Academy of Independent Pharmacy
GEORGIA PHARMACY ASSOCIATION

The Independent News

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, and to advance the concept of pharmacy care designed to enhance patient quality of life and positive outcomes.

VOLUME 25, ISSUE 1/2 JANUARY/FEBRUARY 2021

Chairman's Message

Thank GOD spring is here. The trees and flowers are blooming; the days are getting longer; the pollen counts are rising; and yet many things remain the same.

Even though many of our patients have been vaccinated, the wearing of masks, social distancing and washing of hands continues. We must continue to stress the importance of remaining diligent and continue to follow the CDC guidelines.

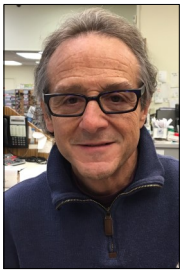
I want to commend all of you who have stepped up to provide the COVID-19 vaccines. It was the independent pharmacy that first began the foray into vaccinating the patients. Walmart, CVS, Walgreens, Kroger, Publix and others took a back seat when the vaccines were beginning to be distributed. All the while, not knowing exactly what the compensation was going to be, even though many have had to add additional staff to accommodate the many patients who needed the vaccine. I applaud all of those who stepped up to administer the vaccine.

On a lighter note, the GPhA convention is on. YEH!!!!. I am looking forward to again gathering with my friends and colleagues in June at the Omni Amelia Island Resort. Make sure you book your room reservation as soon as possible as the rooms designated for us are quickly being taken. Also, please fill out your convention registration as well.

The legislation is not quite over as I write this article. Crossover has come and gone, yet SB 46, which expands the role of pharmacists administering all ACIP recommended vaccines via protocol. I hope many of you have reached out to your legislators to make sure SB 46 is passed in the House and signed by Gov. Kemp.

I want to give a big shout out to our EVP, Bob Coleman, who has been a great asset to our organization. Membership in GPhA has grown 19% in the last 5 years, which is incredible. We can continue this trend if many of us, independent owners, help our staff pharmacists and technicians become members.

Lastly, I miss our getting together. It's been over a year and a half since AIP had it's fall meeting just prior to the COVID pandemic. So let's all of us get together in Amelia and learn a little, sleep a little, and party a lot…



As always, it is my honor to act as your AIP chairman.

Stay well and be safe.

Ira

****

Members Please Be Aware

When emailing AIP regarding pharmacy issues please include your name, pharmacy name, address, phone number and NPI#.

****

Amanda Gaddy,R.Ph., AIP Director of Clinical Services

Medicaid Reimbursement Helpful Hints

The following information applies to Medicaid fee-for-service reimbursement and appeals process.

NON-SPECIALTY DRUGS are paid based on the following:
a) National Average Drug Acquisition Cost (NADAC) plus the Professional Dispensing Fee (PDF), or
b) Georgia Maximum Allowable Cost (GMAC) plus the Professional Dispensing Fee (PDF), or
c) Federal Upper Limit (FUL) plus Professional Dispensing Fee (PDF), or
d) Provider submitted charges (including Usual and Customary Charges)

If the non-specialty drug has a **N**ational **A**verage **D**rug **A**cquisition **C**ost (NADAC) price on file, the claim will be reimbursed at NADAC plus the professional dispensing fee.

The professional dispensing fee is $10.63.

Example: Xarelto 10mg- NADAC unit cost = $ 15.0344 each Quantity #30
Total Amount Paid should be ($15.0344 * 30) + $10.63

IMPORTANT! There is a delay in loading updated pricing, so please check the NADAC website for weekly updates.

https://data.medicaid.gov/Drug-Pricing-and-Payment/NADAC-as-of-2021-01-20/pr9i-5b25

Click on www.medicaid.gov → Medicaid → Prescription Drugs → Pharmacy pricing: scroll to National Average Drug Acquisition Cost chart and choose a file. Export (top right corner)

The attached NADAC pricing file is 'As Of Date (Column L)' January 20. The file will not be loaded until late Friday on January 22. **You have the opportunity to reverse and rebill claims after the file is loaded if the price has increased.**

Example: Abilify Maintena ER 300 MG SYR NDC 59148004580 Qty 1

The price will be updated late Friday, January 22, from $1633.97 to $1714.3858.
The Effective Date is 1/15/2021. Claims adjudicated on or after 1/15/2021 should be reimbursed at $1714.3858 + $10.63 = $1725.02. If the claim is not reversed and rebilled after the new price file is loaded, total reimbursement is $1644.60 which is a decrease in profit of $80.42.

