## The Indpendent Times

GPhA

Fall Edition

2024

### The Academy of Independent Pharmacy Newsletter



An Official Publication of GPhA's Academy of Independent Pharmacy:

The mission of AIP is to ensure the economic viability and security of independent pharmacy. AIP seeks to advance the concept of pharmacy care, designed to enhance patient quality of life and increase positive outcomes.

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#### **SCOTT MEEKS**

The other weekend, I did something that I haven't done in years. For some reason unknown to all mankind, I decided to bingewatch the entire six episodes of the Rocky Balboa Series. As I was watching, I realized that Independent Pharmacy closely resembles what Rocky had to endure through-out most of his career. He had a dream that no one could steal. He worked his butt off to achieve his goals. He got totally beat down in most rounds, but in the end, came out triumphant.

If you are like me, you probably feel like you have just gone 15 rounds with the likes of Apollo Creed, Clubber Lang, and the Russian all at the same time. I feel like we need to start screaming "Adrian, Adrian, Adrian" and crawl off somewhere to lick our wounds. There is one small scene, however, that most people never see that should give us the desire to fight. Rocky has taken the beating of his life and been knocked down several times. He stumbles to his corner and in all of the mayhem he looks back and says, "I AIN'T GOING DOWN NO MORE!!!". From that point on, no matter how hard he was hit or how many blows was thrown, HE DID NOT GO DOWN.

I know that many are feeling like the breath has been knocked out of you. You have taken as many blows as you can possibly stand, and there is no light at the end, but let me encourage you to help us stand and fight harder than we have ever done. We are very close to winning this battle and your help is needed more than ever. It not time to throw in the towel and quit. It is time to regroup and fight with the tenacity of a tiger-with-hemorrhoids.

Our cornerman is the Academy of Independent Pharmacy and the Georgia Pharmacy Association and they want to help us fight. We have momentum on our side. The legislators (Federal and State) are seeing the injustices that the PBMs have thrown at us. Nothing can be done without you. PLEASE, PLEASE, PLEASE contact your MSR, Jonathan Marquess, or the GPhA staff and ask them how you can help fight for our profession and business. Our motto going forward should be, "WE AIN'T GOING DOWN NO MORE" !!!!! FRIENDS, IT'S TIME TO TAKE THE **GLOVES OFF!!!!** 

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## AIP WISDOM SWAP COMING TO A CITY NEAR YOU!







If you would like to host an AIP Wisdom Swap, Contact Jonathan Marquess JMarquess@gpha.org!

## Nimble. Your New Revenue Stream.

Unlock volume and revenue through a seamless patient checkout experience



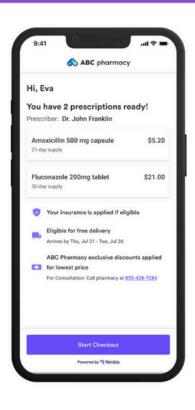
#### We Do What No One Else Does.

At our core, Nimble is Nimble. We've modeled our business to give you more options to make more money. This means we're able to offer our platform free of charge and even pay our pharmacy partners, like you, for introducing your customers to the Nimble experience.

#### Your Pharmacy — Open 24/7

For your patients, we have built an online checkout platform that makes it easy for them to order, pay, and sign for their prescription anytime, anywhere. So you'll see:

- More refill volume (+41% per patient)
- More prescriptions sold after hours (+17%)
- More OTC add-ons (+15% in Average Order Size)
- More revenue earned from Experience Payments



#### Supercharge Your Pharmacy

Experience Payments are just the cherry on top! We've also built out a platform that integrates with your current pharmacy system to make it simple to process refills and orders, print detailed receipts with patient signatures, and trigger messages to patients so they can view order history, track packages, complete payments, and more.

At Nimble it's our job to deliver a new kind of pharmacy experience. In the end, everything feels better with a partner on your side.





#### Nimble Delivers:







## AIP MEMBERS SUPPORT LOCAL LEGISLATORS



Independent pharmacies supporting local legislators helps ensure the voice of small businesses is heard in the political process, leading to policies that support their continued operation and growth.





Supporting local legislators allows independent pharmacies to influence the regulatory environment that affects their operations, ensuring fair competition and protecting patient access to essential medications.

## AIP MEMBERS SUPPORT LOCAL LEGISLATORS













**GPhA.org** 

## AIP MEMBERS SUPPORT LOCAL LEGISLATORS



GPhA Board Member and long-time AIP Member, Ira Katz, is no stranger to the importance of building relationships with local legislators and community members.





Thomas Sherrer, GPhA Board Member and AIP Member, presents his local official with a check from PharmPAC at Poole's Pharmacy in Marietta.





### **DISCOVER AIRSUPRA AT**

airsupraHCP.com





## AIP AT GPHA CONVENTION JUNE 2024













# Do your patients struggle with energy, focus, sleep, or muscle discomfort?



Introduce your patients to ONE59 by Botanical Sciences: physician-founded, pharmacist-trusted, over-the-counter hemp derived wellness products with the same quality as our medical cannabis line.



