

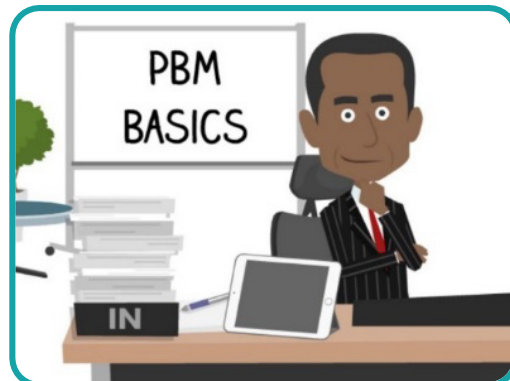
# Online Training: Your path to pharmacy expertise

We have created a suite of online, interactive training modules to help build pharmacy expertise throughout your organization



## BRONZE SERIES

- **PBM Basics** – an introduction to PBMs, what they are, what they do, and how they help clients and patients
- **Value of an Integrated Benefit** – explores why integrating medical and pharmacy benefits is better for employers and members
- **Pharmacy Solutions for Cost & Trend Management** – covers the various levers which can be pulled in pharmacy to create savings for everyone



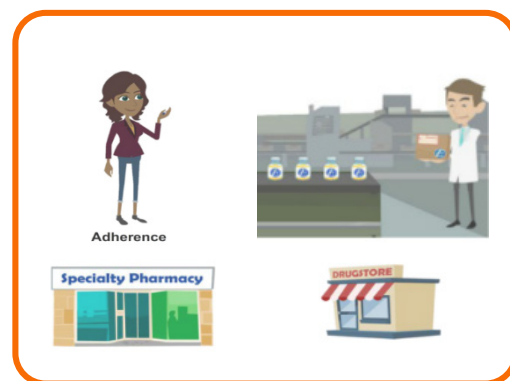
## SILVER SERIES

- **Specialty Cost and Care Through Integration** – examines why specialty conditions are better managed in an integrated benefit
- **Winning with Strategic Pharmacy Pricing** – reviews a case study with the strategies a plan used to retain a key client after finding out their bid was behind on price
- **Creating the Optimal Pharmacy Benefit Design** – presents strategies and tactics that help create the ideal pharmacy benefit for clients, based on their goals



## GOLD SERIES

- **Developing a Broker Engagement Strategy** – takes a deep dive into the complex relationships plans have with brokers and what you can do to improve them
- **Dazzle your Prospects Like a Star** – best practices for your RFP process and an update on pricing and solutions
- **The Finalist Countdown** - bringing everything together in our final module with a focus on the finalist process and effective sales messaging



For more information on how to get your plan enrolled, please reach out to your Growth Team.