



*#pharmacy***STR****NG**

2025 Federal Election Member Toolkit

Neighbourhood Pharmacy Association of Canada



Neighbourhood
Pharmacy
Association of Canada


Association canadienne
des pharmacies
de quartier

- ❁ As Canada approaches the next federal election, it is crucial to ensure that pharmacy remains a key part of the health care conversation.
- ❁ Community pharmacies play an essential role in delivering accessible, high-quality care to Canadians while supporting economic growth and job creation across the country.
- ❁ This toolkit provides key priorities and messaging to engage with policymakers, candidates, and stakeholders to advocate for a strong, stable, and sustainable pharmacy sector.

2025 Federal Election

Canada's Pharmacies three key priorities for the 2025 Federal Election and beyond:

- **Ensuring Canadians Have Access to Healthcare Services**
- **Protecting the Security of Canada's Medication Supply Chain**
- **Supporting the Viability of Canada's Pharmacies**

 By supporting Canada's pharmacy sector, the federal government can improve healthcare access, protect the medication supply chain, and sustain pharmacy businesses—delivering real solutions for Canadians.

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In Brief: 30 Second Talking Points (1)

- 1. Ensuring Access to Healthcare Services:** Community pharmacies are the bridge in healthcare access gaps, especially in rural and underserved areas.
- **Proximity matters:** With 95% of Canadians living within five kilometers of a pharmacy, we are ideally positioned to serve as the first point of contact for patient needs, easing the burden on emergency rooms and family doctors.
 - **A proven solution:** Expanding the scope of pharmacist-led services—such as medication management, vaccinations, and minor ailment prescriptions—can reduce healthcare costs and improve health outcomes. Emphasize the need for sustainable funding and policy reforms to integrate pharmacy services more deeply into the healthcare system.

***Make it personal:** Share stories or stats from your own pharmacy that show how these services have helped your patients. Real-life examples drive home the impact.*

In Brief: 30 Second Talking Points (2)

2. Protecting Security of the Medication Supply Chain: Pharmacies are on the front lines of protecting Canada's medication supply, playing a critical role in maintaining patient care amid global supply challenges.

- **Prepared to adapt:** Pharmacies can be empowered to independently substitute medications and manage inventories during shortages. This ensures continuous patient care even when supply chain disruptions occur. Advocate for modernized health information systems - ones that enables real-time tracking of drug usage and supply—which would allow for faster, more coordinated responses to shortages.
- **Trust and reassurance:** As one of the most trusted health providers, located in every community in the country, Canada's pharmacies can do much to educate the public on appropriate behaviours and maintain their confidence in the stability of medication supply

Make it personal: Provide examples of how your pharmacy has navigated recent drug shortages and the steps you've taken to ensure patients receive necessary medications.

In Brief: 30 Second Talking Points (3)

3. Supporting the Viability of Pharmacies: Pharmacies are vital economic players, particularly in rural and small-town settings. With many pharmacies operating as small and medium enterprises, they significantly contribute to local economies and employment.

- **Sustainable support is essential:** Fair drug pricing and sustainable funding models are needed to support pharmacies, ensuring they can continue to provide essential healthcare services and contribute economically.
- **Economically vital:** Pharmacies directly generate substantial economic benefits, employing over 189,000 Canadians and adding \$18.7 billion in economic footprint.

Make it personal: Highlight how your pharmacy makes an economic impact on the community, whether through employment, partnerships, or the services you provide.



Why Pharmacy Matters!

Why the federal government should work with pharmacy

- Pharmacies are among the most accessible healthcare providers, with 95% of Canadians living within five kilometers of a community pharmacy. Serving as vital health hubs in all communities—urban, suburban, rural, remote, and First Nations—pharmacies provide essential care when Canadians need it most.
- Beyond healthcare, pharmacies are economic drivers. With over 12,000 locations—60% of them small businesses—the sector contributes \$18.7 billion to GDP and supports 189,000 jobs nationwide.
- Investing in pharmacy strengthens both the healthcare system and the economy, easing pressure on hospitals and ensuring continued access to care.

