

CT-ASCP's SenioRx Care Perspective

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President's Report

John P. Cannarella, CT-ASCP President

Happy Holidays to all.

Here we are already in the middle of the Holiday season and in between the office parties, shopping and family commitments there is as much to do before the legislative session begins. With topics such as AMP, Pharmacist (yes Pharmacist) prescribing, MTM, and pharmaceutical waste already in heated discussion, we need to be a strong voice. If we don't speak up and protect our profession, no one else will.

Drug destruction seems to be the hot topic this year. The proper disposal of unused pharmaceutical products in LTC will be addressed this year and a solution will be decided whether or not we have our hand in it. I don't believe this is a pharmacy issue however, I do believe as the health care industry's "drug experts" we must take part in the solution.

The consultant pharmacist is directly affected by product reimbursement as those dollars are what currently fund the consultant. It seems we are fighting yearly legislative battles to maintain our current practice standards and reimbursement. Then, with a sigh of relief, we call it a victory when we defeat a proposed cut. While other professions are given increases, we have been held at a constant rate or cut back every year. We need to introduce new legislation to increase reimbursement as well as the reimbursement formula to improve the practice of pharmacy.

Our reimbursement however is still based on the product and as long as manufacturer drug prices continue to increase each year, the budget is stretched and our fees are cut. Other health care professionals such as Dentists and Physicians get yearly increases based on inflation where the fee schedule may be adjusted annually to reflect necessary increases in service and product costs.

We also need to embrace new technology such as e-prescribing and electronic medical records. It is inevitable that these things will affect our practice and we need to get involved with the process before regulations are proposed or written that we either have to fight to change, or live with (e.g., nonsense legislation such as tamper proof prescription pads).

What is important is that we can't do this alone. This year we will build stronger ties with other health care related organizations, which are also

affected by our regulations, and those State agencies which regulate and oversee our practice. With the support and input of these organizations we will be better positioned to defeat poor legislation and pass new legislation to better the practice of pharmacy.

Remember, we need to be a part of the solution or we will have to live with the solutions that are written by non pharmacy individuals.

We, as a profession, need to be proactive so we don't have to be reactive.

- John P. Cannarella, FASCP, R.Ph



Picture of outgoing CT-ASCP President Sean Jeffery and incoming President John Cannarella during the 2007 CT-ASCP Installation Banquet.

A Tribute to Jack Ziskin

The Connecticut Chapter mourns the passing of one of ASCP's founding members, Jack Ziskin. As an active, life-long member, Jack touched the lives of many in Long-Term Care.

Jack's passing is a big loss to all of the people who knew him. He was one of our founding leaders, and cared for his patients as much as he cared for his employees.

Sean Jeffery, PharmD. CGP, FASCP
Immediate Past President, CT-ASCP

As Jack's competitor then partner, we had a lively relationship. When Jack left, the silence was quite loud, we will all miss Jack.

Larry Sobel, R.Ph.,
Former President, Value Health
Care Services Inc.,
CT-ASCP President Emeritus and
Founder



When I reflect on my time with Jack, it always brings a smile to my face. I was lucky enough to work with Jack for over 3 years. He introduced me to the world of consulting and opened my eyes to a very interesting and enjoyable specialized career path in the field of pharmacy. Although I had done a little consulting prior to working with Jack at ALLCARE, once I started working there with him I really got to see what consulting was all about. Jack showed me along with some other new consultants at the time, how important the customer was, and how forming relationships with key personnel at our accounts was probably the most important part of our jobs. Jack led by example, and his dedication was evident. He was always either with us or just a call away. He had a wonderful way about him, and always made work "fun". There were times when I'd work a 12 hour day on the road at a facility, but I always felt like I was doing it "for Jack", and never minded putting in the extra time and effort. I know that the other consultants that I worked with, all felt the same way. I was also lucky enough to become close with Jack's family. Irene, Scott and Kevin are such warm, loving people; an extension of Jack. I feel lucky to have been able to have seen Jack and Irene each year and hear about how the boys have grown and all of their accomplishments. Even after Jack's hospitali-

zation, he still kept his interest and commitment to pharmacy consulting. He remained very active in this organization, and he was always interested in former customers and colleagues. Jack Ziskin was such a special friend and his untimely death saddens me immensely. I will certainly miss him more than I can express. There was something very special about working with Jack Ziskin.

Karen Rubinfeld, R.Ph

I first met Jack in the mid 1990's while consulting for Insta-Care Pharmacy, one of Jack's competitors. I became better acquainted with him in 1997 at the charter meeting of CT ASCP and served on the Board with him for 10 years. I have fond memories of having dinners with Jack and Irene at the ASCP annual meetings many times over the past 10 years. I always admired how Jack and Irene would attend these meetings together and how Irene really enjoy the interactions with all of Jack's friends and colleagues. Since then I have always invited my wife Amy to come along to these conferences with me and we really enjoyed ourselves. We will miss our dinners with Jack and Irene.

