

PHARMACY INCENTIVE PROGRAM

BEGIN WITH THE END IN MIND

“If you don’t know where you are going, you’ll end up someplace else.”
- Yogi Berra

Yogi Berra was a famous professional baseball player that started his career with the New York Yankees in the 1940’s. He is also famous for many sayings such as the one above.

There is a lot of wisdom in this quote because it points us in the direction of setting a goal.

After all, if we don’t have a goal, who knows where we may end up?



When it comes to the UHC P4P program, I want to take a moment today to encourage you to set some goals.

This program evaluates medication adherence for the 3 classes of medications between July 1 and December 31. There are performance thresholds that vary by state so be sure that you have read over the program description.

Today, I want to encourage you to take a few minutes to set a goal for each performance measure for your store.

**This is a step that I see far too many stores overlook:
You understand that you want to improve,
but have you defined the significance of the
improvement?**

Note the difference in these two goals:

“I want to improve on the diabetes measure.”

Versus

“I want to score at 94% or better on the diabetes measure.”

When you set your goals, keep in mind the number of patients you have when setting your goals. If you have fewer patients, each patient represents a larger percentage of your population. If you have larger numbers of patients, you may need to address more patients to have the same impact.

So, my challenge to you today is to login to EQuIPP™ and check out the UHC P4P button under “My Programs.” When you get there, take a few minutes to set some goals for your store’s performance. And don’t be afraid to set high goals. Then, share those goals with your team.

Now with your goals set and your team aware of your goals, you are positioning yourself to win. We will discuss additional concepts and strategies to help you maximize your performance in future message.

kind Regards,

Jesse McCullough, PharmD
Director, Quality Programs at PQS

We are here to help you maximize your bonus dollars. Submit your questions to us using the button below.

[SUBMIT YOUR QUESTIONS](#)

