

A Bone Health Screening & Referral Project in Northwest Iowa



Legend:
1=Lewis Family Drug; 2=Pocahontas
3=Bancroft; 4=Mansmith; 5=Daniel Pharmacy

Project Goals

- Increase identification & treatment of women ≥ 60 yo at risk for osteoporosis.
- Create a model for community pharmacy screening, education, referral, and patient follow-up after the screening.
- Educate pharmacy partners and other providers on osteoporosis.
- Train pharmacy partners on screening technique with Achilles InSight® by GE Lunar

Pharmacy Partners in N.W. Iowa

- Wendee Chase, Lewis Family Drug. Rock Rapids
- Rachel Kerns, Pocahontas Pharmacy. Pocahontas
- Christiane Salters, Bancroft Pharmacy. Bancroft.
- Mark Anliker/Kim Joyce, Mansmith Pharmacy. Emmetsburg
- John Daniel Jr., Daniel Pharmacy. Fort Dodge.
- Northwest Iowa Pharmacy Association

Funding

- FUNDING:** Community Pharmacy Foundation
- GRANT AWARD:** \$35,500
- TIME PERIOD:** January 2005 to December 2006

Project Components

- C.E. program on osteoporosis for pharmacy partners and local providers
- Training program for pharmacy partners on use of the Achilles Insight
- Bone density screenings (one day/pharmacy)
- Referral to providers for at-risk patients
- Phone follow-up with patients at 3 and 6 months

Project Partners:

June Felice Johnson (P.I.) & Carrie Koenigsfeld (co-P.I.)
Drake University College of Pharmacy & Health Sciences
Susan Bravard, Director, Geriatric Education Center, Des Moines University
Laurie Hughell, Fellow, PA Program, Des Moines University

Patient Screening Criteria

- Woman ≥ 60 yo
- Resides in NW Iowa
- No current or previous diagnosis of osteopenia or osteoporosis
- Not currently receiving medication to treat osteopenia or osteoporosis
- Completed written informed consent

Screening & Referral Process

Step 1

- Advertise-advertise-advertise!!! Marketing to customers
- Patient contacts pharmacy for screening appointment; screened for eligibility by pharmacist; scheduled.

Step 2

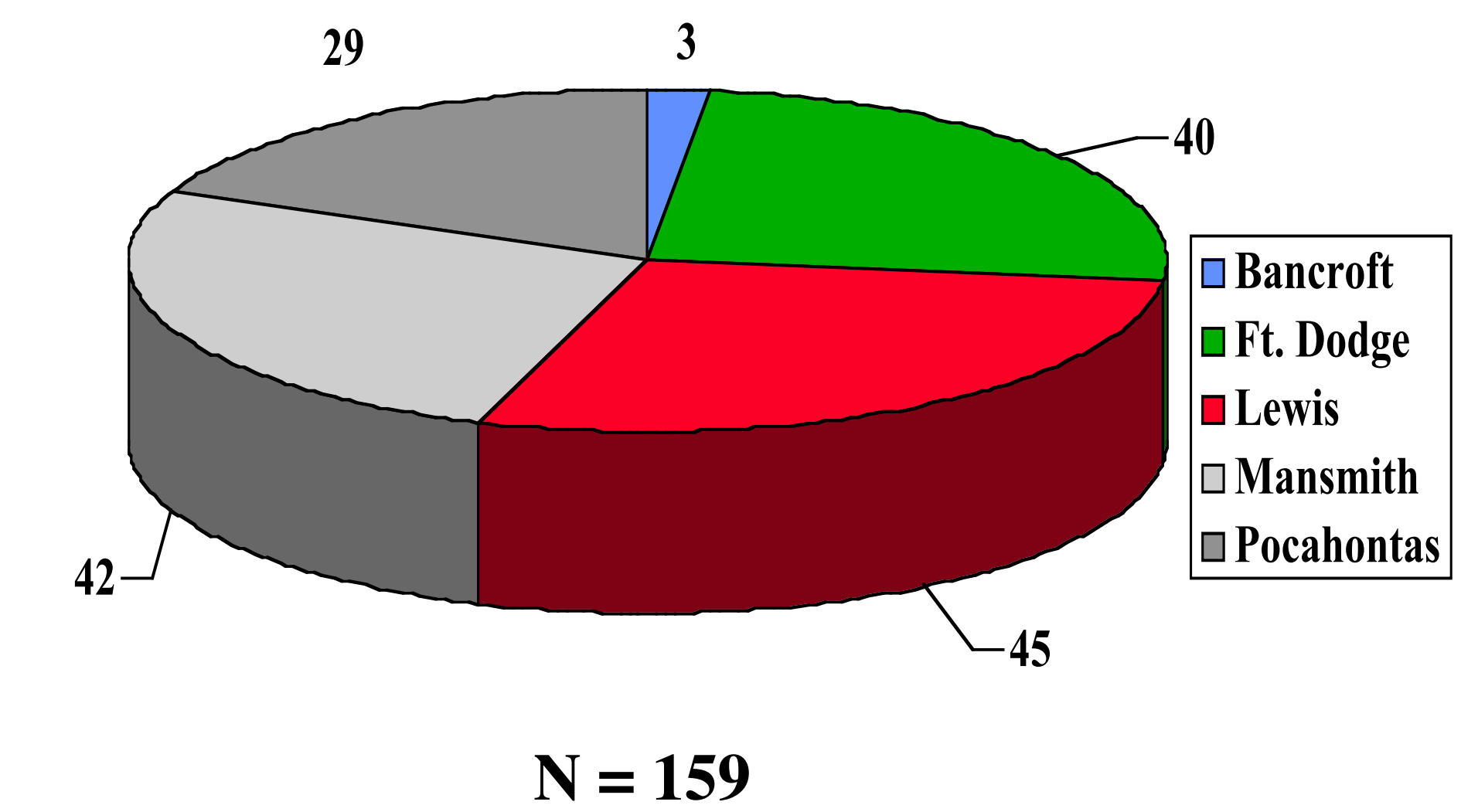
- Patient arrives for screening:
- Completes Informed Consent Form
 - Completes Roster
 - Completes Background Information Form
 - Bone density screening performed using Achilles Insight
 - Patient receives copy of results & risk score (low, moderate, high)
 - Patient receives verbal counseling, written materials on bone health and prevention of osteoporosis
 - Referred to health care provider if at moderate or high risk
 - Patient pays \$10 to the pharmacy for the service