Our Election Priorities: Detailed Messages

1. Ensuring Canadians Have Access to Healthcare Services

Context for Action	Pharmacy Solutions
<ul style="list-style-type: none">Millions of Canadians lack access to a family doctor, creating delays and added strain on emergency rooms and urgent care centers.Rural and remote communities face significant healthcare accessibility barriers.Pharmacies are often a patient's first 'front door' to healthcare.Pharmacies are trusted, accessible, and community-based, providing a wide range of primary care and public health services, including medication management, assessment of and prescribing for minor ailments, vaccinations, and chronic disease management.Pharmacist-led interventions improve health outcomes while reducing system costs by preventing unnecessary visits to other parts of the healthcare system.Investing in pharmacy is a cost-effective way to deliver accessible healthcare.	<ul style="list-style-type: none">Workforce supply and mobility reforms to facilitate the seamless integration of pharmacy professionals across jurisdictions, eliminating unnecessary licensing barriers.Sustainable funding models to expand pharmacist-led healthcare services and integrate pharmacies into the broader healthcare system.A commitment to involving pharmacy experts in all policy decisions related to healthcare access and pharmaceutical supply.Support for innovative care delivery models, for pharmacy-led primary care and public health services, to relieve pressure on the healthcare system.

Our Election Priorities: Detailed Messages

2. Protecting the Security of Canada's Medication Supply Chain

Context for Action	Pharmacy Solutions
<ul style="list-style-type: none">Drug shortages are increasingly common, putting patient care at risk.As Canada represents less than 2% of the global drug market, its medication supply is vulnerable to global market shifts, economic policies, and trade barriers.The system is under strain, and without action, patient access to their medicines could be jeopardized.Unlike others in the supply chain pharmacies cannot pass on higher medication acquisition costs to their patients.Pharmacy teams are on the front lines of care, directly interacting with patients and identifying supply issues in real time.Pharmacies play a critical role in mitigating shortages through the ability to independently substitute or prescribe alternative medications, compound medications, and manage inventory.Canadians remember the devastating drug shortages of the pandemic. Among the most trusted healthcare professionals, pharmacy team members are ideally positioned to reassure and support patients when shortages occur.	<ul style="list-style-type: none">Equip pharmacies and their team members in all jurisdictions with the scope and funding needed to independently substitute or prescribe alternative medications to ensure efficient patient drug therapy management during shortages.Prioritize modernization of health information systems used by all stakeholders in the medication access pathway to better monitor drug utilization and mitigate shortages in real time.A holistic approach that considers all factors impacting medication supply and does not impose additional costs on the supply chain, ultimately protecting patient access.

Our Election Priorities Detailed Messages

3. Supporting the Viability of Canada's Pharmacies

Context for Action

- Canadian pharmacies are businesses supporting local economies and employing thousands of Canadians while delivering essential healthcare services.
- 60% of pharmacies in Canada are small and medium enterprises.
- Canada's pharmacies contribute significantly to the Canadian economy, generating \$9.5 billion in direct GDP, employing more than 189,000 Canadians and adding \$18.7 billion in total economic footprint.
- Rising operational costs, economic pressures, and reduced funding threaten their long-term sustainability.
- Rural and remote communities are at particular risk of "pharmacy deserts," as closures or service reductions could leave patients without nearby access to medication and healthcare options.
- A thriving pharmacy sector means better healthcare access, job creation, and economic stability in communities across Canada.

Pharmacy Solutions

- Sustainable funding for pharmacy services** to ensure continued access to care and prevent service cutbacks.
- Fair drug pricing and pharmacy service funding policies** that reflect the rising costs of providing care and do not disproportionately impact small businesses.
- Tax reforms and incentives to support pharmacy businesses**, including policies that encourage investment in innovation.

Who We Are

About Neighbourhood Pharmacies

- The Neighbourhood Pharmacy Association of Canada represents pharmacies across the country, including independent and banner stores, chains, specialty pharmacies, grocery stores and mass merchandisers with pharmacies.
- As the association representing pharmacy operators across the country, we act at a pan-Canadian level to support policy makers with the development of innovative solutions that allow pharmacy teams to provide public health and primary care while advocating for fair and sustainable funding for community pharmacies.

