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# MTM: Successfully Engaging Eligible Patients

September 2012

## Locations Around Ohio

CareSource is pleased to announce that they have launched a medication therapy management program across the state with OutcomesMTM. CareSource is a Medicaid managed care program for the state of Ohio that covers over nine hundred thousand lives.

Medication Therapy Management (MTM) was officially introduced by Congress when the Medicare Modernization Act was passed in 2003 and implemented in 2006. Over the past six years, pharmacists have become familiar with MTM and have begun participating in various MTM programs. While patients are notified of their eligibility for MTM services via their health plan, additional education regarding MTM is often necessary for patients to understand and accept the service. This additional education and MTM promotion generally falls to the pharmacist providing the services, placing the pharmacist in unfamiliar territory as a “salesperson.”

This one-hour continuing education program will discuss various strategies pharmacists can use to successfully engage eligible patients in MTM services and provide tools to assist MTM providers in “making the sale.” An MTM training workshop will follow, including patient cases and providing examples of documentation and processing.

**Space is limited.** Register now.

## Learning Objectives

At the completion of this activity, participants will be able to:

1. explain what medication therapy management (MTM) is as defined by the Medicare Modernization Act;
2. describe examples of MTM services;
3. recognize the various entities who pay for MTM services;
4. discuss tactics commonly used to overcome patient barriers to MTM service provision; and
5. utilize various strategies to successfully engage eligible patients in MTM services.

## Dates and Locations

**Time: 7:00-9:00 PM unless otherwise indicated**

September 11	Ohio Northern University
September 12	University of Toledo
September 13	University of Findlay, 5:30-8:00 PM
September 18	Cedarville University
September 19	University of Cincinnati
September 20	The Ohio State University
September 25	Northeast Ohio Medical University
September 26	CareSource Office, Cleveland, Ohio

## Program Schedule

### *Opening Remarks*

#### **CareSource: Why MTM?**

Jim Gartner, *VP Pharmacy CareSource*

#### **MTM: Successfully Engaging Eligible Patients**

Tim Sullivan and Mike Case Haub (*0.1 CEU*)

#### **MTM Training and Overview** (*workshop format*)

### *Discussion*

## Continuing Education Faculty

Tim Sullivan, R.Ph., PharmD  
Director of Clinical Services at OutcomesMTM

Mike Case Haub, R.Ph., PharmD  
Senior Provider Services Associate at OutcomesMTM

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Name \_\_\_\_\_ Nickname for Badge \_\_\_\_\_

NABP e-Profile ID\* \_\_\_\_\_ Birthdate (MMDD format) \_\_\_\_\_

[obtain at [www.MyCPEmonitor.net](http://www.MyCPEmonitor.net)]

Preferred Mailing Address  home  work \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Place of Employment \_\_\_\_\_

Home Phone (\_\_\_\_\_) \_\_\_\_\_ Work Phone (\_\_\_\_\_) \_\_\_\_\_

Fax (\_\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_

**Please indicate which program you are registering for: Register:**

- September 11: Ohio Northern University
- September 12: University of Toledo
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• **online at [www.ohiopharmacists.org](http://www.ohiopharmacists.org)**

• **fax 614.389.4582**

• **or call 614.389.3236**

There is no registration fee. Pharmacists must be pre-registered to attend. Your registration confirmation will be emailed.

**Onsite registration will NOT be available.**

## CONTINUING EDUCATION

This program is targeted to all pharmacists. The Continuing Education (CE) for this program is coordinated by the Ohio Pharmacists Foundation. Pharmacists who attend this program will earn 0.1 CEU of continuing education credit. To receive credit, you must sign the attendance sheet, fill out the CE form and evaluation form, sign, date, and return it to program staff.

\*All pharmacists will need an **NABP e-Profile ID** number so that your ACPE-accredited CE can be processed. You may apply by logging into [www.MyCPEmonitor.net](http://www.MyCPEmonitor.net) if you have not yet obtained this number.



The Ohio Pharmacists Foundation is the educational and research arm of the Ohio Pharmacists Association.

ACPE number:  
0129-0000-12-063-L04-P

*This is an application-based activity.*

The Ohio Pharmacists Foundation Inc. is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education.

