



Chronic Kidney Disease

Toolkit Guide

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Overview

Chronic kidney disease (CKD) is a common yet vastly underdiagnosed progressive disease, often without overt symptoms until end-stage renal disease. Earlier detection of CKD is essential so that progression can be slowed, life-saving treatment can be initiated and the impact on related cardiovascular conditions can be reduced.¹

As one of the most accessible points of patient care, pharmacists and their staff are ideally placed to raise awareness of CKD, identify those at risk and be the driving force behind earlier detection and referral to your primary care partners for screening, diagnosis and intervention.

Your responsibility in CKD is, however, not without challenges. Motivating patient behavioural change takes time, and pharmacists are often short of this resource. Accordingly, the CKD pharmacy toolkit has been designed by pharmacists for pharmacists to support flexible and seamless integration into existing patient care services, to drive the best health outcomes for patients with CKD.

The benefits of effective implementation of the toolkit extend beyond the health of your patients. With greater patient engagement and collaboration with primary care services, strong and long-lasting relationships are formed with your local community. The toolkit upskills and empowers your pharmacy team, and expands the service offering – illustrating your dedication to your patients' health and reinforcing health and encouraging their loyalty.

Learn more about how the toolkit is implemented across three main stages to provide a complete programme for pharmacists and their teams so that they can better support their patients at risk of CKD:

01 Recognise and identify

eLearning module 1 • Understanding CKD

Disease awareness posters

Positively impacting patients at risk of CKD starts with accurate identification and driving an earlier diagnosis. This requires a good understanding of CKD, its risk factors and the current international guidelines, as reviewed in the first of two eLearning modules. Disease awareness posters support public awareness at point of care and help trigger conversations with the pharmacy team.

02 Start a conversation and take action

eLearning module 2 • Identifying patients at risk of CKD

CKD risk assessment tool

Patient information leaflet

Motivating patients to take action involves a continuous and conscious effort by the pharmacy team, and can be challenging. Using effective counselling techniques and an integrated plan can help streamline engagement with patients, from initiation through to the monitoring phase of the journey. The toolkit includes a CKD risk assessment tool for pharmacists to use as a conversation prompt, plus a patient information leaflet that can be shared following counselling.

03 Collaborate with primary care

eLearning module 2 • Identifying patients at risk of CKD

Primary care referral letter

Following counselling, a customised referral letter can help capture salient patient information to support pharmacists in communicating clearly with primary care, and in requesting further investigation to enable early diagnosis and intervention.

01

Welcome to the CKD pharmacy toolkit

1.1 | Introduction

Chronic kidney disease (CKD) is a prevalent and severe condition that progresses silently in most patients.¹ Did you know that in [country here](#) the prevalence of CKD is approximately **xxx**? As such, many patients are not diagnosed until the late stages of CKD, resulting in a greater risk of poor outcomes, such as end-stage renal disease requiring dialysis or transplant.¹ In fact, in [country here](#) the estimated number of undiagnosed patients is **xxx**. Even more alarming is that the risk of death due to cardiovascular causes increases significantly as CKD progresses.² The most common conditions that prematurely place patients at risk of CKD are diabetes (leading cause of kidney disease), hypertension and cardiovascular disease (CVD is also the most common cause of death in patients on dialysis).¹⁻³ In fact, patients with CKD are more likely to die from heart disease before they reach end-stage renal disease.^{1,4} To reduce the rate of disease progression and effectively manage CV risk, patients need to be identified and interventions initiated as early as possible.^{1,2} This involves a few essential kidney function tests, actions taken as a result of which can significantly change the trajectory of an individual's illness. Through earlier intervention and effective therapeutic management of CKD, patients achieve the best chance of living a dialysis- or transplant-free life, and reducing their risk of a potentially fatal cardiovascular event.¹

As one of the most accessible healthcare services to patients, pharmacies play a crucial role in local public health. Especially in the light of the COVID-19 pandemic, pharmacy services have accelerated beyond medicine dispensing to meet health system and patient demands. Chronic disease management and monitoring in pharmacy have become routine for patients with hypertension and diabetes in many markets. In line with this trend, the pharmacy team is ideally placed to support CKD screening through at-risk patient identification, counselling and referral, with the potential to have a significant impact on the lives of these patients.

The CKD pharmacy toolkit has been developed to support you in efficient identification of at-risk patients and delivering motivational counselling to empower those who would benefit from CKD screening. The goal is to increase the number of currently undiagnosed at-risk patients referred for CKD screening and ensure more patients are diagnosed, and therefore managed earlier.

