



Physician Dispensing: Six Popular Myths Exposed

You may know physician dispensing by name, but myths abound. Let's clarify the facts.

MYTH #1: PHYSICIAN DISPENSING IS ILLEGAL

FACT: Physician dispensing is legal in every state except for Utah. In all but five states, a physician's medical license grants the right to distribute medications to patients.

MYTH #2: RESPECTABLE PRACTICES DON'T DISPENSE PHARMACEUTICALS

FACT: More than 15% of practices already offer drug dispensing for their patients. On-site pharmaceutical distribution is one of the three most common ancillary services (the other two: lab services and radiology) and is projected to grow by 25% in the next four years.

MYTH #3: PHYSICIAN DISPENSING ADDS MORE PAPERWORK

FACT: Not only is dispensing paperless and online; dispensing to a patient takes about two minutes – and that includes adjudication of the claim. Physician dispensing eliminates the time you spend talking to pharmacies, especially when you've already explained the medication to the patient. Not only is it time-neutral, now you can get paid for the work you already do.

MYTH #4: OUR PATIENTS DON'T WANT OR NEED PHYSICIAN DISPENSING

FACT: 84% of patients want point-of-care dispensing. With physician dispensing, your patients don't have to wait at the pharmacy in order to fill their prescriptions. In addition to travel time, pharmacy visits can last as long as 60 minutes, much too long for patients with children or who are suffering from acute pain.

MYTH #5: PHYSICIAN DISPENSING WILL INCREASE OUR MALPRACTICE PREMIUMS

FACT: Dispensing medication does not increase the risk of practicing medicine. In fact, physician dispensing ensures that your patients get their medication and increases compliance with doctor's orders which reduces the risk of malpractice claims.

MYTH #6: PHYSICIAN DISPENSING DOESN'T ADD ANYTHING TO OUR BOTTOM LINE

FACT: Physician dispensing is worth an average of \$25K - \$30K a year per physician for a practice. By filling 80% of prescriptions in-clinic and using an automated, integrated, and optimized system, clinics realize a previously untapped revenue source. It increases profits without increasing staff time. It is convenient for patients. Physician dispensing is a service option that makes your patients happier and your practice more profitable.

IT'S A FACT

Physician dispensing is a service option that makes your customers happier and your practice more profitable. Get started today. Find out if physician dispensing is right for your practice – and request a free whitepaper – by contacting MGIS at www.mgis.com, **1-800-969-6447 (ext 154)**, or PhysicianDispensing@mgis.com.