APPEAL Process for claims paid based on NADAC:
Click on the following link to complete a price review/appeal if the total amount paid is less than the acquisition cost:

https://www.medicaid.gov/medicaid/prescription-drugs/downloads/retail-price-survey/hdform.pdf

NADAC Help Desk:

Toll-free phone: (855) 457-5264

Electronic mail: info@mslcrps.com

Facsimile: (844) 860-02

Continued on Page 3

Medicaid Reimbursement Helpful Hints— Continued from Page 2

SPECIALTY DRUGS and GMAC Price Lists:
For a current list of Select Specialty Pharmacy Rates (SSPR) and GMAC rates, please refer online to www.mmis.georgia.gov → Pharmacy → Pricing List →

GMAC → GMAC List Q12021
https://www.mmis.georgia.gov/portal/Portals/0/StaticContent/Public/ALL/NEW GMAC LIST/GMAC Pub copy 20210101 20210104171634.pdf

SSPR → Select Specialty Pharmacy Rates (SSPR)
https://www.mmis.georgia.gov/portal/Portals/0/StaticContent/Public/ALL/NEW%20GMAC%20LIST/Select%20Specialty%20Pharmacy%20Rates%20(SSPR)%20Effective%2010.01.20%20101620%2020201103150316.pdf

APPEALS for claims paid at SSPR or GMAC:
All disputes to a current SSPR or MAC may be submitted by completing a ***Pricing Appeal Form*** and faxing it along with a copy of an invoice received within 30 days of the appeal date.

The form should be faxed to OptumRx at 1-888-292-4814.
Please note: The submission of a pricing appeal does not guarantee a change in pricing.

Pricing Appeal Form location: https://ga-providerportal.optum.com → click the link for MAC Pricing Appeal Form
Although this form is titled MAC, this is for GMAC and SSPR disputes

AIP Member in the NEWS

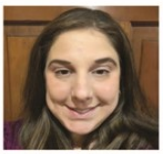
Featured in *Pharmacy Times*

THRIFTY MAC IS A 6000-SQUARE-FOOT STORE.

Thrifty Mac Pharmacy Delights Patients and Staff

Georgia Pharmacy Offers Cutting-Edge Technology Compliance Packaging, Sells Charcoal Grills, and Rents Out Table Linens for Weddings

BY KAREN BERGER, PHARMD



AUTHOR BIO

Karen Berger, PharmD, is a pharmacist at an independent pharmacy in northern New Jersey.

GEORGE B. LAUNIUS, RPH, AND HIS WIFE, NANCY LAUNIUS, are the proud owners of Thrifty Mac Pharmacy in Madison, Georgia.

Thrifty Mac opened in 1976 and was owned by friends of George, who worked at another local, independent pharmacy. Coming from a family of small-business owners, George, a 1975 graduate of the University of Georgia College of Pharmacy, knew he wanted to own a pharmacy and understood what it took to be successful. In 1978, he purchased Thrifty Mac.

Today, Thrifty Mac employs the newest technology, using Eyecon and Kirby Lester pharmacy automation systems. The pharmacy has more than 400 synchronization patients and provides compliance packaging.

Thrifty Mac also offers a few uncommon items and services. "We have 2 departments that I can honestly say almost no pharmacy in the world has," George said, explaining that Thrifty Mac sells Big Green Egg smoker grills and rents out table linens for parties and weddings.

Like most independents, superior service is of the utmost importance.

"We make sure we hire the friendliest staff possible. We greet every patient as soon as they walk in the store," George said.

Because of its renowned service, Thrifty Mac's employees are well known in the community.