Supporting Key Messages

ECONOMIC STRENGTH AND CANADIAN BUSINESS FOCUS

- ❁ Pharmacies contribute significantly to the Canadian economy, generating \$9.5 billion in direct GDP and \$18.7 billion in total economic footprint.
- ❁ The pharmacy sector directly employs 189,000 Canadians, generating \$7.2 billion in labour income.
- ❁ A strong, stable pharmacy sector ensures Canadians continue to have access to essential healthcare services in their communities.
- ❁ Policy decisions should prioritize Canadian businesses and industries that provide frontline healthcare services.

Supporting Key Messages

SUPPLY CHAIN SECURITY

- ✿ A secure drug supply chain is essential for ensuring patients have access to necessary medications.
- ✿ Economic security for pharmacies allows for continued investment in innovation and expanded services for patients.
- ✿ Healthcare security depends on strong, well-supported pharmacy services to meet evolving patient needs.

Supporting Key Messages

RESPONDING TO TARIFFS

- ❁ Tariff policies must consider their impact on the healthcare sector, particularly in mitigating the risk of drug shortages.
- ❁ Policies should reduce, not increase, pressures on pharmacies, ensuring their ability to meet patient demands and provide stable healthcare services.
- ❁ The federal government should work with pharmacy experts to avoid disruptions in care for Canadians.

Supporting Key Messages

WORKFORCE SUPPLY AND MOBILITY

- ❁ Removing barriers to expedited licensure, credential recognition and interprovincial labour mobility will help address workforce shortages and improve pharmacy service delivery.
- ❁ Recognizing pharmacy professionals (e.g., a “Blue Seal program”) could enhance workforce mobility and strengthen the availability of qualified pharmacy staff across Canada.

Key Facts

Community Pharmacy in Canada

12,245

There are over 12,000 community pharmacies in Canada, employing more than 38,000 licensed pharmacy professionals^{1,2}



95%

95 per cent of Canadians live within five kilometres of a community pharmacy.



9.5B

Pharmacies directly generate \$9.5 billion in GDP for the Canadian economy. The total economic footprint is \$18.7 billion.³



185,000

The pharmacy sector employs more than 185,000 Canadians and directly generates \$6.6 billion in labour income.



1.9B

The pharmacy sector generated \$1.9 billion in fiscal benefits to all levels of government in 2020.



847 M

Community pharmacies dispense more than 847 million prescriptions in Canada every year, worth more than \$36 billion¹.



1. IQVIA Canada, MAT Aug 2024, 2. NAPRA Jan 2025. 3. Adapted from Economic Footprint of Canada's Community Pharmacy Sector, Conference Board of Canada, 2017.

Questions and Answers

What is the role of community pharmacies in Canada?

- Located within five kilometers of 95% of Canadians, who visit their pharmacy up to 10 times more frequently than any other touchpoint with the healthcare system.
- Over 12,000 pharmacies and their teams serve as integral community health hubs in urban, suburban, rural, remote and First Nations neighbourhoods all across Canada.
- From chronic disease management to immunizations, Canadian rely on community pharmacies when seeking care.

What is the role of community pharmacies in Canada?

- With more than 6.5 million Canadians lacking adequate access to primary care, community pharmacies are doing more than ever before to address this challenge. In 2024, Canada's pharmacies:
 - Administered close to 11.8 million immunizations (including COVID-19, influenza and other publicly funded vaccines).
 - Provided over 3 million assessment and prescribing services (for minor ailments, respiratory viral illnesses and other conditions).
 - Delivered more than 5.5 million clinical medication review-related services.
 - In Nova Scotia communities, patients can be seen at Community Pharmacy Primary Care Clinics, leading to a 9% drop in ER visits.

How are pharmacies funded?

- ❁ Pharmacies depend almost entirely on the funding they receive from both public and private payors in the form of dispensing fees and markups.
- ❁ This funding must cover all patient care activities associated with dispensing the prescription (counselling, etc.) but also covers the growing cost of operations such as paying their staff (including pharmacists, technicians, assistants and all support positions), acquiring and maintaining their inventories as well as operating their facilities (e.g., covering rent, utilities, etc.).

How are pharmacies funded?

