

THE INDEPENDENT TIMES

The Academy of Independent Pharmacy Newsletter



AIP NEWSLETTER: FALL EDITION

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.



Economic Insights: What's Ahead for the Market

The MDPNP creates a financial squeeze for independent pharmacies by setting lower drug prices but delaying full reimbursement. Pharmacies must cover the high up-front cost of drugs and wait for manufacturers' refunds, leading to cash flow problems and making it difficult to justify stocking these essential medications.



How to Prepare for the Implementation of the MDPNP

The Medicare Drug Price Negotiation Program (MDPNP) requires all Part D network pharmacies to enroll in the CMS Medicare Transaction Facilitator Data Module (MTF DM). This is mandatory to secure crucial Maximum Fair Price (MFP) refund payments from manufacturers starting in January 2026. Failure to enroll risks payment delays and Medicare Part D network exclusion. Enroll in the MTF DM immediately.

MEET YOUR TEAM



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DIVISION

AIP CHAIRMAN, SCOTT MEEKS

I am writing this two days after the assassination of Charlie Kirk. It reminds me of the song written by the Eagles after the attack on the World Trade Center entitled "There's a Hole in The World Tonight". Our country is forever changed by this ruthless act. The news outlets have been reporting non-stop. Social media is showing clips of his debates on the issues facing our country with a tenacity like I have never seen before. Whether you are a supporter of his views or not, we all have to admit that he challenged each and every one of us to try and be better and to listen to contrasting opinions before making judgmental decisions.

On one of his podcasts, I heard Charlie make a statement that really caught my attention and I can't seem to get it out of my mind. He stated that Division is a Weakness. Unity is a Strength. At first, I didn't agree because I have always thought that contrasting opinions make us stronger and therefore helps us to make better decisions. But as I listened, what he said really started to make sense. If We Are Divided, We Will Fall. He went on to say that he hoped Texas A&M would win a National Football Championship (not in total agreement with this part), but if all the players had different plays and were not in unity, this would never happen. To win they had to have one goal, one objective, and a carefully devised plan precisely carried out to the end.

As I was headed to my office, I began to realize this is what has happened to Independent Pharmacy.

We have allowed the "industry" to divide us and because we have lost our ability to be one voice, we have become weak. To save our profession we have to figure out ways to regain our unity if we are going to survive. We can no longer afford to be different voices, with different opinions if we are going to continue to be successful and survive. So how do we do this?

First, plug into our three greatest assets we have: GPhA, AIP, and NCPA. Don't just send them your dues and think that everything is going to miraculously correct itself. **PLUG IN AND BECOME A PART.** They cannot win this battle without you. Take time to go to the meetings, the retreats, the conventions, and the Wisdom Swaps. Connect with the leadership and ask them can you share your knowledge and help make them stronger. Each of us only see the unique problems we are facing, but when we come together in unity, we can then compile a plan that will be much stronger and save the profession that we all dearly love. We need to get off our pocketbooks and support the things like our PharmPAC where we can get with legislators and make a difference. I challenge every person reading this to contribute \$100/month for one year to see what a difference it will make. We need to invest financially and physically in everything we do to show this "industry" that we will not go down without a fight. Help us to become one voice and make a change.

THE ACADEMY
OF INDEPENDENT
PHARMACY

COMPOUNDING SECTION

Introducing the Revamped Academy of Independent Pharmacy Compounding Section: Your Premier Resource for Compounding Excellence!

The world of compounding is constantly evolving, and staying at the forefront requires dedicated resources. That's why we've completely revamped our Compounding Section to provide you with unparalleled support. By joining, you're not just getting access to a membership—you're getting a strategic partner for your business.

Expert Guidance

Get direct access to a dedicated compounding expert for your toughest questions.

Educational Advantage

Stay ahead with a curated series of educational webinars on the latest techniques and regulations

Exclusive Savings

Enjoy member-only discounts on essential compounding products and services.



**AIP COMPOUNDING
SECTION CHAIR**

Bryce Carter, PharmD, BCSCP
Owner of Southeastern
Compounding Consultants

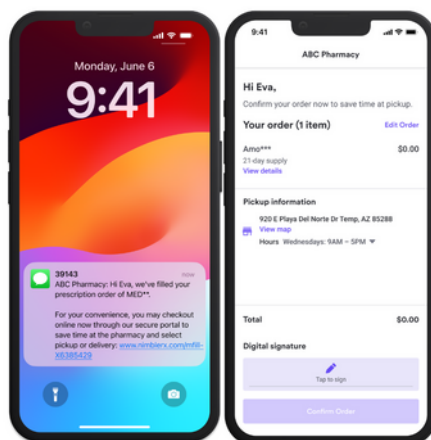
Nimble. Your New Revenue Stream.