"With our friendly staff and fast service, we rarely fall behind in our work," George said. "And we can fill a new prescription in less than 10 minutes." Thrifty Mac is also the only pharmacy in the town with a drive-through window.

With a rapidly growing volume, George knew he needed to increase efficiency.

"We looked at all the technology on the market, but after studying our workflow, we realized our [technicians] were spending too much time going to and from the shelves," he said. "We decided to try to find a way to put the most used medications within arms' reach of the dispensing counter."

That is when George got creative and constructed a comprehensive filling station.

"Our main dispensing station has the 300 fastest movers within arms' reach. We call this our $50 robot because it cost me only $50 to make," George said.

Continued on Page 8

Featured in *America's Pharmacist*

Continued on Page 4

Save The Date:

- **GPhA Convention**
  Thursday June 17 - Sunday June 20, 2021 Omni Amelia Island Plantation Resort, Amelia Island, FL

- **AIP Fall Meeting**
  October 24, 2021 Macon Marriott & Centreplex, Macon, GA

For consumers, mail order doesn't deliver

By B. Douglas Hoey, RPh, MBA, National Community Pharmacists Association CEO

Community pharmacy owners take pride in being connected to their communities and patients. But what do consumers say about how much they value their pharmacist when their pharmacist isn't around to hear? The National Community Pharmacists Association's recent consumer survey found the answers.

The NCPA Innovation Center commissioned a consumer survey of 1,390 adults that was conducted Feb. 26-27 by Public Policy Polling, a national polling company. Consumers were asked for feedback in three areas — where they prefer to get their COVID vaccination (if they are getting one), their attitudes toward mail order, and how many times they have benefited from the advice of a pharmacist for minor ailments.

Despite a pandemic that has driven millions of people into voluntary and involuntary quarantine-at-home mode, 85 percent of consumers want to go to their local pharmacy or, said a different way, nearly 90 percent of consumers *don't want to be forced into using a mail order pharmacy*.

I have to confess that mail order hits a nerve with me as the lowest common denominator in our profession. Prescriptions are the pharmacist's tool. We use medications to do our work. By themselves, however, they are as effective as a hammer without a skilled carpenter. Apparently consumers share some of the same feelings about mail order. The pandemic has caused a 133 percent increase in the number of shoppers who shopped heavily or exclusively online last year, but consumers still prefer to talk to a pharmacist. Despite a barrage of insurance companies trying to steer patients into mail order, consumers remain resolute: they want to talk with their pharmacist. In fact, more than one-third of the consumers who prefer their local pharmacy said it was because their pharmacist knows them better than a mail order company. Another one-third cited a similar reason: "My pharmacist can answer my questions and counsel me on how to use the drugs." Probably not surprisingly, 15 percent of consumers were worried about their prescriptions being exposed to the elements, stolen, or lost in the mail. Understandably, consumers *are* worried about the unreliability of getting their prescriptions anywhere but their local pharmacy.

We also wanted to hear what consumers had to say about tapping their pharmacist's expertise to help them with minor ailments like cold sores, insect stings, diaper rash, etc. —the type of services pharmacists offer all the time that, to the best of my knowledge, have never been provided by a mailbox. Just under half (45 percent) of consumers in the survey said they had consulted a pharmacist and most of those people did so because of the convenience of their local pharmacist.

As it turns out, when asked, consumers crave the connection with their local pharmacist — not some anonymous mail order warehouse. Legislators and media need to hear how consumers feel about their local pharmacist. NCPA is blasting out the message but feel free to echo it to your legislators and media. After all, if legislators and media are like most consumers — they crave connecting with you.

Featured in *America's Pharmacist*

AIP Member in the NEWS

Continued from Page 3

"We're willing to go above and beyond to keep our community safe and to provide comfort - which, sometimes, means delivery or just a few minutes extra on the phone for that person to have some contact with the outside world. In addition, I am very proud to be part of a profession that has stepped up during this pandemic to provide care and comfort to people. I feel that we make a difference in this world."

Amy Miller, Lula, Ga.