- Additionally, pharmacies receive some funding for providing clinical services, such as vaccinations, minor ailments assessments and medication reviews, from provincial and federal healthcare programs. While growing, this funding comprises only a small portion of all funding.
- For many communities, especially those in rural areas, pharmacies are a lifeline in healthcare access, and maintaining sustainable funding is essential for ensuring that all Canadians receive the care they need, when they need, close to home.

How do federal healthcare policies impact pharmacies and access to the services and care they provide?

- Well-intended federal policies to make medications more affordable can unfortunately reduce the funding that pharmacies rely on to such a degree that it threatens their ability to sustain their operations.
- As funding decreases and margins grow thinner, pharmacies may be forced to reduce hours, services, staff, or close their doors altogether.
- Currently more than 6.5 million, or more than 17%, of Canadians do not have access to a family doctor. For many communities, especially those in rural areas, pharmacies are a lifeline in healthcare access, and maintaining sustainable funding is essential for ensuring that all Canadians receive the care they need, when they need it, close to home.

How are community pharmacies supporting health systems across Canada?

- ❁ Across the country we are experiencing a shortage of primary care providers. This often causes a delay in timely healthcare access for those with both acute and complex medical conditions. Between these delays and overall insufficient coverage, this pushes patients to seek medical services from emergency rooms. A common example of this is strep throat.
- ❁ By ensuring that community pharmacies are able to support patients for things that are minor but often feel urgent (i.e. pink eye, strep throat, UTIs), we can step in and help and avoid an unnecessary trip to the emergency room.

How are community pharmacies supporting health systems across Canada?

- This will allow patients with easy to treat ailments, a quick and easy way to get access to healthcare while ensuring that more complex and emergency situations are being properly handled by the right components of the healthcare system.
- The results to date speak for themselves. In Nova Scotia, expanded care services provided by community pharmacists have resulted in more than 9 percent drop in emergency department visits across the province.
- This is just how we support provinces as they deal with a shortage of primary care providers. Pharmacies also deliver more than half of all flu immunization services across the country and manage drug shortages on the front lines.

How are tariffs impacting Canada's pharmacies?

- As both US imposed, and Canadian counter tariffs proliferate, the resulting anticipated drug shortages, increased drug prices and overall increased supply chain costs will place an unsustainable financial burden on all players in the supply chain
 - Canada's pharmacies hold a unique position in the drug supply chain, as they represent the final step before a medication reaches a patient.
 - Unlike other players in the supply chain however, pharmacies cannot pass on higher costs to their patients
 - Pharmacies who already operate on razor thin margins, will be forced to absorb these additional costs, risking their ability to deliver care and services to patients, at a time when they are most needed.
 - Pharmacies and their teams are on the front lines of managing patients' care in the face of drug shortages every day; reports estimate that pharmacists spend almost 20% of every shift dealing with drug shortages.

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How are tariffs impacting Canada's pharmacies?

We believe:

- ❁ All health products should be excluded from the countermeasures to prevent disruptions that could adversely impact the health of Canadians.
- ❁ Governments must ensure that pharmacies and their teams are better equipped to manage these shortages through expanded scope of authority to independently substitute one medication for another in the event of a drug shortage, with appropriate remuneration.
- ❁ Further support pharmacy sustainability through tax breaks or fee relief measures, that equips these businesses, especially small and medium ones, to effectively and efficiently meet patient care needs may be required during this period.

What are you hearing from patients about Pharmacare?

- As community pharmacists, we have heard that patients are less concerned about who is providing coverage for their medications, whether it be through a private or public plan. Rather, they simply want to be assured that they will have access to the medications they need when they need them.
- As it stands, the majority of Canadians are happy with the medication coverage they currently have.
- For those without coverage there is excitement about having access to contraceptives or diabetes medications – and we're excited for them! But there are questions about how and when that will happen, what products will be covered and how payment for product will occur.

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What financial impact will pharmacare have on pharmacies?