Unlock volume and revenue through a seamless patient communication & checkout experience



Phase 1: Messaging

- Reduce phone calls
- No fees



Phase 2: Checkout

- Save time
- Increase revenue



Phase 3: Refills

- Improve adherence
- Increase utilization & adoption

Ask us about our
vaccine services
& complimentary
CPAs!

Year 1
\$14,175

Year 2
\$21,600

Nimble's Pharmacy Partners see an average increase of +\$21,000/ year from Experience Payments.

**with full platform utilization and adoption*

★ 4.9

Patient satisfaction — 4.9/5 across
19K+ reviews on the Apple App Store



Supports HIPAA Data
Security and Privacy
Requirements



Tools to audit-proof your pharmacy including
100% of patient signatures captured



LegitScript Certification



Integrations with your
Pharmacy Management System

AIP SPRING MEETING: COMING TO A CITY NEAR YOU MARCH 21-22ND, 2026!

THANK YOU TO OUR WHOLESALER PARTNERS

MCKESSON



Morris & Dickson®



**Have an idea for a C.E.
Program? Let us know!**



TOP TIPS TO LEVEL UP YOUR PHARMACY IN Q4



**Are you offering immunizations?
Ask your MSR for the latest version
of GPhA's Immunization Protocol!**



**Are you compounding? Ask your
MSR about AIP's NEW AND
IMPROVED Compounding section!**



**Are you participating in a Long-
Term Care Program? Ask you
MSR for our LTC Starter Kit today!**



**Are you staying engaged in your
independent pharmacy
community? Join us at the next AIP
Meeting or Wisdom Swap!**



 **pharmacists
mutual**
TOMORROW. IMAGINE THAT.

Expertise Matters.
Don't settle for less.



No one serves
your community
quite like you can

**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.



In-Store Experience



Managed Care



Marketing



Business Performance

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.

Visit www.wearegnp.com/community.

cencora

AIP FALL MEETING 2025 RECAP

St. Simons Island, Georgia | September 19-21st, 2025



Fall Meeting Overview

The recent Academy of Independent Pharmacy Fall Meeting powerfully demonstrated the unity of Georgia's owners, bringing nearly 120 members together to share insights and strengthen their collective voice.



AIP FALL MEETING 2025 RECAP

St. Simons Island, Georgia | September 19-21st, 2025

The Academy of Independent Pharmacy's Fall Meeting was a landmark event, bringing together nearly 120 independent pharmacy owners to confront our industry's most critical challenges. It was a weekend of powerful networking and future-focused education.

We shared strategies on common operational issues and hosted a packed educational agenda designed to build profitability:



- **New Clinical Revenue:** Attendees gained a valuable new service line by completing the Continuous Glucose Monitoring (CGM) Certificate Program, hosted in partnership with APhA and Abbott Diabetes Care.
- **National Advocacy Update:** We were honored to welcome Jeff Harrell, President of the National Community Pharmacists Association (NCPA), who provided essential insight into federal legislative battles and pharmacy advocacy efforts.
- **Navigating Policy Risk:** A critical Continuing Education (CE) session provided a deep dive into the complexities and financial risks of the Medicare Drug Price Negotiation Program (MDPNP).

If you missed this premier gathering, ensure you are at the next event. The future of independent pharmacy is being strategized here!



DON'T FORGET TO CLAIM YOUR C.E.

AIP Fall Meeting 2025 | St. Simons Island, Georgia



Scan the QR Code above to connect to Lecture Panda
to Claim your CPE Credits!

- Select your registration type then fill in your information, make sure it is current and correct. You will need your NABP / CPE Monitor number.
- Select the credits you would like to claim.
- Click the box "Continue" then "Claim Credits"
- THEN CLICK the large green box "SUBMIT" to have your CPE credit automatically upload to CPE Monitor.

Attendees Have 30 days to Claim CE Credit



APCM Pharmacy Program

Why Enroll Your Patients in APCM?

APCM provides patients 24/7 access to coordinated care while improving outcomes, boosting convenience, and allowing you to focus on clinical benefits instead of just dispensing medication.

