

# WIZARD

pharmacy

## EMPOWERING YOU TO GROW A MORE PROFITABLE PHARMACY

A Wizard Pharmacy Franchise offers a complete Pharmacy Platform designed to drive profitability and deliver a better overall customer experience.

A recent franchisee, who chose to implement our full pharmacy platform, reported a significant increase in these key pharmacy measures

**Sales | GP Dollars | Script Volume | Customer Count**  
compared to the same period the previous year.

A saving was also achieved on wages, contributing to a significant overall improvement in profitability!

## Franchise opportunities available in Adelaide and South Australia

**ADELAIDE INFORMATION SESSIONS - TUESDAY TO THURSDAY NEXT WEEK**



“ The entire team at Wizard Pharmacy Services has blown me away by their commitment to provide the best pharmacy support system in the market. I wish I'd joined sooner! ”

**Andrew Stent**

WIZARD PHARMACY  
FRANCHISEE  
JOINED 2020

**CONTACT | Lyndon Dyson - 0417 937 299 | Sally Parker - 0437 311 899**

**wizardpharmacy.com.au/joinus**

## Today's issue of PD

Pharmacy Daily today features three pages of news, plus a front cover page from Wizard Pharmacy and a full page from Seipel Group.

## Safety critical to COVAX success

HOSPITAL pharmacists are set to play a critical role in ensuring the success of the Federal Government's COVID-19 vaccination campaign, Society of Hospital Pharmacists of Australia (SHPA) CEO Kristin Michaels believes.

"Pharmacists are essential to clinical trials and the administration of novel medicines and medical products, not only to meet regulatory requirements related to storage, dispensing and supply, but also to ensure their safe and ethical use," she said.

"Safety and efficacy are absolutely central to Australia's COVID-19 vaccination effort, the most important public health initiative in a generation."

## Magic growth

WESTERN Australian franchise group, Wizard Pharmacy, is hosting information sessions for potential franchisees in South Australia next week.

The group aims to empower franchisees to grow more profitable and patient focused pharmacies.

See cover page for more.

# Remuneration key for pharmacy MAS

SECURING funding for pharmacist-delivered minor ailment services (MAS) will be critical to rolling them out, research reveals.

Data from a study conducted by researchers from the University of Technology Sydney (UTS) aimed at co-designing and assessing the feasibility of an Australian MAS noted that many pharmacy-based services fail to produce the expected impact due to a lack of stakeholder involvement in their development.

As part of the study eight pharmacies in Western Sydney were recruited, five providing a MAS, while three provided usual care.

The MAS group identified three general practices around their stores to partake in the trial, with the pharmacies to share health information with GPs following consultations with patients.

The authors noted that the co-design method highlighted that stakeholders provided practical advice to service design and aided in the identification of systems used by medical professionals which, if also used by pharmacists, could promote integration of community pharmacy into broader primary care, adding "the designed MAS has been adapted to suit healthcare

practices, which may increase the acceptance and impact of MAS when implemented into practice".

However, the authors reported that all the pharmacists involved in the study reported that "remuneration for their time would be critical if they were to implement MAS in their pharmacy".

The researchers noted that the majority of pharmacists believed that funding for such services should be delivered by State or Federal Governments, with a number of participants suggesting



the economic savings of MAS would cover remuneration.

# Sunburn? DermAid!

For temporary relief of minor skin irritation, itching, rashes\* and sunburn



- ✓ Suitable for use on children aged 2 and above\*
- ✓ Free from colour, fragrance and alcohol
- ✓ Contains a moisturiser to help soothe dry skin
- ✓ Dissolved hydrocortisone to work fast

\* Consult a doctor before use on children under 2 years of age.

\* Due to corticosteroid responsive skin conditions

DermAid 1.0% w/w: ASK YOUR PHARMACIST – THEY MUST DECIDE IF THIS PRODUCT IS RIGHT FOR YOU. Always read the label. Follow the directions for use. If symptoms persist, worsen or change unexpectedly talk to your health professional.

EGO PHARMACEUTICALS PTY LTD, 21-31 Malcolm Road, Braeside 3195 Australia. 'Ego' and 'DermAid' are trademarks of Ego Pharmaceuticals Pty Ltd. ©2019 Ego. ask@egopharm.com www.egopharm.com Prepared December 2019

## Commuting or travelling?

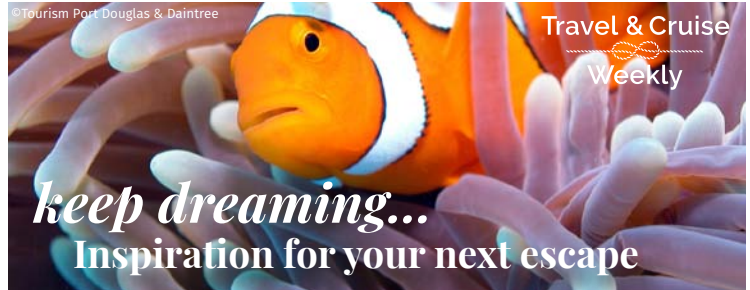
FESS with Tea Tree Oil and Vitamin E.

