

COMMUNITY PHARMACY FOR THE FUTURE

**Windsor Gardens Pharmacy**

It's the young entrepreneur serving the young-at-heart at Windsor Gardens Pharmacy in Aurora.

Owner Nancy Gallegos will mark the two years as owner of Windsor Gardens in July. The entrepreneurial pharmacist sees her business as integral to her neighborhood, which includes Windsor Gardens, home for many senior citizens. The pharmacy has served the community for 40 years.

"It's like lots of grandmothers (and grandfathers), says Nancy, who purchased Windsor Gardens just as the mall on which the store is located was undergoing major renovations. "Everyone is so grateful that we are here."

Helping out the seniors in her neighborhood means Windsor Gardens provides door-to-door delivery services for many patients-and not just for medicines. Nancy's team is just as likely to deliver a birthday card for a special grandchild as they are to deliver the medications ordered.

Growing up in Texas as the fifth sibling in a family of six children (two boys and four girls) Nancy has no pharmacists in the family. However, her mother was director of nursing at a local nursing home and Nancy grew up comfortable with senior citizens.

"I love being able to be part of a community and to help the elderly," she said. "Sometimes families forget about them and we're here to cater to their needs. We specialize in meeting the needs of our customers who are housebound and helping them manage and remember their medications. But we also pay attention to what else they might need."

Nancy earned her undergraduate degree from the University of North Texas and her pharmacy degree in 2000 from the University of Colorado Health Sciences Center. An avid runner, the outdoor activities included a passion for skiing, attracted Nancy to Colorado. "I love the outdoors and like running trails and ski every winter," she said.

While studying for her pharmacy degree, Nancy always hoped to be her own boss. She's happy to see the management classes now offered to the students by RxPlus. Similar classes were not offered during her training years and she finds herself picking up many of the skills required of an entrepreneur by doing it day-to-day.



Nancy appreciates the willingness of RxPlus members to share information and cites Dennis Mantas' ongoing mentoring efforts and willingness to help her with business issues as key. "He will be greatly missed."

Nancy does her part to encourage others to become community pharmacists and offered her customers a Brown Bag Wellness Clinic event complete with refreshments recently and involved several pharmacy students. More than 150 Windsor Gardens residents took the opportunity to bring their medications to the pharmacy's wellness clinic. Students working with Nancy honed their skills and practiced interacting with patients by addressing medication side-effects, the importance of taking medicines as directed and addressing other questions the patients had.

"It was really successful," Nancy says of the pilot program. "I think there are lots of benefits, including increasing compliance. If patients understand more about their medications and how important it is not to skip doses, they do better. We take the extra step and remind them when their refills are due."

Nancy believes the pilot program shows similar programs would be successful at other locations and encouraged other RxPlus pharmacists to consider offering them and involving students.

Although Nancy's family members do not live nearby, she rarely feels the lack of family. In fact, all the senior citizens who are her patients fill in for the family members in Texas. "I really love the interaction with them," she adds.

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**RxPlus Mission**

**RxPlus Pharmacies, Inc. exists for the economic, professional, and political benefit of community pharmacy and the health and well being of the community**

**If you find any errors or omissions, or if you have any comments regarding the Website, you can fill out the email form following the "Contact Info" button of the homepage!**



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## President's Message

We have worked this year to not only grow our membership by adding new stores, but also to add new ideas and success to help our existing stores prosper. Over the past year I have had the pleasure to meet some wonderful RxPlus Members who have never been to our Annual Meeting. I would like to encourage all members to attend this annual event. As Grant mentioned, there are great CE's, wonderful food, golf, Casino Night, and most importantly the chance to network with your peers. This event capitalizes on the effort to share ideas and strengthen each member's knowledge and business skill. I have yet to attend a meeting where I didn't learn something from a store owner that helped improve my business. The relaxed environment allows for a great deal of social interaction where you can visit with peers as well as vendors. I know the challenge is to find relief (and pay for relief) when attending these events, but I can assure you that the benefit will pay dividends to the success of your store. It's hard to quantify in terms of dollars my benefit for attending the meeting last year, but I can tell you the net profit for adding one new vendor from the show was over \$5000 in 2008.