### Become a retail partner today!

To learn more or have questions, visit one59ga.com or email info@one59ga.com





## AIP PHARMACIST OF THE YEAR IVEY MCCURDY, PHARMD



### Lakeland Drug Company

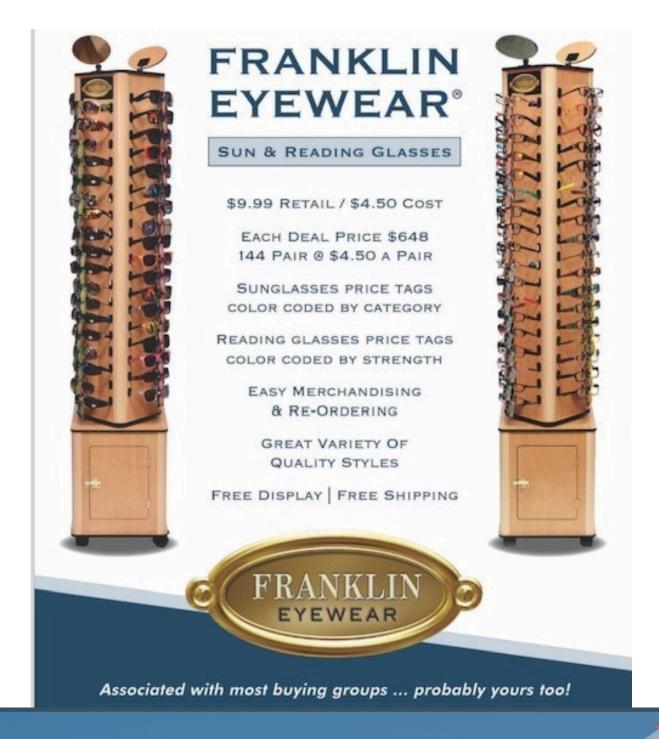
Ivey is the owner and pharmacist at Lakeland Drug Company. She goes above and beyond in her community to ensure that her patients and their health is the number one priority!

### AIP Pharmacist of the Year

Ivey exemplifies what it means to be chosen as "AIP Pharmacist of the Year". She is committed to the health of not only her patients, but the health of independent pharmacy as a profession.



Lakeland Drug Company's motto is "More Than Medicine" and this exemplifies Ivey's approach to independent pharmacy perfectly.



#### **DISPENSING FEE NEWS**

Peachstate is now paying the dispensing fee of \$11.50 for 9/11-9/20 if you reprocess the claims from these dates. Verify that you were paid the \$11.50 on 9/21 as well.

### **ELECTION DAY**

NOV. 5TH, 2024



### Make Your Vote Count

Election Day is just around the corner! Encourage your patients and staff to make time to vote. Help them locate polling places in your area and provide directions from your pharmacy.

#### **Incentivizing Voting**

You may even offer a special discount to customers who come in wearing their "I Voted!" sticker! This election involves several important offices, including President of the United States. Remind everyone that voting is a crucial way to have a say in how our country is governed!



"Get Into Politics or Get Out of Pharmacy!"
-Doug Hoey, CEO of NCPA
PAC Motto



#### Pharmacy Partnership Program



Elevate patient value and revenue seamlessly with Medicare, leveraging insights from fellow pharmacists.

#### **Medicare Decision Support:**

We'll help your patients figure out their Medicare in a way that also looks out for your pharmacy's bottom line.

We're here to help your pharmacy not just survive, but thrive. If you're interested in a partnership that respects your role as a healthcare provider and a business owner, give us a shout. Let's talk about how we can work together to meet your goals.

Jamey Motes cell: 912-690-0850 Brandon Clay cell: 404-955-6675

Office: 912-289-7112 info@united-senior.com

#### AUDIT ALERT AUDIT ALERT AUDIT ALERT

A HOT Audit Tip from AIP's Director of Clinical Services, Amanda

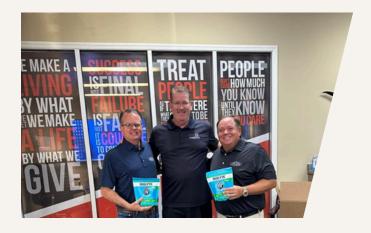
Gaddy:

Optum now requires maximum daily dosage to be on the prescription label in addition to the hardcopy!

#### GPHF & GPHA

### **AIP DISASTER RELIEF**





#### Help After the Hurricane

The Academy of Independent Pharmacy teamed up with the Georgia Pharmacy Foundation and Georgia Pharmacy Association to provide relief to those that were impacted by Hurricane Helene.



#### GPHF & GPHA

### **AIP DISASTER RELIEF**





#### Our Plan

AIP, GPhA, and GPhF partnered with McKesson to create supplies staging areas at pharmacies in areas with the greatest need. These areas included: Augusta, Douglas, Statesboro, and Valdosta.





