



Academy of  
Managed Care  
Pharmacy

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FOUNDATION

## Special Year-End Note

### From the Executive Director

Dear friend of AMCP Foundation,

**Business acumen** is a vitally important leadership quality within managed care pharmacy, according to our most recent research.\* Per respondents, business acumen (29%), communication skills (32%) and teamwork/collaboration (32%) were the three attributes most critical for success when pharmacists practice in managed care.

These three skills are also essential to the work we do at AMCP HQ! In fact, developing my business acumen has long been a personal priority. This May, I completed an academic journey and graduated with my MBA. I learned a great deal about organizational behavior, decision modeling and finance – but I also learned anew: **the secret sauce is heart.**

You know this too. What brings you success in your own career is, well,...the **heart of it all**. You lead with heart by mentoring new practitioners and [supporting AMCP Foundation's mission](#). This year, nearly 800 AMCP members signed on as donors, including 37 who donated on [#GivingTuesday](#) and 100+ contributors still enrolled in pharmacy school. **Can you join these colleagues and [advance medication-related research and education](#)?**

When you [support the AMCP Foundation](#), we re-invest **every single dollar** into your profession so that others may learn and grow as leaders. We report on [trends in the evolving health care environment](#) and offer immersive educational opportunities like the National P&T Competition.

In 2018, we launched [web tools](#) to illustrate how managed care impacts patient outcomes and collected more than 1,600 pairs of socks during AMCP conference charity drives. **What will 2019 bring? [Only your heart knows!](#)**

Happy New Year,

A handwritten signature in black ink, appearing to read 'Paula J. Eichenbrenner'.

Paula J. Eichenbrenner, MBA, CAE



P.S. I'm scouting for new hobbies since I've graduated. Suggestions or wisdom to help me recover from grad school and keep the heart in my work? Chatting with members and [donors](#) is my favorite thing, and 703-684-2605 is my direct line. *Merry everything!*

\*Download executive summary for “ [25 Years of Managed Care Leadership Development: A Descriptive Analysis and Summative Evaluation of AMCP Foundation Intern Alumni](#).” This capstone project was researched by Mandy Renfro, PharmD Candidate 2020, The University of Texas at Austin, College of Pharmacy during her summer 2018 AMCP Foundation/Pfizer, Inc. Managed Care Research & Nonprofit Leadership Internship.

#### **AMCP Foundation**

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Your tax-deductible donation to the 501(c)3 AMCP Foundation supports research, education, and outreach. [Please give before the close of 2018!](#)