A natural way to help guard against airborne bacteria, moisturise nasal passages and relieve nasal congestion.



For more information click here: [FESS.COM.AU](http://FESS.COM.AU)

\* The pictured FESS Saline Spray Frequent Flyer is made in Australia.



## Planning central to health coaching

**TEAMWORK** and time management are critical for pharmacists looking to deliver health coaching services to patients with chronic conditions, research from RMIT reveals.

A pilot trial of pharmacist health coaching for patients with poorly controlled hypertension, published in *Patient Preference and Adherence*, found the participants experience a variety of positive health changes.

The authors reported that patient awareness of and the importance of monitoring hypertension was enhanced through the pharmacist-led program, with patients saying the three-month-long trial kept them accountable.

The two pharmacists involved in the program noted the provision of such coaching would require planning, teamwork and good time management, with rostering a critical component in ensuring the success of the service.



"If I was the only pharmacist that was dispensing, of course it would be difficult," one of the pharmacists said.

"When there were more pharmacists [on duty] I would tell the participant to wait five to 10 minutes to clear the mess and after that do the blood pressure session."

The pharmacists noted that the coaching sessions were successful, as they helped to reinforce the

need for patients to adhere to their medication regimens.

"Previously before the blood pressure sessions, they were thinking a couple of days without my medicines is not a big deal, but after explaining to them the importance of taking the medicine regularly and not to miss a dose, I think they all had an improvement in blood pressure," one of the pharmacists said.

## Asthma plans

**PHARMACISTS** and GPs are being urged to discuss children's asthma management with parents to minimise the risk of flare-up in the first weeks back at school.

The National Asthma Council Australia (NACA) noted that there is a sharp rise in the number of children admitted to hospital with asthma in Feb each year, with the change in environment or allergens, sharing a new set of bugs with classmates and less strict asthma management over the holidays, believed to be contributing factors.

NACA Asthma Educator, Marg Gordon, said it was important to remind parents to share their child's asthma action plan with teachers, after school carers and sports coaches, so they can be prepared should an asthma flare-up occur while they are caring for the child.

## Union fears pharmacy sick pay attack

**STAFF** at British group, Lloyds Pharmacy Clinical Homecare, could see their incomes slashed with reports that overtime rates are set to be cut, while rostering is to move to a six-day week, the Unison union warns.

Unison East Midlands regional organiser, Corall Jenkins, described the plans to strip staff of sick pay for the first three days they are off work due to illness, as an "indefensible attack" on workers' conditions.

"As the rest of the country is waking up to how important sick pay rates are in keeping individual staff and their colleagues safe, it's hugely



disappointing that Lloyds is taking this backwards step," Jenkins said.

"Many Lloyds workers rely on overtime to make ends meet. How can Lloyds expect its staff to keep going?"

"We urge Lloyds to think again and drop this indefensible attack on its staff's working conditions."

## COVID-19 vaccine confidence rising

**GROWING** numbers of Australians are reporting that they are willing to be vaccinated against COVID-19, ahead of the planned rollout of the Federal Government's immunisation program next month.

Research conducted by Roy Morgan on 20 and 21 Jan, found 79% of respondents said they would be happy to take the shot - up 2% on the previous survey which took place a week earlier.

The latest poll found willingness to be vaccinated was highest amongst people aged 65 years and older (90%), while 31% of those aged between 35 and 49 years said they would not



take the vaccine - the highest proportion of any age group.

On a state-by-state basis, Tasmania continues to have the highest rate of vaccine acceptance (84%) (PD 04 Jan), while the survey found Victoria has the lowest rate (77%).



Tim

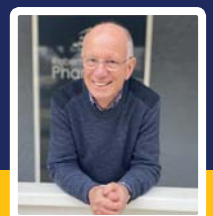
**HEWITT**

VOTE

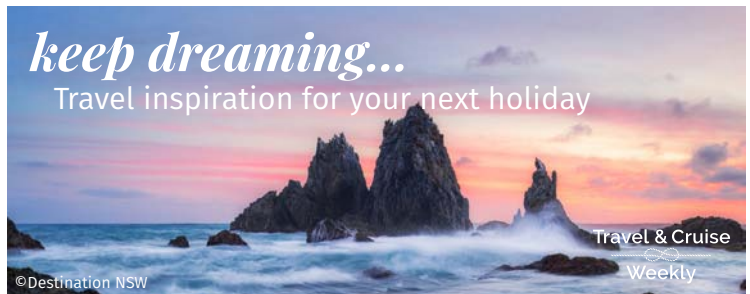
for Pharmacy Guild of Australia (NSW)

