

# Mentor Connection

## **LONG-TERM CARE PHARMACY SERVICING:**

Skilled Nursing Facilities

Assisted Living Facilities

Continuing Care Retirement  
Communities (CCRC)

Group Homes

Hospice

Correctional Facilities

Other

## Overview

Has someone approached you recently to request new or expanded pharmacy services for a group home, hospice, or other long-term care facility and you didn't know where to turn for information to get started? Sometimes all that is needed is a little guidance to get moving in the right direction.

The NCPA LTC Division has identified experts in the field of long-term care (LTC) pharmacy services to mentor pharmacists who are new to LTC and want to know more about this profitable niche or those who currently offer LTC services and want to expand and grow their business.



Mentor Connection mentors are volunteers with years of experience in independent retail/LTC combination pharmacies and closed-door pharmacies.

The Mentor Connection is a new member benefit for NCPA LTC Division members and will be offered for a one-year trial basis.

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## Role of NCPA LTC

NCPA LTC Division will act as a facilitator between the mentor and the mentee.

- Mentors will be asked to volunteer their time for a one-year commitment.
- NCPA will assign mentees to an appropriate mentor upon receipt of the application.
- NCPA will make the initial introduction between

mentor and mentee. The two parties will then make their own arrangements for ongoing communication.

- NCPA will contact each mentor and mentee on a quarterly basis to assess the relationship. After one year, NCPA will contact each party and ask if the Mentor Connection should be renewed for another year or if the connection has met its objectives.

*Live to learn, learn to live, then teach others.*  
**Douglas Horton**

## Role of the Mentor

Mentors in the Mentor Connection program are pharmacists and business people with expertise in a variety of service areas, including: skilled nursing facilities, assisted living, CCRCs, hospice, group homes, and more. Some work in closed-door

pharmacies, and others work in combination retail/LTC pharmacies. They are dedicated to the profession, and they want to help foster business development and pharmacist education in this practice area.

Mentors are asked to meet with their mentees on a regular basis and to share their knowledge and wisdom. Mentors should try to ascertain from the mentee what he or she wants to learn and help guide them in the proper direction.

## Role of the Mentee

Pharmacists who would like to participate in the Mentor Connection program should complete a short application.

After receiving your application, NCPA will choose an appropriate mentor in your area of interest and make a formal introduction.

Mentees are asked to

share their specific interests with the mentors and ask specific questions for guidance on topics or subjects.

- Consider your reasons for joining the program and what you want to learn from a peer.
- You may want to share your recent experiences and new

ideas with a mentor so he or she can help you make informed decisions.

- Mentors want to provide guidance and assistance, and they also want to learn from you and the experience you have to share.

## Suggestions for a Successful Mentor Connection

Any relationship takes a little bit of work. To get the most out of your Mentor Connection experience, consider the following:

- Set a specific time to meet and commit to that time. Perhaps a monthly or bi-monthly telephone call for 30 minutes.
- If you travel to the area where your mentor or mentee practices, consider a

short visit and pharmacy tour.

- Are you attending the NCPA Annual Convention and Trade Exposition? Plan to meet and walk the Exhibit Hall together.
- Be considerate of each other's time. Take a few minutes to plan for the meeting, and think about what you really want to discuss.

- Enjoy learning from each other. Sharing successes as well as mistakes can save another pharmacist time and effort.
- If you read something of interest, consider sharing articles and news stories by e-mail.

## Mentor Connection

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### How to Get Started

Getting started is easy.

If you would like to participate in the Mentor Connection program, simply complete an [online application](#). Someone from NCPA LTC will be in touch after receipt of the application with contact information for your mentor. From there it is up to you to make the most of the experience. NCPA LTC will check in on occasion to see how the

Mentor Connection is progressing.

**Mentors:** Do you have expertise to share with your peers? The Mentor Connection is always seeking new mentors to join the team. If you would like to know more about LTC mentoring opportunities, call 1-800-544-7447.

The Mentor Connection is

a member-only benefit for members of the NCPA LTC Division. For more information about LTC Division membership, visit <http://www.ncpaltc.org>



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