

Incorporating Functional Medicine Into Pharmacy Practice

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Disclosures

- Melody Hartzler reports that she is affiliated with PharmToTable, LLC. CEImpact has taken appropriate action for conflict resolution, including external peer review.

Objectives

Upon successful completion of this knowledge-based course pharmacists should be able to:

1. Describe various functional medicine pharmacist practices.
2. Review key resources available for clinical support when practicing functional medicine.
3. Determine best-practices for incorporating functional & integrative medicine into several types of pharmacy practice including community, ambulatory care, and private consulting.

Introduction

Beth Ann Davenport, PharmD, AFMCP

Professional background:

- Independent Pharmacy
- Pharmacy Management
- Community Clinical Pharmacy
- FM Wellness Consultant

Why Functional Medicine?

- wife + working mother of three
- 48th healthiest state
- burnout epidemic



My Functional Medicine Practice

- Pharmacist-provided wellness consultations
 - individual, group, & corporate
- Pharmacogenomic, nutrigenomic, food sensitivity testing
 - HIPAA secure
- Supplement recommendations
 - Leverage access to quality
- Digital Course

Implementation Tips

- Your Story + Your Why = Your Brand
 - know, like, trust, purchase
- Key Questions:
 - What: problem are you solving?
 - Who: needs what you offer?
 - How: are you going to solve it?
 - Why: should they choose you?
- Serve Serve Serve
 - You cannot overserve.
 - They're taking a risk on you – be worth it.
 - If something doesn't work, be willing to pivot.

Key Resources

- The Institute for Functional Medicine (IFM)
 - ifm.org
- Living Matrix
 - livingmatrix.com
- Wix website builder
 - wix.com
- Google G-suite

Introduction

Abbi Linde, PharmD

Owner/Pharmacist at Beaver
Dam Hometown Pharmacy

Director of Clinical Services

Formal training:

Institute for Functional Medicine
Institute for Integrative Nutrition
Primal Health Coach Institute



My Functional Medicine Practice

Within workflow, working to utilize care plans to systematically educate our patients on foundational nutrients.

Nutrient depletion as a big part of our consults and supplement reviews.

Health coaching, inbody, weight management, DSME (diabetes self management education), Prevent T2.

Future plans: Utilizing med sync for identifying and making interventions, Chronic Care Management

Implementation Tips

Start with nutrient depletion.

Take baby steps. (Start with signage/bag stuffers, then samples, then make suggestions, then get real with recommendations.)

Ask questions. Lots of them.

Make it known what kind of pharmacist you are.

Key Resources

Utilize free training (Take with a grain of salt.)

Pharmace webinars and videos

<https://www.orthomolecularproducts.com/pharmace/>

ZRT, Spectracell, Vibrant Labs, etc have training webinars and clinical specialists

Go back to the basics of your pharmacy degree

Krebs cycle

Consider how medications act like food, stressors, inputs

Introduction

Dr. Steve Zielinski, Pharm.D.

I am a compounding and functional pharmacist.

Moved locations and created a design to better support my functional medicine practice.



My Functional Medicine Practice

- Since we are located in Webster Groves, Missouri we have focused on functional medicine services that seem to have been missed or passed over in traditional medicine.
 - Sleep & Stress
 - Allergies
 - Side Effects from Medicine
 - Nutrigenomics
 - Hormone Replacement Therapy

Implementation Tips

- Your always patient number 1- take care of your health first
- Talk to your patients
- Focus on what patients can feel and what they care about fixing
- Train Your Staff

Introduction

Lorie L. Roman, PharmD, CPh

PharmD 1997

Pharmacy Practice Residency 1998

Disease-state management, VA setting 15 yrs

Integrative Nutrition Certifications – NOVA

CCN program, Dr. Cheryl Burdette weekly mentoring -
present

Belmont University COP – Specialty Preceptor

Mom to 3 girls (20,17,10 yo) which led me to seeking root-cause answers to their symptoms to which traditional medicine had no resolve for stomachaches, defiance/anger/rage/ODD, severe colic, numerous food allergies/sensitivities.



My Functional Medicine Practice

- Began FoodScript in 2011
- Home-based office, 1-2 consults a week
- Moved FoodScript to retail setting Aug 2019, 2-3 consults daily
- Electronic medical record, in office & online dispensary
- Main focus: Pediatric Nutrition, Preconception Health, Autoimmune Support
- Targets: Optimized vitamin D levels, MTHFR screening/education, Food sensitivity testing, Gut dysbiosis, Mycotoxin urine Optimized micronutrients, MaxGen genomic screening

Implementation Tips

- Learn your professional grade supplement lines. Navigate with your reps in your area & ask to attend learning opportunities. Acquire accounts.
- Network with other leaders in your career path: FB & FB grps, Instagram, Events
- Seek all possible educational opportunities with Labs: Genova, Great Plains, Dunwoody Labs, MaxGen Labs, Microbiome Labs, DUTCH

(also watch their youtube videos & listen to their podcasts)

- Attend conferences: ACN, IFM, A4M, Integrative Healthcare Symposium, CASI, Annual Integrative Medicine Conference, Reversal of Chronic Diseases
- Build a social media platform of education so that your friends, family, colleagues begin to see your growth in knowledge. (*develop your brand*)
- Find your focus and specialize: HORMONES-GUT HEALTH-PHARMACOGENOMICS?
- Credential yourself: CCN, IFM, CNS, DCN, FMU, FDN, Integrative/Functional Med certificates
- KNOW WHEN TO REFER. STAY IN YOUR SCOPE. BE CONSERVATIVE.

Key Resources

- CCN textbooks
 - Modern Nutrition in Health and Disease: Ross/Caballero/Cousins/Tucker/Ziegler
 - Medical Nutrition from Marz
 - Quick Access Professional Guide to Conditions, Herbs, & Supplements
- Disease Prevention & Treatment – Life Extension
- Laboratory Evaluations for Integrative and Functional Medicine: R. Lord
- Thomas Guilliams, PhD - Point Institute Series
- Conference binders
- YouTube videos from functional lab companies
- Lifestyle Matrix Resource Center

Open Discussion

What questions do you have for the panel?