



Talking With Your Patients About Managing the Cost of Their Prescribed Medication

For many physicians, talking to their patients about the cost of the medication they prescribe is not something that comes naturally. But in a healthcare environment where patients are bearing more of the cost burden for their own care than ever before, it is essential for physicians and every member of their healthcare team to be comfortable and effective. That means having access to patient-specific insurance and cash pricing, therapeutic alternatives and other savings tools within your regular EHR workflow. But it also means finding a way to start that critical conversation.

	WHA	T DO I SAY TO MY PATIENT?	
DOCTOR	(\$) "Some of my other patients"	"Some of my patients have a hard time paying for all of their medications. Has the cost of your prescriptions been an issue?"	PATIENT
	"I wonder why its not working"	"I am not seeing the response I would have expected from your medication. This therapy can be expensive I know— some patients have told me they skip doses to make a prescription last longer. Would it be helpful if we tried to find a less expensive alternative?"	
	(Q) "Let's take a look together"	"I have this new system that allows me to check your insurance plan for alternate medications that cost less and work just as well. Should we take a look at what it says?"	
	(A) "It only takes a few seconds"	"Before I prescribe a medication in mind, I am going to check your out-of-pocket cost with and without insurance to see if there are any alternatives that would cost less and be just as effective. It only takes a few seconds, and then we can decide."	



An Emerging Standard of Care

WHY HAVE THE MEDICATION COST CONVERSATION WITH YOUR PATIENTS?



1. Results of Veradigm ePrescribe user survey conducted September 2019. Data on File.

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