- ❁ As the health profession that has the most accessible daily interactions with patients in Canada and safely dispenses over 850 million prescriptions a year across all provinces and territories, pharmacists are often impacted by changes in pharmaceutical policies.
- ❁ While our priority is, and continues to be, to protect and improve Canadians' access to medicine, a national pharmacare program that provides access to free contraceptives and diabetes medications for all Canadians, including those with existing coverages, will cost pharmacies \$43M, equal to close to 1 million pharmacist hours.
- ❁ In a time of economic instability and the heightened need for diligence in Government spending, we recognize and support the need for a revitalized pharmacare plan in Canada, and we believe there is a path forward that will improve access for Canadians.

Aren't pharmacists advocating for the status quo because there's a financial interest?

- ❁ Pharmacies are led by community pharmacists that provide essential frontline care to patients across Canada every day. As pharmacists, we have a duty to look after the needs of our patients and we are bound by our Professional Regulatory Authority like other healthcare providers, to only act in the best interest of our patients.
- ❁ Yes, pharmacies are also businesses. However, pharmacists' interests and obligations are first and foremost with our patients by ensuring they have access to the care they need.
- ❁ The status quo, with even one Canadian falling through the cracks, is unacceptable to us, and we have an opportunity to find solutions that are going to improve the patient experience and outcomes, improve access, and be sustainable into the future.

What model of pharmacare are pharmacists advocating for?

- All Canadians should have access to the prescription medications they need to live a healthy life.
- Prescription medications must be easily accessible, provided in a timely manner, and inclusive of a range of therapeutic options to ensure patient choice.
- We support the government's work to ensure all Canadians have access to the contraceptives and diabetes medications they need when they are needed.
- A national pharmacare program must enhance and build on public and private drug plans already in place by prioritizing coverage for Canadians who are uninsured or underinsured, without disrupting the quality of coverage for the vast majority of Canadians who have it.

2025 Election Overview

- The Liberal Leadership race concluded on March 9, 2025, with Mark Carney leading the party, and as of March 14, 2025, Mark Carney has been sworn in as Canada's 24th Prime Minister, succeeding Justin Trudeau.
- Over the last month, a resurgent Liberal Party is finding its footing as threats from the Trump Administration and excitement over the Mark Carney leadership campaign are breathing life into the parties' polling numbers, fundraising and supporters.
- **On March 23, Mark Carney met with the Governor General to formally request the dissolution of Parliament and call a federal election for April 28, 2025, kicking off a 36-day campaign period.**

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2025 Election Overview

- In anticipation of a forthcoming federal election, Carney has appointed a transitional cabinet to maintain governmental stability. Notable appointments include:
 - François-Philippe Champagne as Minister of Finance
 - Kamal Khera as Minister of Health
 - Chrystia Freeland as Minister of Transport and Internal Trade
- As the election gets closer and Federal polling tightens to show a competitive race between the Liberal Party of Canada and Conservative Party of Canada, it is imperative for community pharmacies to build relationships across party lines.

Party Specifics

- As we enter into the 2025 federal election environment, each political party is shaping its policies and objectives. While our overall key messages apply to each political party, consider these specific points when talking to members from the following parties.

Party Specifics

Party	Key Points to Highlights
Liberal Party of Canada	<ul style="list-style-type: none"> <li data-bbox="479 395 2372 504">🌈 Support for ensuring every Canadian has access to the medications they need without financial barrier – specifically contraceptives and diabetes medications. <li data-bbox="479 529 2372 638">🌈 The need to work with pharmacy experts in the implementation of a national pharmacare program. <li data-bbox="479 664 2372 772">🌈 Community pharmacies can reduce the strain on the health system by increasing access to primary care.
Conservative Party of Canada	<ul style="list-style-type: none"> <li data-bbox="479 781 2372 889">🌈 Concerns that the national pharmacare program will result in disruptions and delays for patients who require medications. <li data-bbox="479 915 2372 1023">🌈 Experience related to previous government-run pharmacare programs, such as OHIP+, that resulted in a negative impact to patient care. <li data-bbox="479 1049 2372 1158">🌈 Community pharmacies can reduce the strain on the health system by increasing access to primary care. <li data-bbox="479 1183 2372 1238">🌈 Support for launching a national Blue Seal program to improve workforce mobility.