GPhA Convention

June 17-20, 2021

Omni Amelia Island, FL

AIP Wholesaler Appreciation Luncheon & Business Meeting

Date: Saturday, June 19, 2021

Time: 12:30 - 1:45 pm

The hotel requires we provide them with numbers in advance, so please complete the information below and FAX to (404) 237-8435

As Soon As Possible

[ ] I Will Attend the Luncheon ***AND*** Business Meeting.
[ ] Staff/Guest Will Attend the Luncheon with Me.

(PLEASE PRINT)

Member's Name: _____

Pharmacy Name: _____

Address: _____

_____

Phone Number: (____) _____ FAX Number: (____) _____

E-Mail Address: _____

Staff/Guest name: _____

Any questions, please contact "V" Verouschka Betancourt-Whigham at vbwhigham@gpha.org

NEW AIP PARTNERS

KLĒNSKIN®

Colabs Intl. Corp. is excited to introduce our line of KLĒNSKIN® Products to the Academy of Independent Pharmacy. At CoLabs' we are passionate about developing innovative technology that creates a wonderful product experience and positive advancement in global health. KLĒNSKIN is a revolutionary line of skin care products your and you customers will love to wear daily.

We have developed products to fit into your daily routine. From our convenient, user-friendly Wash On Sunscreens, to our cosmetically elegant SPF lotions, & pocket size, hassle free SPF 30 Stick and SPF 50 Lip Balm. After all sunscreen isn't a habit it's a lifestyle, a daily choice to protect the skin.

KLĒNSKIN [pronounced "clean skin"] Wash On Sunscreens are the first and only Shampoo, Face, and Body Wash Products with Broad Spectrum SPF 30 and Water Resistant for 80 minutes. These unique formulations are infused with antioxidants and conditioners. This enhances their protective qualities and leaves the skin soft and smooth with no greasy residue.

Available in three formulations: KLĒNSKIN Fragrance Free product that is ideal for the medical setting and sensitive skin clients. This gentle milky cleanser leaves the skin, scalp, and hair soft and smooth but more importantly protected. KLĒNSKIN SPA is our pampering product. This creamy cleanser has a light spa fragrance that awakens the senses while hydrating and protecting the skin. KLĒNSKIN Kids is specifically designed for kids. This product is both paraben and sulfate free for their delicate skin. It is enhanced with a swee berry fragrance and utilizes gentle surfactants. Kids are now able to apply their sunscreen in one step. If the child showers or bathes at night just leave the bottle by the sink and have them wash their exposed areas in the morning.

Finally, sunscreen can be applied from the top of the head to the tip of the toes without any additional steps. The morning shower is the ideal vehicle to deliver daily sun protection for the whole family. Just Shower On, Rinse Off, Pat Dry and you are ready to go. The perfect base everyday base layer and easy protection for customers that maybe immune suppressed from various medications/treatment or disease.

For reapplication throughout the day we offer traditional SPF products in convenient packaging.

KLĒNSKIN Broad Spectrum SPF 50 Lotion offers high protection in a light weight formulation. Enhanced with antioxidants, this powerful protective lotion is gentle enough for the whole family. This cosmetically elegant formulation is hypoallergenic and non-comedogenic so it is ideal application for the face and body of all skin types.

KLĒNSKIN SPF 30 Face and Body Stick offers on-the-go Broad Spectrum protection and is Water Resistant up to 80 minutes. Made with patented QuantaSphere Encapsulated Sunscreens, Shea and Cocoa butter, this antioxidant-rich formulation defends against the harmful UVA/UVB rays and damaging free radicals. This convenient application is clear, light weight, and gentle that goes on smooth and won't clog pores.

KLĒNSKIN Broad Spectrum SPF 50 Lip Balm delivers moisture and UV protection to your lips. A year-round must have for on-the-go lip care whether on the beach or hitting the slopes. Made with shea and cocoa butter, this antioxidant-rich formulation defends against the harmful UVA/UVB rays and damaging free radicals. The lip-loving smooth application glides on leaving your lips protected and refreshed. Your lips will Thank You! KLĒNSKIN Spearmint gives your lips a wake up call. Expect a little tingle when applied!

To compliment our line of sunscreens we now offer a gentle yet effective Hand Sanitizing Mist and DEET FREE Insect Repellent Stick.

