

# Sample Email Invitation to Legislator

**Subject:** Invitation to Visit [Pharmacy Name]

Hello [Staff Member Name],

My name is [Name], and I own [Pharmacy Name] in [City].

I would like to invite [Senator/Representative Name] to visit our pharmacy during an upcoming district work period. We would welcome the opportunity to provide a brief tour of our pharmacy and discuss healthcare issues impacting patients and independent pharmacies in our community.

The visit would allow [Senator/Representative Name] to see firsthand how community pharmacies serve local patients and discuss important federal issues including Medicaid Managed Care PBM reform, PBM competition and transparency, and pharmacist access to care.

We would be happy to host the member for approximately 20–30 minutes at a time convenient for your office. If the member is unavailable, we would also welcome the opportunity to meet with district staff.

Thank you for your consideration. I look forward to hearing from you.

Sincerely,

[Your Name]

[Pharmacy Name]

[Phone Number]

[Email Address]

# Meeting Planning Checklist

## Before the Visit

- ☐ Identify the legislator(s) you want to invite.
- ☐ Send an invitation email to the legislator's district or state office.
- ☐ Confirm the date, time, length, and attendees.
- ☐ Invite key pharmacy team members to participate.
- ☐ Prepare examples that demonstrate how pharmacy policy affects your business and patients.
- ☐ Print IPC issue summaries and leave-behind materials.
- ☐ Select areas of the pharmacy to highlight during the tour.
- ☐ Prepare a clear "ask" regarding legislative priorities.

## During the Visit

- ☐ Welcome guests and introduce your team.
- ☐ Provide a brief overview of your pharmacy and community impact.
- ☐ Conduct a tour of the pharmacy.
- ☐ Share examples of challenges affecting your pharmacy.
- ☐ Discuss IPC's key federal policy priorities.
- ☐ Ask for support on specific legislation.
- ☐ Offer to serve as a local pharmacy resource in the future.

## After the Visit

- ☐ Send a thank-you email within 48 hours.
- ☐ Share any additional information requested.
- ☐ Connect with legislative staff for future communication.
- ☐ Notify IPC about the visit and any outcomes.

# Pharmacy Visit Agenda

## (30 Minutes)

### Welcome and Introductions (5 minutes)

- Introduce yourself and your pharmacy.
- Share how long you've served the community.

### Pharmacy Tour (10 minutes)

- Prescription workflow.
- Counseling areas.
- Clinical service offerings.
- Patient care programs.

### Discussion of Key Policy Issues (10 minutes)

- Medicaid Managed Care PBM Reform.
- PBM Divestiture Legislation.
- Pharmacist Access Legislation.

### Legislative Ask and Next Steps (5 minutes)

Ask the legislator to:

- Support H.R. 4317 and S. 927.
- Support H.R. 8779 and S. 4509.
- Support H.R. 3164 and S. 2426.
- Continue engaging with independent pharmacy issues.

# Legislative Issue Summary & Talking Points

**Remember:** Your personal story is more powerful than statistics. Focus on how these issues affect your pharmacy, your patients, and your community. Talk about Your Pharmacy...

## **How long you've served the community.**

- Number of patients and prescriptions served.
- Clinical services you provide.
- Number of employees you support.
- Your role as a local healthcare provider.

## **Medicaid Managed Care PBM Reform**

### **Key Message:**

Current Medicaid managed care reimbursement practices can make it difficult for pharmacies to sustainably serve patients.

### **Talk About:**

- Prescriptions reimbursed below cost.
- Patient access challenges.
- The need for transparent reimbursement.
- Why fair payment helps preserve local access to care.

## **PBM Reform and Competition**

### **Key Message:**

Independent pharmacies need a fair and competitive marketplace.

### **Talk About:**

- PBM influence on patient choice.
- Network restrictions.
- Challenges competing with vertically integrated companies.
- The importance of preserving independent pharmacy access.

## **Pharmacist Services and Access to Care**

### **Key Message:**

Pharmacists are often the most accessible healthcare providers in a community.

### **Talk About:**

- Services provided beyond dispensing medications.
- Access challenges facing local patients.
- How pharmacists help fill healthcare gaps.
- Opportunities to improve patient outcomes.

## **Closing Ask**

- "I encourage you to support legislation that protects patient access to community pharmacies and addresses the challenges facing independent pharmacy."

# Follow Up Guidance

## Within 48 Hours

Send a thank-you email to the legislator and staff.

### **Include:**

- Appreciation for their time.
- Key issues discussed.
- Any resources or information promised during the visit.
- An invitation to stay connected.

## Continue the Relationship

### **Consider sharing:**

- Major pharmacy milestones.
- New patient care services.
- Community events.
- Pharmacy impact stories.
- Updates on issues affecting your patients.

## Be a Pharmacy Resource

Legislators and staff frequently need local perspectives on healthcare issues.

### **Let them know:**

- You are available to answer pharmacy-related questions.
- You can provide real-world examples from your community.
- You are willing to participate in future discussions.

## Stay Engaged

Advocacy works best when communication happens year-round, not just when legislation is being considered. Small, consistent touchpoints help ensure that your pharmacy remains a trusted voice on healthcare issues.