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**[SP1]**

## **Timeline for Planning a Managed Care Pharmacy Career**

**Thursday, October 9, 2014**

**11:00 am – 12:00 pm**

**Room 208**

**Speaker**

**Katherine Wolf, PharmD**

*A Session for Student Pharmacists*

***This session does not offer continuing education credit***

# SPEAKER BIOGRAPHY

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## **Katherine Wolf, PharmD**

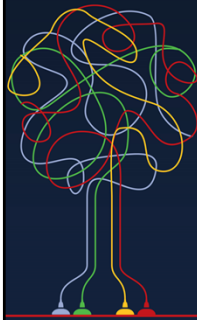
Dr. Katherine (“Kat”) Wolf, PharmD is the Director of Pharmacy Services for Soundpath Health in Federal Way, WA. Soundpath Health is a Medicare Advantage Prescription Drug (MAPD) Plan serving approximately 17,000 covered lives in the state of Washington.

Dr. Wolf began the first 11 years of her pharmacy career working in a retail pharmacy chain as a pharmacy technician and pharmacy intern. Dr. Wolf’s managed care training began with an internship at BlueCross BlueShield of Tennessee as a pharmacy student in 2009. In this role, she worked primarily on commercial health plan projects for achieving medication optimization, evaluating prescribing trends in multiple clinical areas, formulary development, and specialty medication management.

After receiving her Doctorate of Pharmacy from Mercer University in 2011, Dr. Wolf completed her PGY-1 Managed Care Pharmacy Practice residency with Group Health Cooperative in Seattle, WA in 2012. During this post-graduate training, Dr. Wolf gained additional exposure to managed care and ambulatory care clinical concepts. Dr. Wolf’s residency project during this training was to develop a specialty pharmacy medication management program for the commercial population covered by the Group Health PPO and HMO products.

# Timeline for Planning a Managed Care Pharmacy Career

A Session for Student Pharmacists



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## Speaker

Katherine Wolf, PharmD  
Director of Pharmacy Services  
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Federal Way, Washington

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## My Background

- A.S. Pre-Pharmacy – 2005
- B.S. Integrative Studies - 2007
- PharmD from Mercer University – 2011 (Go Bears!)



- PGY-1 Managed Care Pharmacy Practice Residency – Group Health Cooperative – 2012
- Current Role – Director of Pharmacy, Medicare Advantage Prescription Drug Plans

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## Overview

- Introduction to Managed Care Pharmacy
- Tips for Getting Started
- P1: Getting your feet wet
- P2: Filling in the gaps
- P3: Start preparing for post-grad
- Residency Planning
- P4: Getting ready for what's next
- Post-Graduate: Looking for a change

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## What is managed care and why should I care?

- It's everywhere a pharmacist works
- Providing patient-centered care at a population level impacting many patients at a time
- Even if you're not a "managed care pharmacist" it's good to be familiar with the moving parts

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## Where do Managed Care Pharmacists work?



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## What do Managed Care Pharmacists do?

Job Focus	Responsibilities
Sales/Client Support	Work with employer groups to find clinically appropriate ways to manage cost
Trade/Supply Chain	Contract with manufacturers, pharmacies, employers, and health plan clients
Trend Management	Evaluate and educate clients to make cost-effective drug and program choices
Formulary Design	Evaluate data to make formulary decisions for populations of patients
Clinical Program Development	Use research to develop clinical programs to enhance adherence and safety
Patient Safety	Administer and design formulary programs to enhance patient safety
Drug Distribution	Ensure quality services are provided by mail and specialty pharmacies for patients
Outcomes Research	Use retrospective claims data to analyze drug outcomes
Audit/Drug Utilization Review	Investigate inappropriate utilization of medications at the pharmacy and physician level

**Resources:**

[http://amcp.org/professional\\_development/student\\_pharmacists/role\\_of\\_pharmacists/](http://amcp.org/professional_development/student_pharmacists/role_of_pharmacists/)  
[http://amcp.org/roadmap\\_to\\_career/](http://amcp.org/roadmap_to_career/)

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## Where do I start?

- Key Points for every year & as a professional:
  1. Networking
  2. CV & LinkedIn Updates
  3. Keep an open mind to new opportunities

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## P1: Getting Your Feet Wet

- Consider your background
- Identify opportunities to fill in the experience gaps
- Explore leadership opportunities
- Consider dual PharmD/MBA program offerings
- Keep your CV up-to-date after all experiences!
- Maintain a professional & updated LinkedIn profile

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## P2: Filling in the Gaps

- Build upon your P1 experiences and seek new opportunities based on likes/dislikes
  1. Continue filling in gaps and gaining exposure
  2. Seek leadership opportunities
  3. Pursue IPPEs in areas you may have interest
  4. Seek paid positions (internships, jobs, etc.)

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## P3: Start Preparing for post-grad

1. Update CV and begin list of cover letter topics
2. Fall AMCP NEXUS meeting (October)
3. ASHP Mid-Year meeting (December)
4. Compare fellowship, residency, & job-prospects
5. Review APPE options for managed care rotations and submit applications if applicable,
6. Discuss recommendation letters with possible writers

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## Brain Break



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## Residency: What Are they looking for?

- Know what you want in a program
- National Organization Involvement (i.e. AMCP)
- Managed Care Experience (i.e. internships, jobs)
- Familiarity with Managed Care Issues
- Organized, thoughtful application with cover letter
- Interest expressed during interview (i.e. questions, preparedness & familiarity with program)

Resource: <http://amcp.org/WorkArea/DownloadAsset.aspx?id=9567>

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## P4: Getting Ready for What's Next

1. Schedule managed care rotations early in APPE year
2. Organize application requirements & note any differences
  1. Finalize cover letters/letters of interest
  2. Update CV
  3. Submit applications before deadlines
3. Interview for programs
  1. Do your homework
  2. Send hand-written thank you notes or e-mails
4. Match rank order
5. So you didn't match

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## Post-Grad: Looking for a Change

- You've been working retail, hospital, long-term-care, etc. and want to get into managed care
  1. Managed care is everywhere
  2. Network, network, network
  3. Job shadow in person or via phone
  4. Attend AMCP
  5. Entry level is a foot-in-the-door
  6. Pursue a non-traditional residency/fellowship

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## Resources

- <http://amcp.org/internships/>
- <http://amcp.org/Residencies/>
- [Student Pharmacist's Guide to Managed Care Residency Programs](http://amcp.org/WorkArea/DownloadAsset.aspx?id=9567) (<http://amcp.org/WorkArea/DownloadAsset.aspx?id=9567>)
- [http://amcp.org/professional\\_development/student\\_pharmacists/role\\_of\\_pharmacists/](http://amcp.org/professional_development/student_pharmacists/role_of_pharmacists/)
- [http://amcp.org/roadmap\\_to\\_career/](http://amcp.org/roadmap_to_career/)
- LinkedIn: AMCP, Managed Care groups



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## Resources (cont.)

- 10 Tips for Effective Networking:

1. What are your networking goals?
2. What's your story?
3. Make a positive impression.
4. Focus on quality, not quantity
5. Be interested.
6. Like likes alike.
7. Become an expert and write about it.
8. REALLY listen.
9. Uncover their needs.
10. Offer help

Reference: <http://paidtoexist.com/10-tips-for-effective-networking/>

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Questions?



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