Step 3

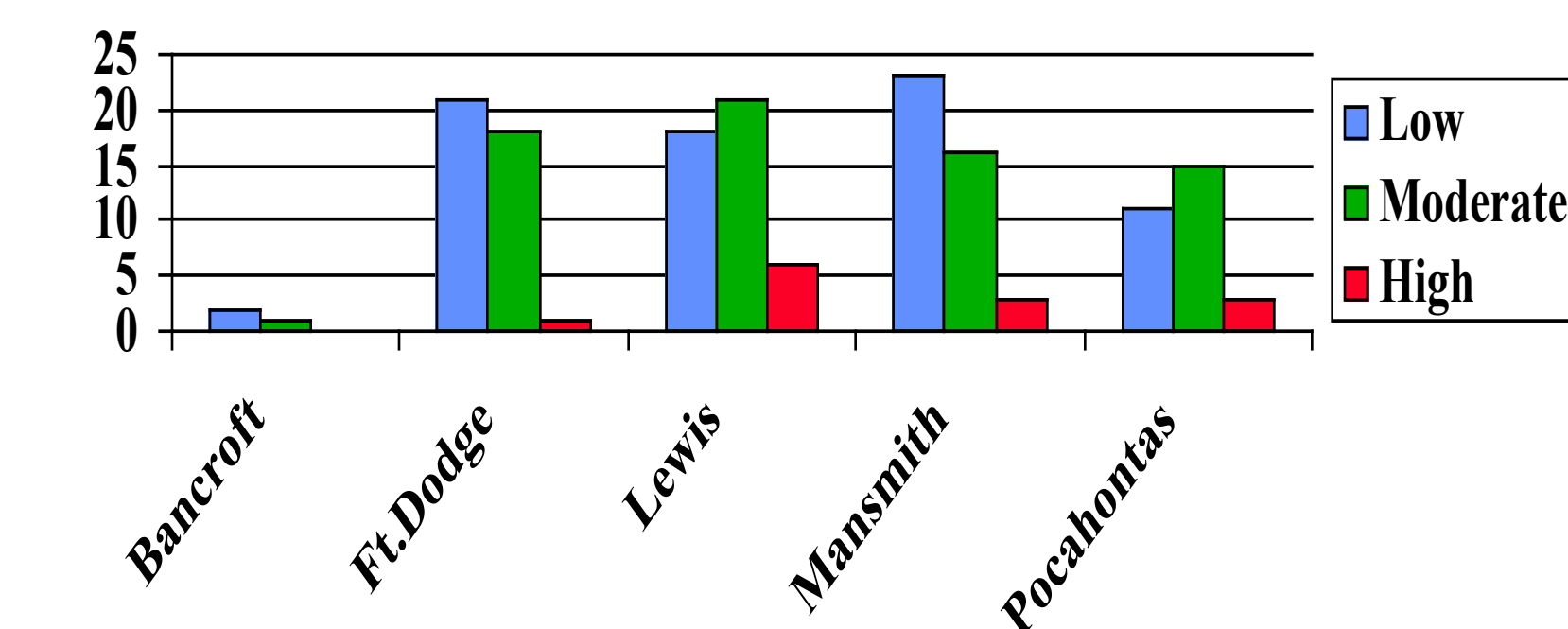
- Pharmacist calls patient for follow-up at 3 and 6 months to determine changes made in diagnosis, treatment, or self-care and lifestyle
- Pharmacy receives additional \$20/patient after 6-month follow-up

