



# Evaluation of a Pharmacists' Weight Loss Program for Employee Worksites



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## INTRODUCTION

Referred to as the global epidemic by the World Health Organization, obesity is becoming a leading preventable and modifiable metabolic disease across the world. It has been estimated that over 50% of Europeans are classified as overweight and up to 30% as clinically obese, while nearly two-thirds of the population of the United States meet the criteria for being overweight or obese. Obesity is related to serious health conditions such as stroke, diabetes, insulin resistance, hypertension, dyslipidemia, and cardiovascular disease.

Employers are beginning to try to develop effective wellness programs and cost saving programs to assist their employees in becoming healthier. Programs range from disease education, vaccinations, medication review for cost savings, weight loss, and others.

Clinical Pharmacist services have traditionally received minimal reimbursement for cognitive services. Clinical pharmacists are eager to find avenues to produce revenue and assist patients with medication and disease state education.

This project combines all three aspects of the obesity epidemic, assisting employers and creates a revenue stream for clinical community pharmacy.

## OBJECTIVES

- Develop a revenue producing program for the clinical pharmacy program at Causey's Pharmacy.
- Assess the ability of the program to assist employees to lose weight over a five month period of time.
- Compare the results to two different employer sites looking for reproducibility.
- Develop baseline data to market to other potential employer clients.

## METHODS

- Causey's Pharmacy is an independent community pharmacy in Natchitoches, Louisiana.
- Prospective, multi-site employer weight loss program.
- Program was managed by a clinical pharmacist team.
- The program was marketed to two local employers (Weyerhaeuser Paper Mill and Morris & Dickson Pharmaceutical Wholesaler) as a service of Causey's RxSolutions the clinical component of Causey's Pharmacy.
- The employers assisted with recruitment, provided space, and paid for the program.
- The weight loss program was five months in length and involved recruitment, initial weigh-in, four follow-up weigh-ins, 1 dietitian encounter for meal planning, monthly prizes, and weigh-in door prizes.
- Outcomes included the measurement of weight, body fat, waist circumference, and height.

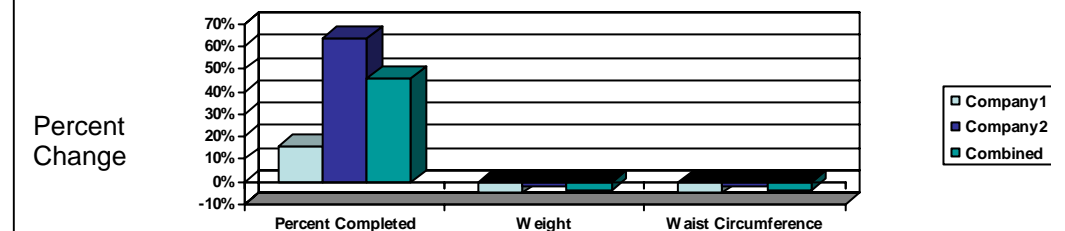
## RESULTS

- The total number of enrolled employees was 274.
- Combined baseline weight was 207.8 pounds
- Baseline waist circumference 41 inches
- Baseline Body fat 29.75% & BMI 32.
- Descriptive statistics resulted in an overall retention rate was 30%.
- Employees completing the program n=128 lost an average of 4.07 pounds over five months which was statistically significant (p < 0.001) on a paired t-test.
- Waist circumference yielded a 1.3 inch difference (p<0.0001) on a paired t-test.
- Causey's Pharmacy generated \$5,500 of revenue with approximately 74 hours worked.
- Hourly rate of \$75 per hour.

## RESULTS

- N = 274
- OVERALL WEIGHT & WAIST CIRCUMFERENCE CHANGE WAS STATISTICALLY SIGNIFICANT P < 0.001.
- AVERAGE WEIGHT LOSS WAS 4.07 POUNDS .
- TOP 10 PARTICIPANTS LOST 6.45% OF THEIR BODY WEIGHT.
- TOP 10 PARTICIPANTS AMOUNTED FOR 50% OF THE TOTAL WEIGHT LOST.
- TOTAL AMMOUNT OF WEIGHT LOST WITH BOTH COMPANIES WAS 340 POUNDS
- BOTH COMPANIES RENEWED THEIR CONTRACT AND ADDITIONAL WEIGHT LOSS PROGRAMS ARE ONGOING.

Overall Outcomes Compared to Baseline  
n = 274 p<0.001



## DISCUSSION

- This program provides evidence an independent pharmacy can provide cognitive services and make a profit.
- Student T-Test analysis yielded significant difference between baseline weight and 5 months weights.
- Employers were satisfied with the program and have hired Causey's for a second program.

## CONCLUSIONS

- Offering a weight loss program to a local employer group is a profitable clinical pharmacy program.
- The program also resulted in significant weight loss for the employees.
- Future employer site programs will be investigated.