

OPENING YOUR OWN PHARMACY

MY PERSONAL ACCOUNT

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MOTIVATIONS

- Enjoyed close relationship with patients and ability to customize care for them
- Take an active role in the fast changing world of community pharmacy
- Seek an arena for greater expression of one's abilities and creativity
- Gain better control of long term career goals
- Seek greater long term financial security



“TAKING THE ROAD LESS TAKEN”

- Moving away from the stability of monthly a paycheck, vacation, sick days, overtime...
- Set expenses:
 - Mortgage
 - Car payments
 - Student loan repayments
- High cost of initial set-up
- Slow recovery of investment
- Risk of business failing
- Unforeseen changes in the healthcare system or third party payers



IF YOU EXHIBIT THESE S/SX:

- Aggressive behavior towards patients
- Dislike of standing more than 60 hrs/wk
- Anti-social behavior
- Impatience
- Low stress tolerance
- Poor multi-task skills



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**THEN INDEPENDENT PHARMACY
OWNERSHIP IS NOT FOR YOU!!!**



BEFORE YOU TAKE THE PLUNGE

- Do research and arm self with knowledge about independent ownership
- Understand personal finances
 - Work on a personal financial statement
- Prepare mentally for the hard work of starting up and building a business
- Prepare financially for set-up and maintaining a business
- Be realistic with projections on growth!



PHILOSOPHY

- **Must have customer service skills**
 - If you don't LIKE IT, DON'T DO IT!
 - You will hate life before it brings in the \$\$\$\$
- **Understanding**
- **Planning**
- **Committing**
- **Business Plan**

JUST DO IT!!!!!!



FINDING A SITE

- **LOCATION LOCATION LOCATION!!!!**
- **Do a location analysis**
 - Population size
 - Ethnic breakdown
 - Social/economic
 - Age
- **Pharmacies/Competition**
- **Prescribing physicians in nearby area**
 - In a medical building, supermarket, shopping center, stand alone



INITIAL CHALLENGES

- Saving enough funds for initial start-up
 - Est. \$120,000
- Total Project Cost est. \$400,000 to \$500,000
- Finding a location with a need
- Building a business plan
- Borrowing funds to allow for cash flow to maintain and grow the business before you start your project



EL MONTE PHARMACY

- Located in El Monte, CA
- Located in local shopping center with a supermarket
- Size: 1865 ft²
- Ethnic Breakdown of Patient Base:
 - Asian 45%
 - Hispanic 50%
 - Middle/lower socio-economic status
- Officially opened on 2/11/2006
- Relocated on 2/11/2011



EL MONTE PHARMACY



AUTOMATION & TECHNOLOGY



SPECIALTY

- Tailoring to Hispanic and Asian population
 - Prescriptions translated in different languages
 - Staff proficiency in various languages
 - Signage in different languages
 - Specialty items for specific patient populations
- Delivery
 - Home and Clinic
- Clinically services:
 - Diabetes Education
 - Immunization
 - Emergency Contraception
 - Compounding
 - Hormonal Contraceptives



SPECIALTY

- HIV patients
- Rheumatoid Arthritis Patients
- Specialty Creams
- Hemophilia

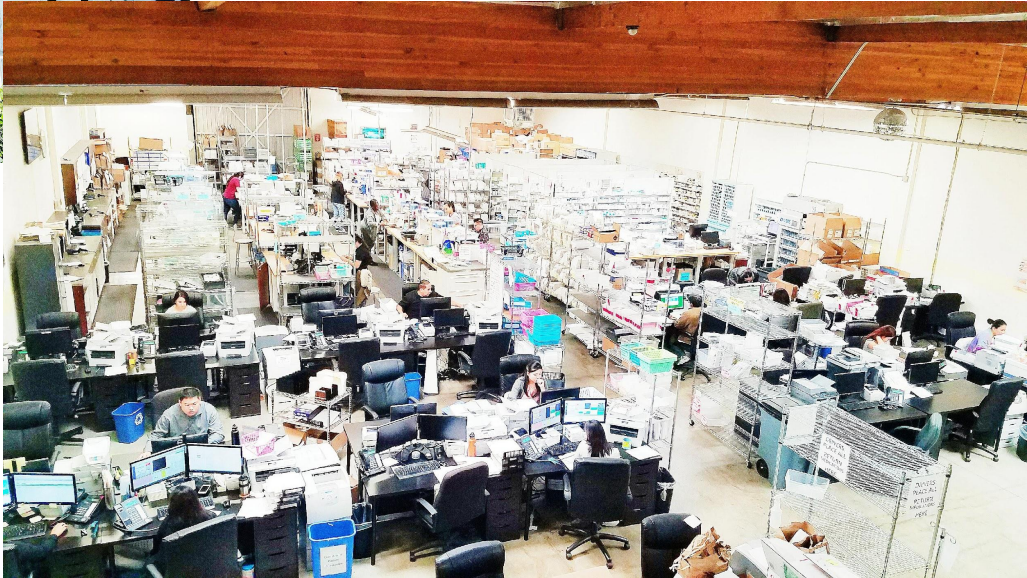


EXPANSION

- Opened 3 more retail
- Opened 2 Long Term Care Pharmacies
- Merged 2 Long Term Care Pharmacies into one large facility in 2010 in Monrovia, CA
 - Servicing 6500 patient beds
 - Los Angeles, Ventura, Riverside, San Bernadino, Orange, and San Deigo Counties
 - Full Sterile Compounding
 - Open 24 hour/365 days
 - Over 150 employed staff



PARTNER HEALTHCARE



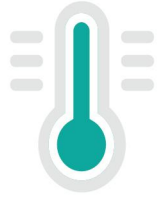
PARTNER HEALTHCARE – STERILE COMPOUNDING



986 DEGREES CORPORATION

- Pharmacy Franchise
- Assist interested pharmacists from opening their own pharmacy, as well as expand my pharmacy operations
- Turn key company that sets up retail/specialty pharmacies from start to finish
 - All pharmacy applications – Board of Pharmacy, Medi-Cal, Medicare, etc.
 - Full Pharmacy Business Plan preparation
 - Pharmacy build out
 - Marketing
 - Financial coaching
 - Business Coaching, Hiring, and Staff Training





986 PHARMACY

- Opened 7 986 pharmacies in CA
 - 6 Retail
 - 1 Specialty with non-sterile compounding
- Opened 1st 986 Pharmacy in Nevada, Las Vegas
 - Specialty Pharmacy



CHALLENGES AFTER OPENING

- DO NOT HESITATE OR PANIC!
 - If you did your research, HAVE FAITH AND CONFIDENCE THAT YOUR BUSINESS WILL GROW!
- Taking on a new market and trying to capture market share from existing businesses
- Developing relationships with physicians and patients
- Adjusting to changing needs of patient base
 - Ex. Develop Diabetic Shoes for Medicare Patients
- Hiring quality staff and training
- Controlling inventory growth vs. inventory availability
- Increasing cash flow to accommodate business/inventory growth
- Implementing technology to increase efficiency and accuracy
- SPACE!!!



WHAT LIES AHEAD...

- Increase current pharmacy business
 - Expand different lines of pharmacy business
 - Expansion into new territories for Long Term Care
- Automation
 - Continue utilize automation as a tool for growth and efficiency
- Additional pharmacies for the 986 Degrees Corporation
 - Expansion across other state lines
- Continue to develop clinical programs at the pharmacy
- Adapting to the changing needs of the patient population



QUESTIONS??

**GOOD LUCK AND
KEEP THE FAITH!!!!**

Feel free to contact me at ken.thai@986pharmacy.com