Preliminary Results

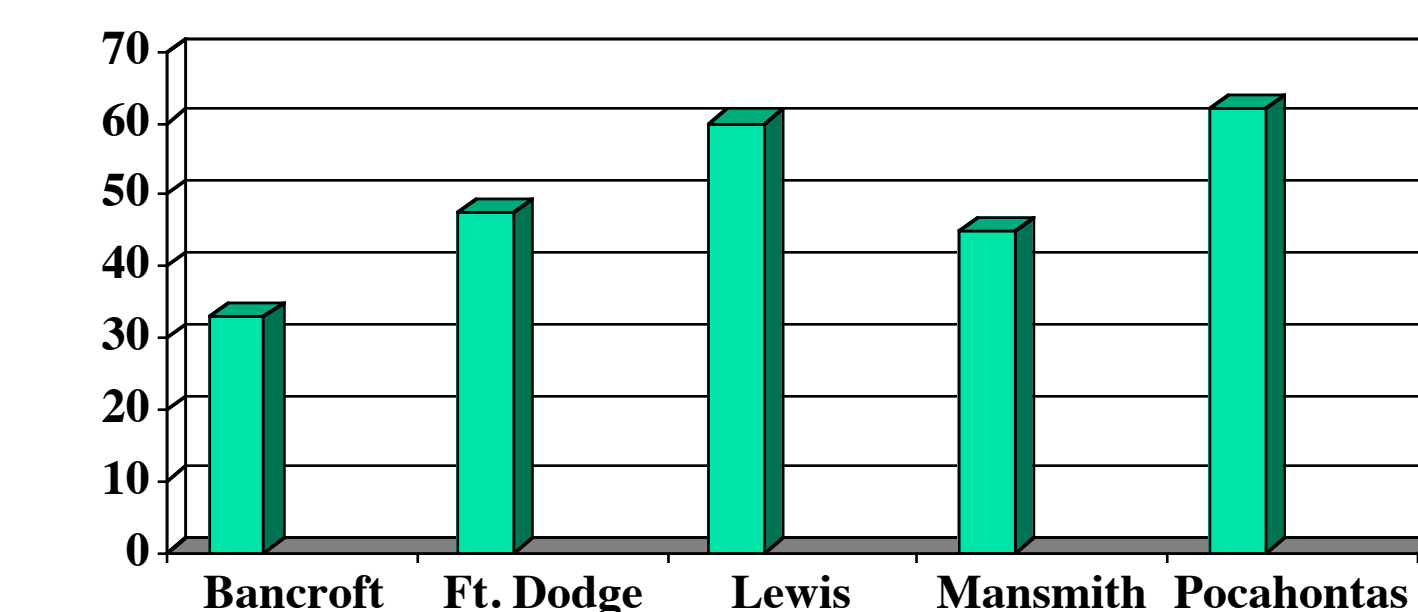
Patients Screened by Site



Number of Patients Screened At 3 Levels of Risk



% of Patients at Risk



Average % at moderate + high risk: 53%

Data analysis of the 3-month and 6-month follow-up is currently in the final stages of completion. Surveys of pharmacists' satisfaction with the project have been collected and analysis is being completed.

Conclusions

- The majority of the patients screened were at moderate or high risk.
- Community pharmacists play an essential role in educating patients on their risks for osteoporosis, and in screening and referring at-risk patients for further evaluation by their physician.
- A model has been established to assist community pharmacists in providing this fee-for-service in their pharmacies.
- A "toolkit" is planned to assist pharmacists in offering this service.