The Insect Repellent Stick is powered by plants and essential oils to repel mosquitoes and ticks. KLĒNSKIN has you covered as you head outdoors.

These breakthrough products are based on our patented technology QuantaSphere (QS) that encapsulates all of the active ingredients. The encapsulates are given a cationic charge which causes them to have a natural affinity to our negatively charged skin, thus creating an electrostatic bond. This in turn means less penetration and essentially creates a barrier between the skin and the sun's harmful UV radiation. In addition to making the sunscreen more effective, the technology also locks in natural moisture and hydrates with our encapsulated oils that open and deliver conditioners.

All products are designed by a Board Certified Dermatologist and are Paraben Free, Hypoallergenic, Safety Tested, Cruelty Free and Made In The USA.

Z87 HORISUN®

Horisun Fulfillment, LLC

We are pleased to announce our partnership as an approved vendor with the Georgia Pharmacy Association. An established Georgia company manufacturing high quality safety eyewear, polarized eyewear, and safety readers. You may have seen our logo in your town at Ace Hardware or True Value.

We know our 24 piece polarized line of sunglasses will work well in your pharmacy.

Order today admin@horisunbrands.com!

POLARIZED SUNGLASSES

Stylish ◆ Polarized

A Georgia company with 15 years manufacturing high quality safety sunglasses, polarized sunglasses, and safety reader sunglasses.

SUN

24 Unit Display

High Quality ◆ Performance Guaranteed

CONTACT: ROGER WALLACE

Email Orders to
admin@horisunbrands.com
Phone 478-864-3005
Web z87horisun.com
FB @z87horisun.com

Polarized UV400 | Scratch Resistant | Anti Fog

AIP Partner - Frontline Nutrition

As an AIP member, you will receive discounted wholesale pricing for this AIP pharmacist formulated immune supplement. Frontline Nutrition and their flagship product ID-6 was created by three of our very own in response to the Covid-19. In the spring of 2020 after the Covid-19 Pandemic had begun to make its presence known, Pharmacy owners Ben Ross, Bryce Allfrey, and Pete Nagel recognized the need for a quality, high end immune supplement for their patients that provided everything needed for a robust immune system. This is how ID-6 and kID -6 was created. ID-6 was carefully formulated with the top 6 supplements without any fillers and unnecessary ingredients, all while reducing the pill burden for patients. Each one the six ingredients are sourced in the United States and optimized for maximum absorption.

Not only is ID-6 a product that your patients both want and need, it also provides a very profitable margin. The need for immune support doesn't begin and end with covid, but also with cold, flu, and other year round respiratory viruses. Covid-19 has just provided an opportunity to provide a quality supplement year round to patients and also increase your bottom line. Currently Covid Vaccine Clinics and Covid testing provide an incredible opportunity to upsell and gain customers with a high quality immune booster. You can turn a $16 reimbursement into a $29 profit for your pharmacy. Ben Ross held a Covid vaccine clinic on January 23 for 300 vaccines, he and his staff sold103 bottles of ID-6 to those participants and gained an extra $1000 in profit in just one day. Recommending Vitamin D, C, zinc, or any other ingredient on an individual basis only invites your patients' to buy them the next time from Walmart or Amazon. ID-6 provides a higher quality exclusive product that turns in the residual income and profit for your business.

AIP is proud intoduce our newest partner Frontline Nutrition and their flagship product:

ID-6 and kID-6 Immuno Support Supplement

A pharmacist formulated immune support supplement, containing 6 of the most nutrients, optimized to build and maintain a vibrant immune system.

Why ID-6?

Prescribers are already writing and recommending:

*You can offer total immune support in 1 bottle.
* Reduced pill burden for your patients.
* Increased patient savings.
* Not all vitamins are created equal:
- Optimized ingredients for maximum absorption
- Made and sourced in the U.S.A. in GMP facility

Increased revenue and upsell opportunities:

*Covid-19 and Flu Vaccine Clinics
*Covid-19 Testing
*Immune support is needed all year round:
- Immuno Coompromised Patients
- Covid-19 and its new variants.
- Cold, Flu and year round respiratory viruses.