Pharmacy Benefits

Revenue Stream Beyond Dispensing: Unlock the true value of the care your pharmacy already delivers, seamlessly extending your role in patient health.

No Time? No Problem: Our turnkey system exists to fit into your established workflow without additional staff.

Improved Patient Compliance: Remote monitoring + pharmacist = better patient outcomes and fewer hospitalizations.

Patient Loyalty: Incorporating remote care improves outcomes and helps patients stay with you instead of turning to another chain.

What's Next?



Attend virtual 30 minute live demo



Educate patients on APCM benefits



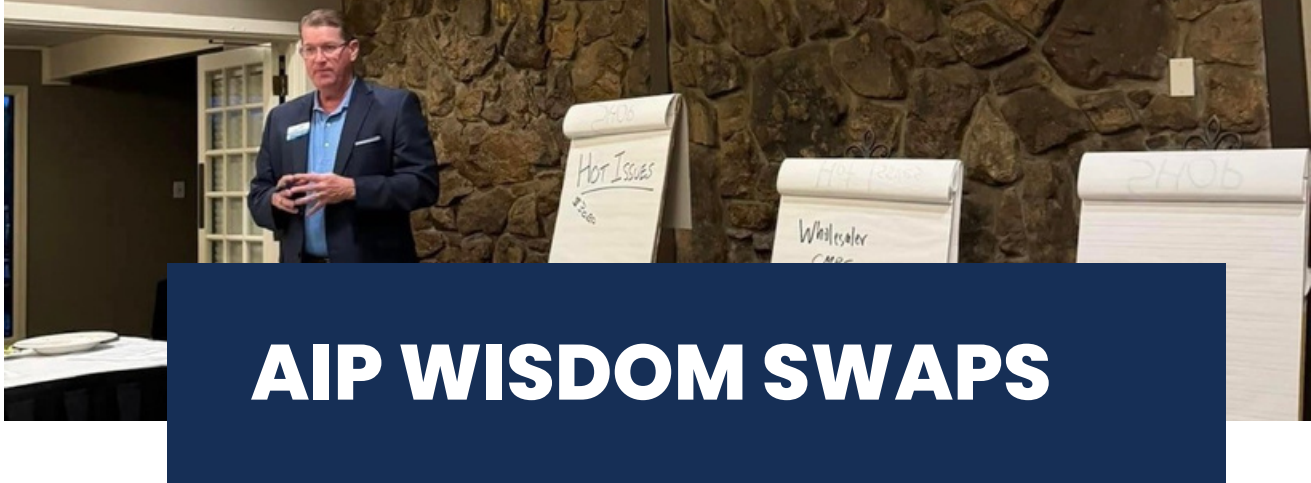
Review agreement



Our clinical team onboards your patients



RxRemoteCare and APCM empower you to uphold your calling as a healer, community leader, and clinician, while providing a lifeline for your pharmacy. Strengthen patient adherence without added burden and thrive in today's value-based care environment.



AIP WISDOM SWAPS

What is a Wisdom Swap?

Academy of Independent Pharmacy's "Wisdom Swaps" are your exclusive, peer-to-peer strategy sessions designed to secure the financial future of your Georgia independent pharmacy.

The rules have changed, and waiting for better reimbursement is no longer a viable plan. Our Swaps are high-impact, focused meetings where top Georgia owners openly share and carve a profitable path forward by:

Optimizing Reimbursement: Unlocking proven strategies to minimize Direct and Indirect Remuneration (DIR) fees and challenge underwater claims.

Generating Non-PBM Cash Flow: Strategizing and launching profitable non-dispensing revenue streams, from specialized clinical services to new retail models.

Join your colleagues, gain actionable insights, and leave with a clear plan to build a business that is both successful and sustainable. Secure your spot at the next Wisdom Swap and take back control of your pharmacy's future.



Douglas, Georgia



Griffin, Georgia



Interested in learning more about RxOwnership?

Check out our collection of helpful resources



SCAN HERE



WOMEN IN RX

Moving forward together changes the future for all

McKesson's Women in Rx program provides resources designed for women to excel in independent pharmacy. We are creating a community of women helping other women grow and exceed expectations.

Interested in growing your professional network? Use the QR code below to sign up for our mentorship program to foster the next generation of women leaders. The program is intended to build connections with fellow pharmacists, share best practices, and gain and provide insights.