**Branch President**

strategic collaborative leadership







## Piljic first pharmacist on PA Board

**QUEENSLAND-BASED** pharmacist, Bianca Piljic, is set to become the first pharmacist representative to serve on the Professional Australia (PA) National Board - formerly APESMA - which includes the Professional Pharmacists Australia union group. PA CEO, Jill McCabe, said Piljic's election to the Board, as one of three Vice Presidents, would ensure the voices of pharmacy members are carried to the very top of the

organisation, and strengthen its STEM representation. "Bianca comes from a community pharmacy background and has a good understanding of the challenges and experiences of pharmacy professionals who've been working on the frontline in the fight against the COVID-19 pandemic," McCabe said. "I'm pleased that our National Board now greatly reflects the increasing number of women involved in these specialties and currently enrolled in STEM courses at university. "Workers in the pharmacy profession also make up an important component of our membership and Ms Piljic's election represents our union's changing demographics. "In the pharmacy sector as women represent 62% of pharmacists, but only 34% hold

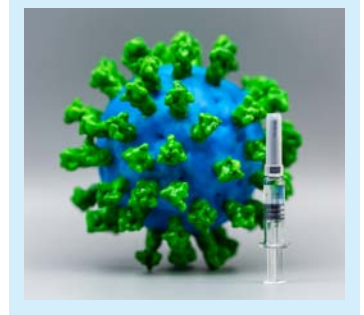


senior positions, that's why senior female leadership in our union is critically important. "While gender balance in pharmacy organisations has improved over the last 21 years, with women holding just 24% of president/chair positions over the time period, we clearly have a very long way to go."

## Dispensary Corner

**THERE** are times when you look at humanity and think, 'where did we go wrong?' While it is understandable to be apprehensive about new vaccines, comments attributed to a group of people who have told research group, Roy Morgan, that they were not willing to be vaccinated against COVID-19, have left Dispensary Corner despairing for mankind. Comments such as "because I could care less if I got COVID", have left us holding our heads in our hands, not just because of the lack of consideration for those the individual could pass the virus on to, but also the horrific use of the English language... if you must take that attitude, please at least have the good grace to use the phrase correctly... it's "I couldn't care less"!

Suggesting you 'could care less', implies that you care quite a bit! Others who said they would decline the opportunity to be vaccinated because they were "perfectly healthy" and "don't need it", seem to miss the point that people are generally perfectly healthy until they become unwell.



## Guild praises Order of Aus recipients

**PHARMACY** Guild of Australia National President, George Tambassis, has described the five pharmacists who received Order of Australia Awards on Australia Day as "ambassadors of the pharmacy profession". Congratulating Professor Bill Charman (AO), Colonel Bill Kelly (retired) (AM), Dr Peter Carroll (AM), Judith Ingham (OAM) and Rodney Whyte (OAM) (*PD* 27 Jan), Tambassis said "these people have done magnificent work for the pharmacy profession and for their communities". "They are great ambassadors for the pharmacy profession which has been so tested over the past 12 months," he said.



"Their examples of leadership and achievement are an inspiration for all pharmacists." Tambassis added that the five award recipients continued a tradition of pharmacists being represented highly on the Order of Australia honours lists. "This reflects the great work pharmacists are doing across this country for their patients and communities," he said.

**MADE IN AUSTRALIA**

**NOVA PHARMACEUTICALS**

**MediSOL Disinfectant Spray 300g**

- Kills 99.9% of germs
- Original Scent
- Hospital Grade

**ON DEAL TODAY CALL US 1300 904 541**

# 5 Million Australians...



One of the greatest health concerns facing our aging population is Bladder Control.



Over 50% Post-Menopausal Women have urinary incontinence



Over 50% Men 50+ have overactive bladder, urgency, frequency and nocturia

Statistics from Continence Foundation of Australia.



**Urox<sup>®</sup> is the only clinically researched herbal formula effective for urinary incontinence with published research\* results that show, in 8 weeks:**

- ✓ 60% reduction in urinary urgency
- ✓ 60% reduction urinary incontinence
- ✓ Nearly halving of nighttime urination
- ✓ 23% reported normal continence
- ✓ 75% of users reduced pad usage
- ✓ 90% satisfaction with Urox<sup>®</sup>

\*Schoendorfer et al, BMC-CAM, January, 2018. Research funded by the Australian Federal government and Seipel Group. For relief of urinary incontinence and urgency associated with medically diagnosed overactive bladder.



*Seipel Group is committed to destigmatizing bladder issues and promoting awareness of natural options. Urox<sup>®</sup> is an effective natural bladder control solution. Urox<sup>®</sup> was formulated by CEO, Tracey Seipel, who provides expertise on natural urinary health for companies, medical/practitioner associations, academia and government in Australia and Asia.*

[www.uroxbladderhealth.com.au](http://www.uroxbladderhealth.com.au)

**Multi-award  
winning formula**



For orders and enquiries contact [customer.service@healthone.com.au](mailto:customer.service@healthone.com.au)