

Welcome!

Overview of the State of Dispensing and a Few Tips

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Dispensing Doctor Experts



The State of Dispensing

Who we are



The State of Dispensing

Its tough out there!



The State of Dispensing

We want this to be an interactive informal session, please ask questions and share best practice.



Latest News 1

Dexcom discount increased to 25%



Latest News 2

No more cleaners in the dispensary?



The State of Dispensing

- Profitability dropping per item
- Number of items dispensed rising
- Lack of qualified dispensers
- The importance of realistic/simple management accounts!
- PCSE monitoring!



Threats and Opportunities



The Changing Landscape

Who is keeping an eye on
PNAs?

Threats – house building,
pharmacy application, loss of
rurality... your own pharmacy
application?

Profitability



Ensuring Profitability

Who is monitoring new products with new schemes?

Who gets the email updates in your practice?

Vazkepa, Benilexa, and more...

Social Media

Social Media

Is someone monitoring this in your practice?

A growing opportunity and a threat to be monitored – longer webinar on this later in the year



Leadership

Leadership in the Dispensary

Is there a vacuum?

Who is the Leader?



Human
Resources

Communications and Human
Resources

This can be very time
consuming and energy draining

What is the solution?



Upcoming Webinars



FREE Webinars:

28th Nov – Tuesday – Endorsing and reducing Referred backs – with Mark Gibbons [NHS BSA] and Greg Bull *sponsored by Flynn Pharma Ltd*

30th Nov – Thursday – How to Maximise Social Media for Your Dispensary – with Greg Bull and Cameron Booth *sponsored by Redmoor Health*

Planned webinars:

EMIS Searches, Hints and Tips

SystemOne Searches, Hints and Tips

Leadership

Your PCSE Statement Explained and How to Implement Meaningful management Accounts and Key Performance Indicators– PREMIUM content – payment per practice to attend

Question Time

Contact@dispensingdoctorexerts.co.uk

