






# KNOW YOUR PROVIDERS: DOCTORS, DENTISTS AND PHARMACISTS

Introducing yourself to providers can help your business grow and make a bigger difference. Each provider type has unique needs. Use this guide to reference the needs of each provider type as you meet with them.

 <b>Doctor Offices</b>	 <b>Pharmacies</b>	 <b>Dental Offices</b>
<ul style="list-style-type: none"> <li>• Spend a lot of time managing billing and carrier relationships, so it's important to be informed about carrier changes – even local plan changes can affect patients.</li> <li>• May move locations. If their patients want to stay with them, they might need help understanding their network coverage.</li> <li>• Have limited time with each patient. Having a trusted Medicare resource can help doctors serve their patients better.</li> </ul>	<ul style="list-style-type: none"> <li>• Smaller “mom &amp; pop” pharmacies build new trusting relationships with their patients through their community connections and friendliness.</li> <li>• Want to make sure their patients are taking their medications on schedule and as prescribed.</li> <li>• Want to help their patients with any potential cost savings.</li> <li>• It's important to know changes in carrier drug coverage since this may affect their customers.</li> </ul>	<ul style="list-style-type: none"> <li>• Need to ensure their patients are covered before they offer / start dental work or surgeries.</li> <li>• Don't want patients skipping procedures due to lack of coverage.</li> <li>• Need help to understand which Medicare plans in their area may offer dental coverage.</li> <li>• Need a trusted resource who can answer their patients' coverage questions.</li> </ul>

## It's Time to Begin!

Now that you know some of the differences between provider offices, you'll be more prepared to help them serve their patients better. In order to stay top-of-mind, leave behind assets with your information on them that offices and their patients can use (pens, sponsored prescription bags, medication trackers, notepads, etc). Be sure to ask your FMO for more information about this.