Michel G. Fortin, RPh, CGP
CT-ASCP Past President

Jack always said, "*We are the toughest competitors outside of the CT-ASCP BOD meetings, but ladies and gentleman that can get things done at the BOD meetings.*"

He [Jack] was very happy that we were able to go to Yankee Stadium in July of 02 to see the Yankees vs. Diamondbacks as a CT-ASCP function. This was right after he had gotten sick and had to retire. Jack had the passion for Pharmacy! He will be missed by all!

Gene A. Memoli, Jr., R.Ph., FASCP
CT-ASCP Past President



CT-ASCP Student Chapter Update

Colleen Teevan, President-Elect, CT-ASCP Student Chapter

Time flies when you're having fun, and this semester has definitely flown by for members of the CT-ASCP student chapter. We started out the semester with the "Get to Know Your Pharmacy Organizations" ice cream social. This gave us the opportunity to let the School of Pharmacy know what ASCP is all about and what we do. At the same time, we recruited some great new members!

In October, we visited the Bolton Senior Center to spend some time with their senior citizens. The students educated the seniors about the importance of getting a flu shot and cleared up some common myths about the vaccine. Then the senior citizens taught us how to play cribbage, a favorite activity of theirs. To finish off the day, we all painted pumpkins to decorate the senior center for fall.

This semester, we also set up a shadowing program for ASCP student members to go out and shadow healthcare professionals working in the consulting field. So far, we've had two students who were able to participate in the shadowing program, and they've both reported that their experience was outstanding.

Finally, we capped off the semester with our attendance at the ASCP na-

tional meeting in Philadelphia. This was an amazing learning experience for all ten UConn students who were fortunate enough to attend. We went to many of the educational sessions, including a talk by Dr. Ruth, sessions on health literacy in the elderly and cultural competency, and the Geriatric Academicians Roundtable, among many others. Two students had the amazing opportunity to attend the ASCP Foundation dinner, and all of the students got to experience some of Philadelphia's finest and most unique restaurants. The opportunity to network with other students and pharmacists from around the country was another wonderful benefit of the meeting. During a few free hours, some of the students were even able to visit the Liberty Bell and Independence Hall.

It's been a busy semester, and the student chapter has a lot more planned for next semester. We are going to continue to expand the shadowing program, hopefully sending out more students to shadow professionals working in consulting. The student chapter is also planning to visit the Bolton Senior Center a few more times, including a visit in December to discuss Medicare. We will also host our annual "What Not to Wear" event next semester. It's been a great fall semester for the student chapter, and we've got a lot to look forward to and work on for the upcoming spring semester!

ASCP Chapters Council

Kathy White, CT-ASCP Board of Directors & Senior Symposium Committee

The Chapter Council and chapter leaders group met twice during the November ASCP annual meeting in Philadelphia.

During the first chapter leaders meeting, a workshop on "Pathway to Leadership" was led by Patricia Hudson, MPsSc, CAE and James Hudson, Ph.D. The first part of the workshop focused on the expectations and goals of membership-based organizations, which was compared against customer-based organizations. Customer-based organizations expectations and goals focus on hopefully a purchase by the customer, with the customer attitude of "what can you do for me", leading to profit and growth for the business, strengths of these organizations may include an excellent product or service. In contrast, a membership-based organization exists for its members to achieve their personal and professional goals. Members recognize that their own advancement relies on the sharing and exchanging of information, and that they can do more collectively than individually if they pool together their respective potential. *Therefore the organization's greatest strength and potential lies within its membership and staff. Each person involved with the organization possesses unique skills, talents and abilities that can contribute to the organization.*

Since relationship building is the key for membership based organizations, the next part of the workshop focused on ways to improve communications with members and making personal contact. By getting to know members personally, leaders of the organization can find the unique talents of their

members and find where they may best fit in. These organizations need to focus on engaging their members and on ongoing human development, which will lead to a positive investment for all persons involved.

The second chapter council meeting led by Cheryl Rothbart and Debbie Furman from ASCP was focused on an overview of how the chapter council works since there were many new chapter representatives present following recent chapter elections. *The areas of work that the chapter council is charged with include membership promotion, chapter development, advocacy, and neighborhood (state & local).*

Annual membership reports were distributed to the respective chapter representatives, along with the Chapter Evaluation and Goals and Objectives forms to be completed by the respective chapters prior to the next chapter council meeting in January. Cheryl and Debbie encouraged us to contact them with any needs or concerns.



