring, and managing patients; ready-reference treatment pathways; OSHA/CLIA requirements when tests requiring blood samples are involved; illustrative patient data collection forms; implementation and marketing strategies for building a thriving care niche; how to document and bill for care services and tests; case studies and skill-building exercises; and an extensive resource section. Upon successful completion of each program, participants are awarded a Certificate of Achievement. Each program can be applied toward the Pharmacist Care Diplomate credential.

For more information or NIPCO’s schedule of upcoming live program offerings, check the NIPCO website at www.ncpanet.org/nipco or call 800-544-7447.

NIPO WEB SITE — The Internet Portal to the World of Disease Management in Pharmacy

Go to www.ncpanet.org/nipco for information:
- About NIPCO
- NIPCO Affiliate
- NIPCO Curriculum
- Pharmacist Care Diplomate Credential
- Program Approval Guidelines
- Schedule of Live Programs
- Products

Contact info@ncpanet.org for:
- Specific questions relating to NIPCO programs, products or services.
All orders for products and services will be filled at prices current at the time the order is received by NCPA. NCPA policy requires payment prior to shipping.

Shipping and handling as noted is for one item only. Costs increase to $14.75 for two to three items.

Please allow 7 to 10 business days for delivery.