Objectives of the toolkit for pharmacists and team members:



Provide a foundational education in CKD



Identify patients at risk of CKD



Equip and upskill the team to employ the tools provided, and to deliver effective counselling to patients about CKD, their risks and how to get tested



Communicate and collaborate with primary care providers to facilitate earlier interventions in patients at risk of CKD

This guide will take you through each tool within the pharmacy toolkit, providing direction for the use of each resource. It will also explain how, in combination, you can integrate these materials into your practice and maximise their impact in your pharmacy.

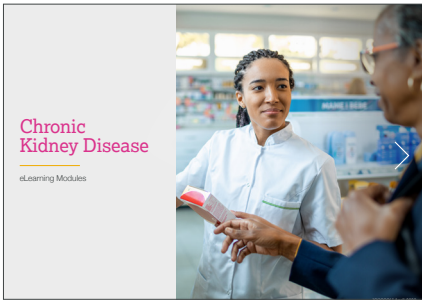
1. World Kidney Day. Chronic kidney disease. Available at: <https://www.worldkidneyday.org/facts/chronic-kidney-disease> (Accessed July 2022).
2. Wright J, Hutchison A. *Vasc Health Risk Manag* 2009; 5:713–722.
3. Tong J, et al. *Kidney Blood Press Res* 2016; 41:479–487.
4. National Kidney Foundation. National Kidney Foundation. CKD patients more likely to die from heart disease than to develop kidney failure. Available at: <https://www.kidney.org/news/newsroom/nr/77> (Accessed July 2022).

01

Welcome to the CKD pharmacy toolkit

1.1 | Introduction

THE TOOLKIT



Did you know?
 You can **lose up to 90%** of your kidney function before experiencing any symptoms!
 Your kidneys are vital for filtering out the waste from your body and keeping you healthy**

Speak to your pharmacist if you have one or more of the following risk factors**

Get checked for chronic kidney disease (CKD)

- C Check your kidney function with available tests
- K Know and understand your kidney numbers
- D Discuss your risk with your healthcare professional

Talk to your pharmacist about your risk today. Your kidneys will thank you!

CKD Risk Assessment Tool

For adult patients

Offer the patient a printable space to talk if they wish

Options for conversations about CKD and testing

Additional advice

For additional resources and patient visit www.diagnose-ckd.com

TAKE MORE CONTROL OVER YOUR KIDNEY HEALTH

Check your kidneys

You may be at risk of CKD – speaking to your pharmacist or doctor now may save your kidneys in the future.

Referral Letter

Pharmacy name _____ Pharmacy tel number _____
 Pharmacy address _____ Pharmacy postcode _____
 Pharmacy phone number _____
 Pharmacy email address _____

To: _____

Dear Dr _____

No notes _____

This letter is in regard to recent discussion had with our medical patient, after conducting a review of their current medication and their health history:

Patient's full name _____ Patient's DOB _____
 Patient's address _____
 Patient's postcode _____

Due to the outlined assessment of risk factors for CKD on page 15, they may benefit from kidney function testing for early detection of CKD in those at risk (patients and/or their family).

I have shared a booklet with the patient, with an explanation of CKD and why a check-up on assessment, and ask follow up with the patient? _____
 Thank you for your consideration and please do not hesitate to reach out to the clinic if you require any additional information, look forward to hearing from you.

Sincerely,
 Your patient care partner
 Pharmacist name _____
 Designation: _____

01

Welcome to the CKD pharmacy toolkit

1.2 | Benefits and outcomes of effective implementation

Establishing a strong pathway for at-risk patients to be identified and referred for screening is vitally important for the patients it supports, and will have numerous beneficial effects on both your pharmacy and for the wider community.

Improving outcomes for your patients

Ultimately, effective screening of at-risk patients for CKD will result in more patients being diagnosed and treated earlier. Early intervention to slow the progression of the disease aims to limit further kidney damage as much as possible, reducing the risk of kidney complications such as dialysis (or transplant), cardiovascular events (i.e. stroke, heart attack, heart failure) and preserving quality of life.¹ Effective CKD management leads to a slower progression of the disease and helps to manage cardiovascular risk, which is the leading cause of death in advanced CKD stages.^{1,2} The role you will play in driving more at-risk patients for testing could have a significant impact on their future outcomes and quality of life.

Strengthening connections within your local community

We understand the importance of building trusting and long-lasting relationships with the people in your community. These relationships can be utilised and strengthened by providing a CKD risk identification and counselling service. Ongoing patient support for those at risk of, or diagnosed with, CKD, is best provided in a familiar and local setting, bringing you closer to your patients. In addition, you'll strengthen your relationship with local primary care services through collaboration and patient referral, creating more opportunities to work together to achieve shared goals of patient care.