### **You Deserve Better**

You work hard to provide great service to your community and it shows.

Work with a team that shares your values and a passion for local business.



#### **Profitable Customers**

Every item filled should be profitable to you. Our reimbursement includes a cost index from 3k independents plus a 15% margin and \$8 Dispensing Fee.

#### Education

Consumers need to know you're the best pharmacy experience in the market! We feature you and your suite of services, so the consumer knows you're the best choice.

#### **Transfers**

We provide marketing to attract consumers from chain pharmacies and drive them to your location. Backed by an efficient script transfer process that makes it easy to switch.



GET STARTED
FILLITLOCAL.COM



### AIP Spring Meeting 2025 on March 15-16th, 2025 in a City Near You!

Have an idea for a CE Program? Let us know!



#### THANK YOU TO THE PARTNERS OF AIP



























encapsulations







At Good Neighbor Pharmacy, we celebrate what makes your pharmacy one of a kind because we know that's inspired by the people you care for.

Everything you do is for your patients. And we're here to help you optimize your business so you can enhance and expand all the great things you do for your community.

Come see how our team of business coaches, advertising managers, merchandising specialists, and managed care experts can help you further tailor your pharmacy to better meet the unique needs of your patients.

Learn more at wearegnp.com/community.



### AIP WHOLESALER PARTNERS: THANK YOU!

### **MCKESSON**





If for some reason you have recently changed wholesalers, please contact your Member Service Representative to update your paperwork.



### Pharmacists, Meet Your Personal Financial Champion

Introducing our new customizable, affordable retirement plan designed especially for pharmacy owners.

Dedicated Account Manager | Education & Enrollment Support Investment Fiduciary Services | Bundled Cost Savings | TPA Support Independent Branding & Confidentiality | Financial Planning Focus

Learn more about how the Independent  $R_x(k)$  Plan can help your pharmacy thrive.





Securities offered through LPL Financial, Member FINRA/SIPC. Advisory Services offered through IFG Advisory, LLC, a registered investment advisor. Tarrant Financial and IFG Advisory, LLC, are separate entities from LPL Financial.

### AIP FALL MEETING 2024

#### **Legislative Action**



#### Ron Stephens, GA Representative

State Representative Ron Stephens (R-Savannah) represents the 164th District in the Georgia House of Representatives. Rep. Stephens is the Chairman of the House Economic Development & Tourism Committee. Rep. Stephens has been a member of the House for twenty-one years. Rep. Stephens is also a member of the Appropriations, Rules, and Ways and Means Committees.



### AIP FALL MEETING 2024



Leveraging Artificial Intelligence: Sam Smith



Becoming an Insurance Agent: Pete Nagel, Carson Ray, Sarah Swinson



Compounded GLP1s: Chris Parker, Bryan Green, Julie Wickman



Hidden in Plain Sight: Jay Phipps



Optimizing Workflow: Thomas Sherrer and Johnathan Hamrick



## Our **no-fee**, confidential service assists with strategic assessment and decision-making



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### New Ink & Toner Program for AIP Members! Important Reminder...



To take advantage of our new Ink and Toner Program that is now offering high quality toner cartridges, drums and imaging units for all of the major brands of printers, copier and fax machines... at significant discounted pricing through Provider Services of America (PSA) located here in Atlanta.

To enroll in this program, please do the following:

- Completely fill out the Request for Quote (RFQ) form that PSA is emailing to your offices and send the completed form back to PSA per the instructions provided.
- PSA will send a Formal Quote back to you reflecting the discounted pricing for your toner cartridges, drums and/or imaging units.
- They will also provide you with an Order Form you can use to submit your orders to them.

· Be sure to watch for the RFQ forms that will be emailed to your offices!

Contact Jim Skognes at (770) 390-9183 or Jskognes@bellsouth.net!

## Importance of Immunizations in Independent Pharmacy

Are you currently administering immunizations in your pharmacy?

Immunizations can be a great additional stream of revenue for your pharmacy and are a valuable service to the community that you serve.

Contact your MSR Today for GPhA's Immunization Protocol-Updated to include ALL ACIP Approved Immunizations!

### **THANK YOU**



Thank you to our AIP Members for your continued support of the Academy of Independent Pharmacy. Because of YOU, Independent Pharmacy is stronger!

#### **AIP Mission Statement**

To advance the concept of pharmacy care. To ensure the economic viability and security of Independent Pharmacy; To provide a forum for Independent Pharmacy to exchange information and develop strategies, goals and objectives; To address the unique business and professional issues of independent pharmacies; To develop and implement marketing opportunities for members of the Academy with emphasis on the third party prescription drug program/benefit market; To provide educational programs designed to enhance the managerial skills of Independent Pharmacy Owners and Managers; and, To establish and implement programs and services designed to assist Independent Pharmacy Owners and Managers.

Like and Follow GPhA on Facebook for the Latest AIP News!