The difference in our 6:

Vitamin D3

Vitamin D is known to enhance the function of immune cells that protect your body against germs including virus' and bacteria, helping to reduce your likelihood of developing the flu, according to 2010 research published in the American Journal of Clinical Nutrition.

Zinc

Zinc is an essential trace element that plays an important role in many physiological functions. One of the key functions of zinc is its influence on the immune system. Zinc is required for the development and functioning of immune cells in the innate and the adaptive immune system.

Vitamin C

A potent antioxidant, Vitamin C contributes to immune defense by supporting cellular functions of both the innate and adaptive immune system. In the general population, use of prophylactic vitamin C modestly reduced cold duration by 8% in adults and 14% in children.

Vitamin B9/B12

Inadequate levels of folate and B12 can drastically alter immune response. We use 5-MTHF so no conversion process is needed. 25% of the population do not properly convert folic into 5-MTHF, giving patients the active form so it can start working immediately. Also in its active form,Methylcobalamin begins working immediately. It is a naturally occurring supplement that does not cause an increased risk of cyanide toxicity

Elderberry

Elderberry extract demonstrates potent antibacterial and antiviral potential against bacterial pathogens responsible for upper respiratory tract infections and strains of the influenza virus. Reasonable evidence supports its use to reduce the length and severity of flu symptoms. Also, it may support heart health, improve antioxidant status and have a variety of anti-cancer, anti-diabetes and anti-inflammatory effects.

N-Acetyl-L-Cysteine

NAC can relieve symptoms of respiratory conditions by acting as an antioxidant and expectorant, loosening mucus in your air passageways. As an antioxidant, NAC helps replenish glutathione levels in your lungs and reduces inflammation in your bronchial tubes and lung tissue.

*These Statements have not been evaluated by the FDA. This product is not intended to diagnose, treat, cure or prevent any disease.

ID-6 and kID-6 AIP Wholesale Pricing

By The Case - ~~$224~~ $199

As an AIP Member you receive:

10% off each case of ID-6 or kID-6.
1 Free Extra Bottle of ID-6, 13 Per Case
1 Free POP Display (Holds 12 Bottles)
Marketing and Social Media Suppport
Social Media Tagging and Promotion

Show Me The Money!

$169 Profit Per Case
MSRP-$28.99/Cost -$15.30($13 Profit)
$0 DIR FEES
Free Shipping

Placing an Order

Web: www.id-6.com/wholesale use the password- "Immune" for wholesale access.
Use code "AIP" at checkout.

If you change wholesalers please be sure to let us know. Please contact Verouschka Betancourt-Whigham "V" at vbwhigham@gpha.org or 404-419-8102. Thank You

AIP Members in the NEWS— Continued from Page 3

NANCY LAUNIUS AND GEORGE LAUNIUS, RPH

JENNIFER HAYES, CPHT

The shelf sits on the main counter and holds more than 200 fast movers. Drawers under the counter hold approximately 100 more drugs.

"Our techs can fill over 70% of our prescriptions without moving away from this counter," he said. Extra stock is located just behind the techs.

Were the changes well received? One could say that. According to George, the techs' reaction to this workspace design was, "What took you so long to think of this amazing idea?"

The staff also adjusted the workflow to make the final verification process more efficient. The Eyecon machine sits on the main counter, and the Kirby Lester is on the second counter.

THE EMPLOYEES DURING THE TRIP TO NEW YORK CITY (LEFT TO RIGHT): LAUREN LAUNIUS, MARKETING; LINDSAY LAUNIUS, CUSTOMER SERVICE; NANCY LAUNIUS, CO-OWNER AND BOOKKEEPER; CHERYL GAINES, CUSTOMER SERVICE; JENNY MADDOX, TECHNICIAN; HEATHER GARDNER, CUSTOMER SERVICE; JENNIFER HAYES, CPHT; GEORGE LAUNIUS, RPH, OWNER; DENISE BATCHELOR, CUSTOMER SERVICE; AND KELLI MCCARTY, PHARMD, PHARMACIST.