Supporting the growth of your pharmacy

CKD counselling will be an addition to your pharmacy's service offering, and will encourage utilisation of your other pharmacy services, such as blood glucose or blood pressure monitoring. By expanding your service offering and building strong community relationships you are also gaining competitive differentiation and growing your business to better serve your patients, which will be reflected in your patients' loyalty. Consider integration of the CKD toolkit into your clinical workflow for a sustainable programme that will support your clinical service and revenue goals, such as [one example of in-market service listing description here as appropriate](#).

1. World Kidney Day. Chronic kidney disease. Available at: <https://www.worldkidneyday.org/facts/chronic-kidney-disease> (Accessed July 2022).

2. National Kidney Foundation. National Kidney Foundation. CKD patients more likely to die from heart disease than to develop kidney failure. 2008. Available at: <https://www.kidney.org/news/newsroom/nr/77> (Accessed May 2022).

01

Welcome to the CKD pharmacy toolkit

1.3 | Integration into existing services

The toolkit is designed for ease of use and seamless integration into your existing pharmacy services, aiming to minimise the burden on workload and workflow. All materials have been developed for use by any member of the pharmacy team, including qualified pharmacists, pharmacy assistants and retail staff (if permitted).

Full implementation of the toolkit will create counselling opportunities at nearly all points of contact with patients and will enhance existing services:



Dispensing and counselling



Medication reviews



Chronic disease diagnostic testing
(e.g. blood pressure and glucose monitoring)



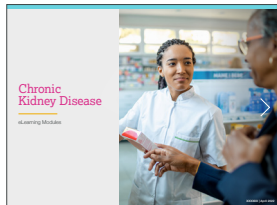
Wellbeing and lifestyle services

Country opportunities

- XXX
- XXX
- XXX
- XXX
- XXX

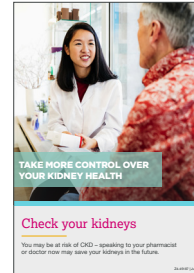
02

Toolkit elements



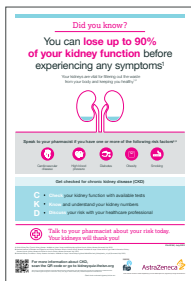
2.1 eLearning modules

The eLearning modules provide foundational knowledge about CKD for pharmacists and pharmacy team members to support at-risk patient identification and counselling.



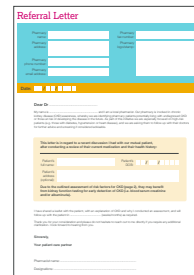
2.4 Patient information leaflet

The patient information leaflet has been developed to be shared by a pharmacist or pharmacy team member with patients at risk of CKD. It is an A5, double-sided handout which can be used to summarise the interaction with the patient and to provide supplemental information.



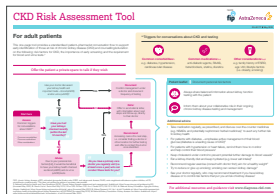
2.2 Disease awareness posters

The toolkit also includes disease awareness posters aimed at anyone who visits the pharmacy, to prompt them to initiate a conversation with a pharmacist or pharmacy team member about their CKD risk.



2.5 Primary care referral letter

The referral letter is to be sent by pharmacists or pharmacy team members (where appropriate) to the primary care physician of the patient at risk of CKD. It provides a summary of why the patient has been identified as at risk of CKD and why they may benefit from kidney function testing for early detection.



2.3 CKD risk assessment tool

The CKD risk assessment tool has been developed to be used by pharmacists and pharmacy team members (where appropriate) to support counselling patients on the risk of CKD, the condition itself and how they can be screened for it. It is designed as a prompt and is not intended to replace individualised patient care and appropriate recommendations from a healthcare professional.

02

Toolkit elements

2.1 | eLearning modules

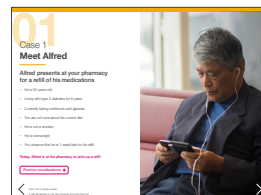
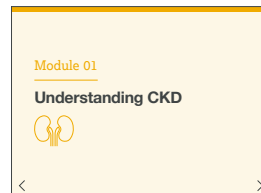
The eLearning modules provide foundational knowledge about CKD for pharmacists and pharmacy team members to support at-risk patient identification and counselling.