Party Specifics

Party	Key Points to Highlights
NDP of Canada	<ul style="list-style-type: none">Support for ensuring every Canadian has access to the medications they need without financial barrier – specifically contraceptives and diabetes medications.The need to work with pharmacy experts in the implementation of a national pharmacare program.Community pharmacies can reduce the strain on the health system by increasing access to primary care.
Bloc Québécois	<ul style="list-style-type: none">The federal government must collaborate with the provinces and territories on their national pharmacare plan to ensure alignment and equity and to minimize any disruption to any public or private drug coverage.Given Quebec's existing pharmacare program, the federal government must consider Quebec's unique position.Community pharmacies can reduce the strain on the health system by increasing access to primary care.

Engagement Strategies for Stakeholders

MEETING WITH CANDIDATES AND POLICYMAKERS

- Share pharmacy sector priorities and how they align with national health care and economic goals.
- Highlight local pharmacy contributions, including job creation, health care services, and economic impact.
- Ask direct questions about candidates' positions on pharmacare, workforce mobility, and drug supply security.

Engagement Strategies for Stakeholders

COMMUNITY ENGAGEMENT AND PUBLIC AWARENESS

- ✿ Utilize social media to share key messages and advocate for pharmacy priorities.
- ✿ Encourage pharmacy professionals to speak about their role and the importance of stable policies.
- ✿ Provide fact sheets and local impact reports to educate voters and policymakers.

FAQ

1. When should I reach out to federal election candidates in my region?

- As soon as candidates are confirmed for a party in your riding, they are usually available for stakeholder meetings. The earlier you engage; the more opportunity you have to inform them about key pharmacy sector issues before they solidify their campaign priorities.

FAQ

2. How do I find my local federal election candidates and request a meeting?

- Most local candidates will begin promoting their platforms early, and their campaign materials will be available online. A quick search should direct you to their campaign website, where you can find contact information.
- You can also find party candidate listings on party websites:
 - [Liberal Party of Canada Candidates](#)
 - [Conservative Party of Canada Candidates](#)
 - [New Democratic Party of Canada Candidates](#)
 - [Bloc Québécois Candidates](#)
 - [Green Party of Canada Candidates](#)

FAQ

2. How do I find my local federal election candidates and request a meeting?

- 🌈 We recommend prioritizing meetings with incumbent Members of Parliament (MPs) first, as they have direct experience shaping policies. However, you may also want to consider the electoral chances of each candidate to determine who to prioritize. This can be done by looking up your riding's results from the last federal election on [Elections Canada](#) or Wikipedia.
- 🌈 A good strategy is to meet with the top two candidates in your riding.

FAQ

3. How do I request a meeting with a candidate?

 To request a meeting, customize the email below and send it to the contact email found on the candidate's website:

Subject: Request for a Meeting – Strengthening Pharmacy in Our Community

Dear [Candidate's Name],

Thank you for your interest in representing the community of [Riding Name]. I am reaching out as a representative of [Your Pharmacy/Organization Name] to discuss key issues impacting community pharmacies and patient access to healthcare services.

Pharmacies play a vital role in our healthcare system, providing essential care to Canadians while supporting economic growth. As you shape your platform, I would appreciate the opportunity to meet and share insights on how pharmacy professionals can contribute to improving healthcare access and system sustainability.

Please let me know your availability, and I would be happy to arrange a time to connect.

Thank you for considering my request. I look forward to your response.

Sincerely,

[Your Full Name]

[Your Contact Information]

FAQ

4. What if my local candidates are not willing to meet with me?

Some candidates may have busy schedules and may not be able to accommodate every meeting request. If you are unable to secure a meeting:

- **Send a follow-up email** with the key messages included in this toolkit.
- **Deliver a letter in person** with key messages and the one-pager at their campaign headquarters. A staff member will often meet with you and accept the materials.
- **Engage with them on social media** by commenting on their campaign posts or asking questions during virtual town halls.