To reward their "amazing, hardworking staff" and build team morale, Nancy came up with a great idea: a yearly weekend trip to a surprise destination. The first year was to New York, New York, "which was a big hit, since most of our staff had never flown and no one had been to [New York City] before," George said.

While there, the group saw "The Lion King" on Broadway; visited ground zero for the September 11, 2001, attacks, the 9/11 Memorial & Museum, and the Statue of Liberty; and explored Times Square. Their second trip took them to Nashville, Tennessee, where they visited the Country Music Hall of Fame and Museum and the Grand Ole Opry.

"Needless to say, the joke around our small town is that everyone wants to work at our store now," George said.

The business also sponsors local charities and sports teams, and George participates in mission trips. During his most recent mission trip to Haiti, George and his group put a roof on a remote medical clinic that serves the area's villages.

George and Nancy have been married for 44 years and have 3 children and 4 grandchildren. In their spare time, they enjoy outdoor activities, family and friends, and worldwide travel. ◆

GPhA's Immunization Delivery Training for Pharmacy Technicians

Don't wait any longer - Sign up now while spaces are available!

GPhA is offering Immunization Delivery Training for Pharmacy Technicians, a 6.0 hour CE program consisting of both home-study and live training.

Under HHS authorization (PREP Act 10.20.20) trained pharmacy technicians can administer certain vaccines under the supervision and authorization of a pharmacist.

GPhA is offering the live training on Saturday, April 24, 2021 in Sandy Springs. Space is limited due to social distancing guidelines so don't wait.

GPhA's Immunization Delivery Training program for Pharmacy Technicians is recognized as an education provider for the Pharmacy Technician Certification Board's (PTCB) Immunization Administration Assessment-Based Certificate.

http://www.gpha.org/pharmacy-tech-immunization-delivery-training/

AIP Partner - Medosi

Medosi is pleased to be AIP's newest CBD partner. If you have not yet done so, please take a look at our unique portfolio of CBD products. Our company is differentiated by our medical and scientific approach to CBD. We cater solely to pharmacists and other healthcare professionals. **In the pharmacy channel, Medosi markets its products only to independent pharmacies.**

As an AIP member, you will receive wholesale pricing for our physician-formulated, hemp-derived CBD. We believe that high-quality, organically sourced, and affordable CBD products should be available to everyone. Our products are laboratory tested by FDA compliant, cGMP certified laboratories, and each has a Certificate of Analysis for customer viewing.

Our Medosi team and medical advisors are experienced in the CBD space, and deliver the highest, professional quality products at best-in-class pricing. Our professional and consumer education tools and resources are also top notch and free to you as an AIP member.

With no minimums, ordering is simple:

- **Click on any image block below, and you will be directed to Medosi's product page**
- **Hover over the image of any product. Select "QuickShop"**
- **Place the item into your shopping cart and add quantities**
- **Select checkout. You will see retail pricing until checkout. Wholesale pricing will automatically generate upon checkout.**
- **It's that easy!**

As part of the rollout of our partnership with AIP, we are featuring a **special introductory offer**. If you order the display unit below – which features a generous supply of eight different Medosi products, as well as product and dosing information for your customers – we will provide you three additional products **free of charge**. You will receive Medosi's 500mg relief roll-on, 750mg vegan gummies, and five vegan gummy sample packs, plus a poster and marketing materials – a $100 value – at no charge with your display unit order! **All you need to do is complete your display unit purchase before April 30.**

Note: If you are in the shopping cart but decide to add more items to your cart, use the top back arrow on your browser.

Don't select the "Return To Cart" blue link. < Return to cart This action will take you out of discount mode, and you will need to start over.

You may also visit our special landing page at medosi.com/aip to place a **no minimum order.**

KEEP INDEPENDENTS INDEPENDENT

Please don't forget, if you have a desire to sell your pharmacy or if you have an interest in buying a pharmacy, please contact Jeff Lurey at 404-419-8103. We have been quite successful during the past several years at keeping independents independent. We maintain a list of pharmacists who want to buy additional pharmacies and we also keep a list of young pharmacists who want to own a pharmacy. All information is kept strictly confidential.

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.