2.1.1 Content

There are two modules:

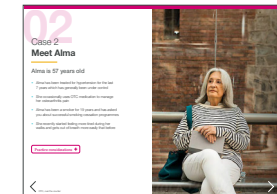
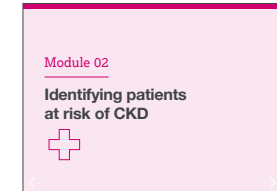
Module 1 | Understanding Chronic Kidney Disease

- What is CKD?
- The link between CKD and CV risk
- CKD is associated with serious complications
- Screening tests for CKD
- CKD progression and staging
- CKD risk: A practice framework
- How early should CKD be screened?
- Case 1: Meet Alfred
- Identifying patients at risk
- Other important risk factors for CKD
- Holistic approach to CKD management
- A T2D treatment algorithm
- Revisiting patient Alfred
- Goals of therapy
- Module 1: Key learnings
- Learning quiz



Module 2 | Identifying patients at risk of CKD

- Pharmacists' role in patient identification
- Case 2: Meet Alma
- Step 1: Using the CKD risk assessment tool
- Step 2: Start a conversation
- Step 3: Take action on CKD with patients
- Step 4: Holistic advice for your at-risk patient
- Preparing for effective patient counselling
- Revisiting patient Alma
- Assessing Alma's knowledge of CKD and awareness of her risks
- Summarising the visit for your patient
- Collaborating with primary care
- Considerations in advanced pharmacy practice
- Goals of therapy
- Module 2: Key learnings
- Learning quiz



2.1.2 How to use them

It is recommended that the eLearning modules are completed by all pharmacists and pharmacy team members before implementing the pharmacy toolkit. The modules are interactive pdfs designed for self-study. Although users may progress through the content at their own pace, it is estimated that both modules will take around 40 minutes to complete in total.

The modules have been created considering community pharmacy practice: case studies have been included to help with the understanding and relevance to daily practice, as well as tables and figures for quick access and easy reference. There are also learning quizzes at the end of each module to test understanding and application of knowledge. The modules have been created to support continuing professional education, and pharmacists can use them as evidence of their professional development.

It is recommended that all pharmacy staff complete both modules. However, for those with a competent understanding of CKD, the second module, "Identification of patients at risk of CKD" contains more practical guidance and can be prioritised.

02

Toolkit elements

2.2 | Disease awareness posters

The toolkit also includes disease awareness posters aimed at anyone who visits the pharmacy, to prompt them to initiate a conversation with a pharmacist or pharmacy team member about their CKD risk.



2.2.1 Content

The posters include key, high-level information about what CKD is, how it can be symptomless and that simple tests exist to screen for it. The call to action encourages those who feel they may be at risk, or who would just like to know more, to speak to their pharmacist or a member of the pharmacy team without delay. In addition, patients are encouraged to take the one-minute ISN “Are your kidneys healthy?” self-assessment quiz.

There are **four** versions of the poster. One is aimed at raising awareness of CKD to the general public and mentions diabetes, hypertension and cardiovascular disease as major risk factors of CKD. The other **three** versions focus on each of these risk factors more specifically. In order to prompt more urgent action in specific patient groups, one is aimed at people with diabetes, another targets people with hypertension, and the final one has a focus on CVD and heart failure.

2.2.2 How to use it

Place the posters at eye level around the pharmacy where the public can see them. Placing them near the areas of the pharmacy where patients will already be interacting with pharmacy staff will provide greater impact, for example, positions include: above the counter where medicines are dispensed, in waiting areas and in consultation rooms.

Further information about diabetes, hypertension and cardiovascular disease as risk factors for CKD is given in eLearning module one “Understanding CKD”. Following initiation of a discussion of CKD with a patient, if a risk factor is identified, the CKD risk assessment tool can be used to guide counselling.

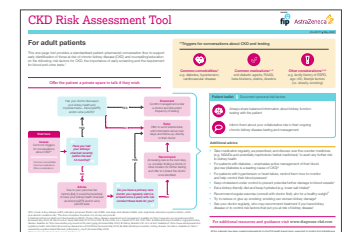
2.3 | CKD risk assessment tool

The CKD risk assessment tool has been developed to be used by pharmacists and pharmacy team members to support patient counselling about the risk of CKD, the condition itself and how patients can be screened for it. It is designed as a prompt and not to replace individualised patient care and appropriate recommendations from a healthcare professional.

2.3.1 Content

The counselling tool applies the principles explained in the second eLearning module “Identification of patients at risk of CKD”.

