

Getting Started with Long-Term Care Services

Use this worksheet with the tables provided below to plan, organize, and track the implementation of Long-Term Care (LTC) services into your pharmacy. Complete the tables based on the parameters that best suit your needs.

1. Adopt an Entrepreneurial Mindset

Action items and considerations: Embrace Change

Activity	Date Completed	Notes
Research additional business avenues	<input type="text"/>	Researched new avenues my pharmacy can expand into and made sure it is feasible.

2. Assess the Competition & Differentiate

Action items and considerations: Customized delivery schedules Extended business hours

Activity	Date Completed	Notes
Extended business hours	<input type="text"/>	Extend hours on Saturday and Sunday to meet community needs and patient schedules.

3. Explore New Niches

Action items and considerations: Expand your geographic reach by obtaining additional licenses Collaborate with behavioral health facilities

Activity	Date Completed	Notes
Research how to add additional health facilities	<input type="text"/>	Read how to successfully add a behavioral health facility

4. Create a Business Plan

Action items and considerations: Outline a new business strategy Define your vision of business growth

Activity	Date Completed	Notes
Re-defined my pharmacy's vision	<input type="text"/>	Met with business partners to outline the future vision of my pharmacy. Wrote new vision statement and goals.

5. Streamline Internal Processes

Action items and considerations: Enhance efficiency Ensure seamless operations (e.g. well-defined SOPs)

Activity	Date Completed	Notes
Update SOPs	<input type="text"/>	Rewrite SOPs for staff to standardize protocols and ensure consistency.

6. Market Your New Business

Action items and considerations: Utilize digital marketing Engage in community events

Activity	Date Completed	Notes
Engage in small business expo	<input type="text"/>	Will be participating in local "small business" expo via booth.



Benefits of a LTC Program:

- Increased Revenue
- Diversification
- Community Impact
- Professional Fulfillment

How Can IPC Support You?

- Education and Training
- Networking Opportunities
- Workflow Assistance
- Advocacy and Compliance

Schedule a Consultation with the Pharmacy Services Team.



SCAN TO GET STARTED TODAY

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