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Pharmaceutical Services and Solutions
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Irving, TX 75039
healthsystems@mckesson.com
800.571.2889

RxOwnership®

No matter your path, **we're your partner**

Your pathway starts here



RxOwnership services include:

- Financial analysis to help your pharmacy remain sustainable and profitable
- Access to resources to understand pharmacy and business trends and technology

RxOwnership®

Save time and energy with the RxOwnership License Application Services Program

Starting or acquiring a pharmacy can be a complicated process. Each item on your checklist can seem like a daunting task — whether in complexity or just in the time you need to do it right.

The McKesson RxOwnership® team is now available to help streamline some of the more tedious steps of starting or acquiring a new pharmacy.

With the new RxOwnership License Application Services (LAS) Program, we take on the burden of completing the many license applications needed to get your business off the ground.

Choose how much help you'd like

The RxOwnership team is ready to support you in connection with any or all of the license applications listed here. You decide how much help you need.

The LAS Program can help streamline the process for these license applications:

- State Board of Pharmacy (BOP)
- Drug Enforcement Administration (DEA)
- State Controlled Dangerous Substances (CDS)
- National Council for Prescription Drug Programs (NCPDP)
- National Provider Identifier (NPI)

Email RxOwnership@McKesson.com to learn more about the LAS Program.

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MEET AIP'S NEWEST MEMBERS

Our Membership is Growing!

The Academy of Independent Pharmacy (AIP) is proud to announce a period of exceptional membership growth, reinforcing our position as the essential advocate for Georgia's community pharmacies. This successful expansion is a testament to the value of our shared mission: providing the education, political voice, and peer-to-peer networking needed to survive and thrive in today's complex healthcare environment. Every new member strengthens our ability to combat PBM abuses, advocate for better reimbursement, and secure a profitable future for independent pharmacy owners across the state. Join the movement—your success is our success!

Bethelview Pharmacy - Cumming, GA: Kevin Patel

Riverside Pharmacy - Gainesville, GA: Scottie Barton

Stan's Pharmacy Hazlehurst - Hazlehurst, GA: Shemane Ramay

Stan's Pharmacy Baxley - Baxley, GA: Brooke Smith

Golden Isles Pharmacy - Brunswick, GA: Matt Donato

Allcare Pharmacy - Lyons, GA: Pete Nagel and Ben Ross

Apollo Pharmacy 2 - Pooler, GA: Dhruvin Patel/ Kaushal Patel

Arrow Pharmacy - Carrollton, GA: Umer Patel

Holmes Pharmacy - Hamilton, GA: Perry Prather

Holmes Pharmacy - Lagrange, GA: Perry Prather

Gwinnett Drugs - Lawrenceville, GA: Naveed Tharwani

The Pharmacy Place - Peachtree City, GA: Hiren Patel

Citizens Pharmacy - Flowery Branch, GA: Samir Shah, Naveed Tharwani

Salveo Integrative Pharmacy - Lawrenceville, GA: Naveed Tharwani

Marketplace Pharmacy - Carnesville, GA: Samir Shah, Naveed Tharwani

McKinney's Apothecary - Decatur, GA: Naveed Tharwani, Samir Shah

Winn Way Pharmacy - Decatur, GA: Naveed Tharwani, Tina Patel

Palliative Pharmacy Solution - Tucker, GA: John Carr

Avondale Pharmacy - Avondale Estates, GA: Amir Sibai





PharmacyCare@Home™ – Where Your Pharmacy Meets Profitability

Where Independent Pharmacies Meet Care & Growth

Independent pharmacies have always been trusted cornerstones of community health. With PharmacyCare@Home™, that trusted role evolves into a powerful new future—one that places your pharmacy at the center of elderly care, community well-being, and sustainable growth.

Why PharmacyCare@Home™?

- **Total Care Hubs for Seniors** – Bring personalized, compassionate care directly to seniors in the comfort of their homes.
- **Better Health Outcomes** – Support aging-in-place, improve quality of life, and help families feel confident in the care their loved ones receive.
- **New Revenue Streams** – Unlock opportunities that strengthen your business, expand services, and ensure long-term sustainability.

By joining the PharmacyCare@Home™ movement, you can:

- ✓ **Transform** how elderly care is delivered in your community
- ✓ **Deepen** trust and loyalty with patients and families
- ✓ **Build** a profitable, future-ready model for independent pharmacies

This isn't just a program. It's a movement—shaping the future of elderly care while securing growth for the independent pharmacies that communities depend on.

