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Pharma Careers

ADDRESSING THE NEEDS OF PHARMACISTS WHO WANT TO STAY ON TOP OF THEIR GAME....

Monthly Industry Newsletter of
One Source Health Careers
800-506-0884

Medical Tourism: A term originally coined by travel agencies and the mass media for describing the rapidly-growing practice of crossing international boundaries to obtain health care (medical travel or health tourism)

*“As the health-care crisis in the U.S. continues, people and corporations are going to start taking a look at other options,”
Ruben Toral, CEO of Mednet Asia*

Rise of Medical Tourism...

Last year 430,000 Americans opted for overseas procedures, fleeing the most expensive healthcare system in the world and saving 90% on the cost of their procedure. For the most part these patients have been uninsured Americans who opted to bite the bullet for \$8,000 rather than buying the farm in the U.S. for \$60k. But this is all changing rapidly. The large insurance companies like Blue Cross Blue Shield and United Health Group are already exploring it. Globalized healthcare is coming. And the smart companies realize it.

Aetna, with its 37 million members acquired Goodhealth Worldwide last year, an overseas private insurer. CEO Ronald Williams said at the time that offshore medicine “will be an important emerging trend.” David Boucher, executive at BCBS, was given the green light last year to start Companion Global Healthcare, a one stop shop for members heading overseas to make appointments, choose hospitals, and handle the travel arrangements. Hospitals in India and Singapore are already on the approved list for BCBS members in South Carolina.

TOP LOCATIONS FOR MEDICAL TOURISM: Countries such as India, Singapore, and Thailand are some of the most popular destinations for medical tourists. Just how much cheaper are Asia’s hospitals? Here’s a look at some of the top hospitals, such as Bangkok Phuket Hospital, along with a comparison of the costs of checking in. With a growing number of U.S. insurance companies considering adding Asia’s hospitals to their coverage, in the next few years more patients from the U.S. might find themselves going to these centers for their next operation.

Heart By-Pass Surgery:

U.S.: \$130,000
Singapore: \$18,500
Thailand: \$11,000
India: \$10,000

Hip Replacement:

U.S.: \$43,000
Singapore: \$12,000
Thailand: \$12,000
India: \$9,000



American Society of
Health-System Pharmacists®
TOGETHER WE MAKE A GREAT TEAM

December 7-11, 2008 Orlando, FL

ASHP’s MCM is the largest gathering of pharmacists in the world, attended by more than 20,000 pharmacy professionals. For four decades, the ASHP Midyear Clinical Meeting has provided health-system pharmacy practitioners with a venue for updating their knowledge, networking with colleagues, enhancing their skills, and learning about the latest products and technologies.



The Care & Feeding of References

Nothing distinguishes you in the marketplace more than a well articulated reference from a highly-placed colleague. Are you caring for your reputation?

Five Keys to Getting Good References...

- **Nurture Them** - by eagerly providing good references to others. This engenders their willingness to allow you to keep tabs on them for references for your future career change.
- **Manage Them** - Contact them when they might receive a call from a company. Give them a copy of your resume so they can act like they know you. Supply a model or template for them to use so they have an idea what a good reference looks like.
- **Get Them** - You may want to gather references as you are leaving or about to leave and while they still remember who you are!
- **Use Them** - to leverage an offer first - "once we've made good progress and there is a good chance that an offer is forthcoming."
- **Provide Them with an Outline** of what you want them to comment about, e.g. Leadership Ability, Job Function (technical capabilities), and Future Potential.

"References are the neon sign on the shop window saying, "Guinness on tap here."

How important are they?

Almost everyone who applies for a job is qualified. But nothing enhances the ability of your career agent to distinguish you in the marketplace faster than the "sound bites" provided by good references. These can get you noticed faster. It simply can't hurt to punctuate your credentials with words such as "her clinical knowledge is encyclopedic" or "he's the most patient-centered pharmacist I've ever seen."

Adapted from Land Your Dream Job, by John Middleton, (Perigee, 2007)

INTRODUCING The Essentials Assessment

By One Source Health Careers



Essentials

One Source is partnering with a top psychological testing firm to benchmark core competencies in pharmacy. This will enhance potential matches and improve retention. Want to take the test yourself and see how you measure up? Go to the assessment tab on our website:

www.onesourcehealthcareers.com



One Source Health Careers – Postings

See our website for additional jobs – However, both this list and our web postings are only a sample of the dozens of jobs we receive weekly. Contact us at: **800-506-0884**
www.onesourcehealthcareers.com – info@onesourcehealthcareers.com

Clinical Openings:

- **Alaska** – Director of Operations for the leading IV provider, staff pharmacists
- **Central, OH** – Seasoned clinical pharmacists needed, also LTC RPhs.
- **North Carolina** – PIC and staff pharmacist throughout the State.
- **DOP opportunities** – various locations with top pay including ski country
- **Nationwide** – LTC and infusion opportunities in closed door environment
- **Northern CA** – Oncology RPh., Inpatient Manager, Overnight Pharmacist, Senior Infusionist
- **Washington** – New state of the art clinic, sign-on bonus, tuition reimbursement up to \$ 145k
- **Arizona** – Clinical pharmacists, inpatient hospital specialists
- **Southern Florida** – nuclear pharmacy manager for top company
- **California** – clinical pharmacists, pediatric specialists, consulting pharmacists

Retail Openings:

We have retail openings throughout the country, including Alaska and Hawaii, whether you want a large chain or an apothecary ambience with an independent or smaller chain. Many of these opportunities include relocation and a large sign-on bonus.

A sampling:

- **Alaska** – Closed door, M-F, with sign-on bonus
- **Kauai** – consultant pharmacist for inter-island travel
- **Ownership Opportunities** - several locations with robust independents
- **Northern California Back Country** - \$45k sign-on, excellent pay, award-winning trout fishing
- **Minnesota** - where pharmacists are still revered like ministers once were

Our Unique Approach:

We work for pharmacists and not for any particular company. While you work your typical twelve hour shifts we act as your agent to find the best opportunities available and to represent you with potential employers. Our services cost you nothing – and gain you the following:

- Industry relationships and expertise – we know your future boss
- Negotiation of salary and terms based upon our knowledge of industry issues
- Several competing company offers – ensuring that you get the best offer possible
- Career consultation, resume assistance, tailored search process, comprehensive relo services.