

Assessing Your Home Health Care Opportunity

Departments Needed

In the “Need Indicated” column, fill in “Yes” or “No” based on your answers in the Current Patient Needs Assessment worksheet. In other words, if your answers in that worksheet indicate that a significant share of your patients demonstrate a potential need for mobility aids based on their prescription medicine usage, a referral from a hospital surgery center, or other factor, write “Yes” in the “Need Indicated” column.

In the third column, write “Yes” or “No” to indicate whether your pharmacy already stocks that category. Two examples are included below. If your pharmacy does not stock that particular product category, the fourth column, “Space Needed,” gives you a guideline to understand how much space you need to allocate to the category. If your pharmacy *does* stock the category, you can evaluate your current allocation of space against this guideline. (Also see the next blog post in this series to learn more about how much space to allocate to home health care in general.)

Once you are clear about which product categories you should plan to retain or add, at the bottom of the table is an area for you to indicate the total amount of shelf space (expressed as a range) needed to accommodate these home health categories. The next step in this blog series will help you determine front-end categories you can reduce or remove in order to make room for home health products.

Product Category	Need Indicated	Already Stocked?	Space Needed
<i>Bath safety</i>	<i>Yes</i>	<i>No</i>	<i>4 to 12 feet of shelving</i>
<i>Daily living aids</i>	<i>No</i>	<i>No</i>	<i>4 to 8 feet of shelving</i>
Bath safety			4 to 12 feet of shelving
Daily living aids			4 to 8 feet of shelving
Incontinence care			4 to 12 feet of shelving
Mobility aids			4 to 12 feet of shelving (included with Bath Safety)
Rehabilitation products			4 to 8 feet of shelving
Wound care			4 to 8 feet of shelving
Total amount of space to allocate			