Pharmacists, Meet Your Personal Financial Champion.

Helping you keep your pharmacy independent through personal planning.



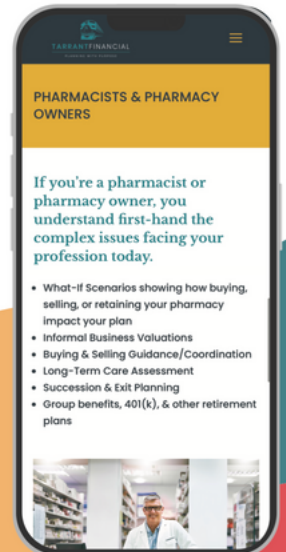
TARRANT
FINANCIAL ADVISORS

Tarrant Financial Advisors helps put your financial plan together with:

-  3-Year Vision and 90-Day Mileposts
-  Stress testing your financial plan
-  Retirement readiness & Social Security strategies
-  Investment management & risk assessment
-  Business & succession planning
-  Tax, estate & charitable planning



Want to learn more? Contact us at:
hello@tarrantfinancial.com | 770.353.6414



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

AUDIT ALERT AUDIT ALERT AUDIT ALERT AUDIT ALERT

PBM Audit Tip from AIP's Director of Clinical Services, Amanda Gaddy: Align Billed NDCs with Purchase Records

PBMs are increasingly requesting historical purchasing records to verify that billed NDCs match actual purchases. Protect your pharmacy by maintaining a process to ensure the NDC billed on each claim reflects the product purchased and dispensed. Consistent alignment helps prevent discrepancies that can lead to audit recoupments.

Medicare Transaction Facilitator (MTF) Overview for Dispensing Entities



NEGOTIATION PROGRAM
CENTERS FOR MEDICARE & MEDICAID SERVICES

The Medicare Drug Price Negotiation Program

This factsheet details key information for pharmacies and other dispensing entities that will engage with the new Medicare Transaction Facilitator (MTF) system, a core component of implementing the Medicare Drug Price Negotiation Program. Specifically, the MTF will be used to facilitate the effectuation of the negotiated maximum fair prices (MFPs) for drugs selected in this program. For more information about the Medicare Drug Price Negotiation Program broadly, including the Manufacturers of the drugs selected for negotiations, the timeline for the implementation, program guidance, Information Collection Requests, and other relevant program information, visit the Medicare Drug Price Negotiation Program CMS webpage here: <https://www.cms.gov/inflation-reduction-act-and-medicare/medicare-drug-price-negotiation>.

MTF: The Basics

To facilitate the effectuation of MFPs agreed upon by CMS and applicable drug Manufacturers for drugs selected for negotiation, CMS is establishing an MTF. The MTF will play a central role in implementing the Medicare Drug Price Negotiation Program by providing the operational infrastructure to facilitate MFP effectuation. MFP effectuation is the process by which Manufacturers¹ provide access to the MFPs to pharmacies, mail order services, and other dispensing entities (hereafter collectively referred to as “dispensing entities”); Manufacturers may provide dispensing entities with access to the MFP either prospectively (by making the selected drug available for purchase at the MFP) or retrospectively (by providing refunds to cover the difference between the MFP and acquisition costs). The MTF system will consist of two modules: the MTF Data Module (“MTF DM”) and the MTF Payment Module (“MTF PM”). The MTF DM will facilitate the exchange of data to help effectuate the MFPs in a timely and consistent manner. Meanwhile, the MTF PM will offer drug Manufacturers an optional service to assist in passing through retrospective MFP refunds to the appropriate dispensing entities.