It is set out as a flow diagram of a standardised conversation with a patient, including question prompts and education reminders as well as an abridged list of risk factors which can be used as a criterion for CKD screening.



02

Toolkit elements

2.3.2 How to use it

Pharmacists and pharmacy team members should familiarise themselves with the conversation flow suggested by the tool. It does not need to be used during counselling with a patient, but can be referred to as needed.

The counselling tool starts with risk factor identification. There are many ways a risk factor can be identified through routine pharmacy services, such as through blood pressure monitoring or as medication is dispensed. Once the risk factor is confirmed as present, the counselling tool lists a set of questions to ask the patient to determine whether they have recently been tested, and if they understand their risk of developing CKD. Depending on their answers, different counselling is suggested. There are prompts to provide the patient information leaflet at appropriate instances in the conversation, as well as to discuss retesting. Specific tables and figures from the eLearning modules are highlighted for easy reference.

Refer back to the tool regularly as a reminder of the key steps of counselling and what the risk factors are (we suggest also printing the tables and figures from the eLearning modules for easy access).

2.4 | Patient information leaflet

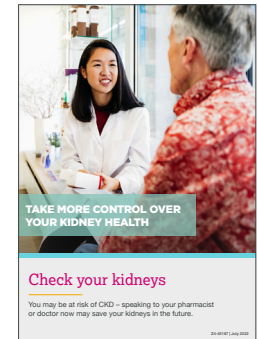
The patient information leaflet has been developed to be shared with patients at risk of CKD by a pharmacist or pharmacy team member. It is an A5, double-sided handout which can be used to summarise the interaction with the patient and to provide supplemental information.

2.4.1 Content

The leaflet summarises why the patient has been provided this leaflet: they have been identified as being at risk of CKD and would benefit from screening.

There is a space for pharmacists or pharmacy team members to fill out the patient's individualised risk factor(s). Applicable risk factors can be checked off from a list of major risk factors, and notes can be used to add additional risk factors or other details, e.g. a blood pressure reading.

It also provides more information about what CKD is and what is involved in testing through primary care. This serves as a prompt to encourage patients to get screened for CKD and to take the ISN "Are your kidneys healthy?" self-assessment quiz, accessed via a QR code.



2.4.2 How to use it

The patient information leaflet should be filled out by the pharmacist or pharmacy team member who is counselling a patient at risk of CKD. The member of staff should select the patient's risk factor(s) from the list and add any additional details in the notes section. This should then be signed and dated.

02

Toolkit elements

2.4.2 How to use it (cont.)

The patient information leaflet should be offered to all patients at risk of CKD. It can be used in a few different ways, for example, it can be shared during counselling as a visual aid of the conversation, or provided following the counselling as either a summary of the interaction or to provide additional information.

The counselling tool suggests appropriate instances to provide the patient information leaflet when counselling.

2.5 | Primary care referral letter

The referral letter is to be sent, by pharmacists or pharmacy team members (where appropriate) to the primary care physician of the patients at risk of CKD. It provides a summary of why the patient has been identified as at risk of CKD and why they may benefit from kidney function testing for early detection.

2.5.1 Content

The referral letter is addressed to the patient's primary care physician and can be personalised with the patient's details and the specific risk factors identified. It explains why the pharmacist or pharmacy team member is reaching out and how to support the patient.

The letter provides a brief outline assessment of the CKD risk factors and the patient's medication summary in relation to CKD risk.

2.5.2 How to use it

The referral letter is available as a customisable pdf document that can be personalised for each patient and sent to the primary care physician via email, or printed, signed and sent (e.g. by post or via fax).

Page 1 of the letter provides a summary of important points for the primary care professional, and page 2 has a summary of the results of the standardised assessment conducted to determine the risk of CKD, with a checklist for risk factors, medications and space for pharmacist comments. The tables can be filled in accordingly.

The CKD risk assessment tool suggests when it is appropriate to offer to send the referral letter when counselling the patients.

The screenshot shows a digital form titled "Referral Letter". At the top, there are input fields for "Patient Name", "Date of Birth", "GP Name", and "GP Address". Below these is a section for "Pharmacist Comments" with a text area. At the bottom, there is a "Signatures" section with lines for "Pharmacist Signature" and "Patient Signature". The form is presented in a clean, professional layout with a light blue header and a white body.

Obtain local nominated signatory approval before use

Supported by



These materials were commissioned and funded by AstraZeneca and created in collaboration with IPG Health Expert Team. FIP supports the work of IPG Health Expert team and will collaborate in the dissemination in our mission to advance pharmacy worldwide.