A Bone Health Screening & Referral Project in Northwest Iowa

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**Funding**
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**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

**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

**Conclusion**
- 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.