*Neighbourhood Pharmacies Association of Canada
are here to support you. If you have any questions,
please contact:*

info@neighbourhoodpharmacies.ca

FAQ

5. I have met with my local candidates and shared Neighbourhood Pharmacies' key messages. What's next?

- **Take a picture** at the conclusion of your meeting
 - **Send a follow-up email** thanking them for their time.
 - **Attach the one-pager** included with toolkit.
 - **Share on Social Media** with the #PharmacyStrong tag
- ✿ **Email Neighbourhood Pharmacies Association of Canada** to let them know you have completed your engagement by emailing info@neighbourhoodpharmacies.ca.

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Tips for Meetings

KNOW YOUR AUDIENCE AND WHAT THEY CAN AND CANNOT DO FOR YOU

- Consider if the candidate you are meeting with is a minister, minister's staff, an MP or official. Also think about whether they are in government or opposition.
- Frame any ask accordingly.

INTRODUCE YOURSELF AND Neighbourhood Pharmacies

- Do not assume they know who you are, even if you have met before.
- Expect that people may show up otherwise unprepared.
- Candidates, and even elected officials often have misconceptions about organizations.

Tips for Meetings

CONSIDER WHO YOU ARE TALKING TO

- ✿ They may have no background or experience in health care of pharmacy. Be sure to keep it simple, be understanding and help educate them on the sector by answering their questions.
- ✿ Focus on the decision-makers in the room, but make sure you are including everyone in the discussion.
 - Staff play an important role in shaping opinions and are often the ones tasked with any follow-up.

Tips for Meetings

GET TO THE POINT

- Have a 30-second, 2-minute, and 10-minute pitch for each issue.
- Be aware of how much time the meeting is scheduled for, and if possible, if there is a hard stop.
- Watch the body language to gauge interest and adjust accordingly.

LEAVE BEHIND HANDOUTS

- The handouts may remain on someone's desk to be referenced later.

Tips for Meetings

BE AWARE OF HOW CURRENT EVENTS CAN INFLUENCE YOUR ISSUE

- What is going on at a societal, government-wide and ministerial level?
- Is there another issue occupying their time?
- Scan the news beforehand to assess what else they might be dealing with, or the lens with which they might be considering your issues.

Leave Behind

(printable version available separately)

NEIGHBOURHOOD PHARMACY ASSOCIATION OF CANADA



The Neighbourhood Pharmacy Association of Canada represents pharmacies across the country, including independent and banner stores, chains, specialty pharmacies, grocery stores and mass merchandisers with pharmacies.

We advance the delivery of care of pharmacies and their teams, that serve as integral community health hubs in urban, suburban, rural, remote and First Nations neighbourhoods.

As the association representing pharmacy operators across the country, we act at a pan-Canadian level to support policy makers with the development of innovative solutions that allow pharmacy teams to provide public health and primary care while advocating for fair and sustainable funding for community pharmacies.

Community Pharmacy in Canada

12,245 There are over 12,000 community pharmacies in Canada, employing more than 38,000 licensed pharmacy professionals ^{1,2}	95% 95 per cent of Canadians live within five kilometres of a community pharmacy.	9.5B Pharmacies directly generate \$9.5 billion in GDP for the Canadian economy. The total economic footprint is \$18.7 billion. ³	185,000 The pharmacy sector employs more than 185,000 Canadians and directly generates \$6.6 billion in labour income.	1.9B The pharmacy sector generated \$1.9 billion in fiscal benefits to all levels of government in 2020.	847 M Community pharmacies dispense more than 847 million prescriptions in Canada every year, worth more than \$36 billion ⁴ .
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Connecting patients to care across Canada



Connecting Canadians more quickly to the care they need

Governments, health authorities and health service providers are eager to find new and innovative ways to urgently expand access to public health and primary care services and to divert non-urgent care needs away from hospitals and urgent care centres. Community pharmacies can help by ensuring that the right care gets to the right person at the right time, from the right provider.



Expanding access to primary care services

Community pharmacies have already boosted Canada's healthcare capacity by administering more than 50% of all flu shots, a quarter of all COVID-19 shots, screening for disease and prescribing medications for minor conditions.



Diverting non-urgent care from hospitals

Provincial governments are expanding opportunities for pharmacies to do more. For example, in Nova Scotia, community pharmacy walk-in clinics are now providing increased primary care services, including chronic disease management, point of care testing, enhanced diagnosis and prescribing services – and appropriate referral to other healthcare providers.