*Don't forget to save the date
for SS'08
April 24 & 25
at Foxwoods Resort*

CT-ASCP Board Members: Election Results

Your current Officers and Board Members of CT-ASCP include:

PRESIDENT: John Cannarella

PRESIDENT-ELECT: Gene Memoli

IMMEDIATE PAST PRESIDENT: Sean Jeffery

SECRETARY / TREASURER: Michel Fortin

MEMBERS OF THE BOARD OF DIRECTORS:

Amy Huie-Li (2005)

Mark Wrabel (2005)

Paul Belcher (2006)

Kathy White (2006)

Kevin Chamberlin (2007, re-elected)

Brian Pelletier (2007, newly elected)

A note on your newest BoD, Brian Pelletier, PharmD

Brian Pelletier is a recent graduate of the University of Connecticut School of Pharmacy; he received his PharmD in 2004. Brian currently works for the Hebrew Home and Hospital (HHH) in West Hartford, CT. In addition to consulting responsibilities for the LTC side, he also consults on the HHH Behavioral Health Unit.

Brian has been an active participant in CT-ASCP over the last couple years by being a member of the Communications Committee. Prior to becoming a member of CT-ASCP, he spent several years working with the American Pharmacists Association-Academy of Student Pharmacists. Within APhA-ASP, he was the Connecticut Chapter Publicist in 2001-2002 as well as a member of the National Publications Standing Committee in 2002-2003. Brian was also the first student member of the APhA-Editorial Advisory Board (EAB) in 2003-2004, acting as the student-liaison.



From your CT-ASCP Board of Directors:

*We wish you a Safe and Happy
Holiday Season, and a Healthy
New Year!!*

Notes 'n Votes - November 2007 Board Meeting

Michel Fortin, RPh, CGP, CT-ASCP Secretary / Treasurer

REVIEW OF PAST MINUTES

A motion was made and seconded to approve the minutes of the 9-10-07 meeting. Approved unanimously.

ELECTIONS

The new incoming BOD members Brian Pelletier and Kevin Chamberlin were welcomed.

OLD BUSINESS

M. Wrabel suggested the BOD have the membership chair report to the BOD in December for an update on status. S. Jeffery reminded the BOD that we still have a free ASCP membership certificate available for use. A budget for Senior Symposium 08 is due and the BOD is to research whether a CPA will be hired to audit our financials periodically.

NEW BUSINESS

J. Cannarella met with Joan Levitt from the CT DPH and will be meeting again along with John Gadea from Consumer Protection.

LEGISLATIVE AFFAIRS

L. Sobel discussed that the DEP will be evaluating Pyxis machine use and reimbursement issues. The issue of drug destruction is something we don't want to handle due to risks. Legislative committee should propose a voluntary drug reuse system. The written permission for epilepsy drug interchange issue may reappear soon.

EDUCATIONAL COMMITTEE - Senior Symposium 2008(SS08) April 24 & 25th
Website: www.seniorsymposium.com . G. Memoli discussed need for leads to new industry and non-industry contacts. Will target technology companies

COMMUNICATIONS COMMITTEE

A. Huie stated the next issue will have a tribute to the late Jack Ziskin.

SCHOOL OF PHARMACY UPDATE

D. Chapron reported that Henry Palmer, Dir. of CE will retire and Jill Fitzgerald will take over his position. The School of Pharmacy will hold the White Coat Ceremony on 1-29-08 from 2pm – 4pm. This year's preceptor of the year award was given to Kevin Chamberlin.

GENERAL DISCUSSION

Larry Sobel & Peggy Memoli were re-appointed to the P&T committee by Gov. Jodi Rell.

SPONSOR RECOGNITION

Michael Kingston and Sucampo Pharmaceuticals were thanked by the BOD for their sponsorship of this meeting and for providing the educational portion of the meeting.

Meeting adjourned at 7:45pm

Next Meeting:

December 3, 2007 at 5:30pm First & Last Tavern, Middletown, CT

MEMBER NAME & TITLE	Nov	Dec	Jan
John Cannarella, President	X		
Gene Memoli, President-Elect/Chair Senior Symp./Legislative Committee	X		
Sean Jeffery, Immed. Past-President / Educ. Chair	X		
Michel Fortin, Secretary / Treasurer	X		
Kevin Chamberlin, Board2007 / Communic. Committee	X		
Brian Pelletier, Board2007/Communic. Committee	X		
Paul Belcher, Board 2006 / PAC Committee	X		
Kathy White, Board 2006 / Senior Symposium	X		
Mark Wrabel, Board 2005 / Programs Chair	X		
Amy Huie-Li, Board 2005 / Communic Co-Chair	X		
Anna Egle, Communic. Co-Chair			
Larry Sobel, President Emeritus / Legislative Chair	X		
Jim Conklin, Past-President / PAC Chair			
David Cooper, Past President / Sales Senior Symp.			
Dennis Chapron, Senior Symposium Committee	X		
Sandy Wojciechowski, Past President			
Cindy Kim / Membership Chair			

Respectfully submitted,

Michel Fortin
Secretary/Treasurer

Sponsorship: Michael Kingston and Sucampo Pharmaceuticals.
Guests: Renee Larouche, Student Chapter President, Marlo Bish.