The MTF DM will provide the Manufacturer with the information necessary to identify and provide MFP refund payments on claims for MFP-eligible individuals. An MFP-eligible individual is an individual who is dispensed a selected drug at a pharmacy, by a mail order service, or by another dispensing entity and is enrolled in a prescription drug plan under Medicare Part D or a Medicare Advantage Prescription Drug (“MA-PD”) plan under Medicare Part C (including an Employer Group Waiver Plan) if Part D coverage is provided under such plan for a selected drug. To support successful program operations, use of the MTF DM will be mandatory for Manufacturers participating in the program. In the Contract Year 2026 Medicare Advantage (MA) and Part D Final Rule, CMS finalized the proposal that Part D sponsors’ network participation agreements with contracting pharmacies, including any contracts with first tier, downstream, and related entities, must require such pharmacies to be enrolled in the Medicare Drug Price Negotiation Program’s Medicare Transaction Facilitator Data Module (“MTF DM”) and that such pharmacies certify the accuracy and completeness of their enrollment information in the MTF DM. CMS believes the inclusion of the requirement for Part D sponsors’ network pharmacies to be enrolled in the MTF DM that will be added to Part D sponsors’ network contracts with pharmacies will facilitate continued beneficiary access to selected drugs, promote access to negotiated maximum fair prices under the Negotiation Program for both beneficiaries and dispensing entities, and help ensure accurate Part D claims information and payment.

¹ For the purposes of this document, “Manufacturers” refers to pharmaceutical manufacturers that have been designated the Primary manufacturers by CMS for drugs selected by CMS for the Medicare Drug Price Negotiation Program, as defined in applicable guidance or regulations adopted in accordance with section 1193 of the Act.”



Your Central Fill Partners



Our Central Fill Pharmacy program is dedicated to serving independent pharmacies across Georgia. Operating under Georgia Board of Pharmacy regulations, we maintain the highest standards of safety and quality through our state-of-the-art Category 3 sterile compounding lab. In addition to central fill services, we partner with pharmacies to provide marketing support and compliance guidance—helping you grow your business while ensuring patients receive trusted, high-quality care. By streamlining operations and expanding your offerings, our program ultimately drives increased profits for your pharmacy.

Drug	Vial/Package Size	Wholesale Price	Suggested Retail
Semaglutide-Niacinamide -Cyanocobalamin 2.5-2-0.5 mg/mL (MDV)	1 mL	\$44	\$149
	2 mL	\$60	\$239
	3 mL	\$90	\$299
	4 mL	\$116	\$349
	5 mL	\$140	\$399
If a two month supply of 1 mL is ordered, the price is \$88			
Tirzepatide-Niacinamide -Cyanocobalamin 10-2-0.5 mg/mL (MDV)	1 mL	\$80	\$199
	2 mL	\$150	\$279
	3 mL	\$200	\$359
	4 mL	\$244	\$399
	5 mL	\$280	\$449
	6 mL	\$310	\$489
If a two month supply of 1 mL is ordered, the price is \$160			

Join our rapidly growing network of Georgia pharmacies today and experience the proven benefits for both your business and your patients. Our team is ready to support your growth with trusted central fill, compliance, and marketing solutions tailored to your needs. Contact us today for more information and take the first step toward getting started.

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Chris 770-617-6479
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Make Q4 Your Most Profitable By Maximizing Vaccine Opportunities

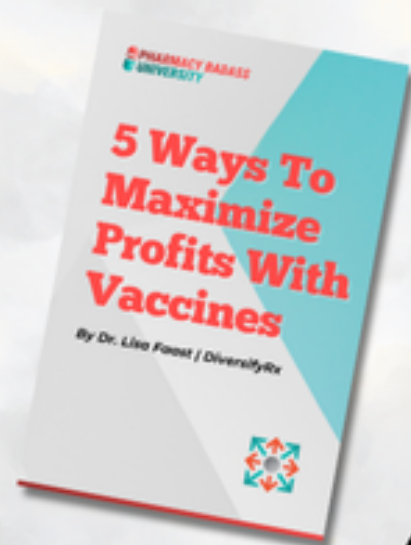
- Boost Profits
- Increase Cash Revenues
- Improve New Patient Conversions

Without Creating More Chaos!

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Free Ebook



Underpaid by Medicaid?

Georgia Medicaid Fee-for-Service Pricing Appeals

BIN: 001553 PCN: GAM

If you receive Georgia Medicaid Fee-for-Service (FFS) payment significantly below your cost, you may file a pricing appeal. Appeals must be submitted within 30 days of the claim fill date.

How to File an Appeal:

1. Visit: <https://gam.pharmacy.optum.com/gam/prelogin>
2. Click on 'Pricing Appeal Form'.
3. Complete the form in full.
4. Submit the form within 30 days of the claim's fill date by either:
 - Fax: 1-888-292-4814
 - Email: GAMProvider.PortalTeam@optum.com



www.GPhA.org

Thank you to our Members!



*Independent
Pharmacy and AIP
wouldn't be the
same without
YOU!*

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.”