Many federal healthcare policies have the unintended consequence of reducing Canadians' access to medications and care through their local pharmacy.



The existing pharmacy funding model means that pharmacies depend almost entirely on the funding generated through dispensing fees and markups tied to drug prices. This funding must support not just the clinical activities directly related to a prescription but also pay for staff, maintain inventories, and pay the rent.

Well intended federal policies to make medications more affordable can unfortunately reduce the funding that pharmacies rely on to such a degree that it threatens their ability to sustain their operations. Pharmacies may be forced to reduce hours, services, staff, or close their doors altogether.

Currently more than 6.5 million, or more than 17 percent, of Canadians do not have access to a family doctor. For many communities, especially those in rural areas, pharmacies are a lifeline in healthcare access. Safeguarding the sustainability of Canada's pharmacies is essential for ensuring that all Canadians receive the care they need, when they need it, close to home.

Working Together With Government

Community pharmacies are proud to support governments across the country in connecting Canadians to the care – and medications – they need. We are a ready and willing partner, eager to work together as governments look to expand access to medications and primary care services for Canadians.

We know that pharmacies can do more to connect Canadians to the care they need, but only if we work together with governments across Canada to implement policies and programs that support pharmacy sustainability.

Help us help you

Involve pharmacy operators in policy planning for critical healthcare programs related to improving or expanding access to medication or healthcare services.

Consider the impact of national policies on the pharmacy sector – including how policy changes may impact access to pharmacy care or services – specifically in rural and remote regions.



Social Media Graphics

(downloadable versions available separately)

#pharmacySTR^{NG}

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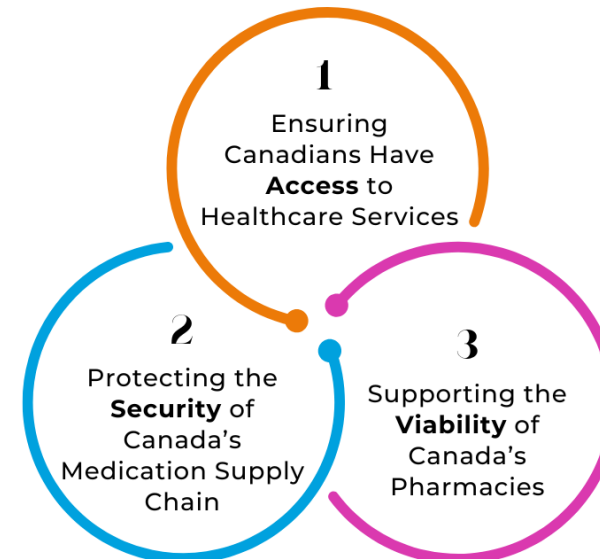


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Canada's Pharmacies

3 Key Priorities for 2025 Federal Election



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Social Media Graphics

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Pharmacy Priorities for Canada's Federal Election

- Ensure Canadians Have Access to Healthcare Services
- Protect the Security of Canada's Medication Supply Chain
- Support the Viability of Canada's Pharmacies

A strong pharmacy sector means better healthcare for all Canadians.



Pharmacists contribute over a billion dollars to Canada's economy

Investing in pharmacy is investing in a stronger healthcare system.



Social Media Graphics

#pharmacySTRONG



More than 189,000 Canadians are employed by pharmacists.

Including more than 59,000 pharmacy professionals

Supporting pharmacy means supporting jobs and communities.



Most Canadians live within 5 km of a pharmacy—making healthcare more accessible than ever.

Pharmacies are the front door to healthcare, providing essential services close to home.

Let's empower pharmacists to do more for patients.



Social Media Graphics

#pharmacySTRONG



Every year, pharmacists prevent over 1 million ER visits through medication management and frontline care.

Pharmacists help reduce strain on emergency rooms by providing expert care and preventing medication-related complications.

Supporting pharmacies means supporting a stronger healthcare system.



Expanding pharmacists' scope of practice could save Canada's healthcare system billions.

By allowing pharmacists to provide more clinical services, we can improve patient care while reducing healthcare costs.

It's time to unlock the full potential of pharmacy.