**I hope to see you at the RxPlus Annual Meeting where we can all benefit by strengthening our network!**

## Executive Director's Message

You should have already received the Annual Meeting information. The meeting will be held at the Westin Hotel in Westminster, CO on August 21st-23rd. We have made a few changes this year and the biggest is our golf tournament. Due to policy changes McKesson will no longer be able to co-sponsor the tournament with us. They are still helping us and we think this year's tournament will be even better than the past. The tournament will be at the Coal Creek Golf Course in Louisville, CO just a few miles west of the Westin Hotel on Friday August 21st. It is a great course and they have an area that is separate from the club house for our lunch and awards. We have a limit of 144 golfers so please send in your RSVP as soon as possible. As usual we will have great prizes and have planned some special contests throughout the day. What a great way to start your annual meeting "having fun with your peers". That evening starting at 5PM we will open our exhibit hall with a wine and cheese cocktail reception. Dinner will be at 7PM followed by our traditional Casino Night. How's that for a full day! The rest of the weekend is just as full of work and networking opportunities.

We have planned nine hours of continuing education that will encompass everything from business practices to diabetes. We will also have another immunization clinic that will be held over two days and will provide 20 continuing education hours for those that were not able to get into the class last year. We do have a limit on the number of attendees for this class, so if you are interested in this profitable niche business please let Kathy know as soon as possible. Watch for your Annual Meeting brochure and RSVP to come in the mail in the next month for more details on the meeting. We hope you can join us this year.

I hope you are enjoying the weekly Profit Minutes! Thanks to all of you who have shared your great ideas. Congratulations to the monthly winners: **David Lamb**, for his bright ideas about changing your light bulbs to save money and brighten up your store; **Dan Schreiner**, for his lead on seasonal items and promotional products from Variety Distributing; **Greg Barton** for his article on RxSelect and benefits of third party contracting and reconciliation. Each of these members will receive \$100 for sharing their ideas. If you have an idea please fax or email Grant Kinn @ 303-463-4880 or grant@rxplus.com.

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## GOVERNMENTAL AFFAIRS REPORT

### **Federal Issues:**

In recent Legislative Alerts we asked members to call their Congressional representatives to support H.R. 616 concerning DMEPOS certification, and H.R. 1204 concerning negotiation rights with PBMs. In addition we asked you to contact your U.S. Senators about S 515, the Senate version of the DMEPOS bill. Information on these bills is provided on our home page, [www.rxplus.com](http://www.rxplus.com).

Cosponsors for H.R. 1204 from RxPlus Pharmacies member states include Representative Betsy Markey from Colorado, Representatives Doc Hastings and Cathy McMorris Rodgers from Washington, Kansas Representatives Lynn Jenkins and Terry Moran, and Reps. Terry Lee and Jeff Fortenberry from Nebraska have also cosponsored H.R. 1204. Call and say thanks!

**Colorado Budget and Bills:** The legislative session has been a roller-coaster in terms of cuts to pharmacy rates for Medicaid. Pharmacy rates may be reduced from AWP-13.5%+\$4.00 to AWP-14.5%+\$4.00 for brand and AWP-35%+\$4.00 to AWP-45%+\$4.00 for generic. The cut would be about 4%. At the time we go to press, the actual cuts in pharmacy, and Medicaid in general, is still not settled. We may not know until June.

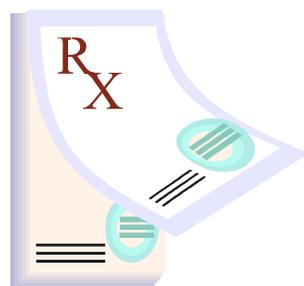
The state also plans to implement a state MAC. All the budget documents indicate that the purpose of the MAC is to reduce prices of some drugs and increase those that are priced below cost by the Federal Upper Limit. Acute care doctors and home health providers will be reduced about the same percentage as pharmacy.

**Rally Against Medicaid Cuts:** RxPlus Pharmacies was represented by Brad Young at a rally protesting the Medicaid cuts held at The Children's Hospital on Tuesday, April 21.

**SB09-250 Coverage for Oral Anticancer Medication** by Senator Tochtrop (D-Thornton) and Representative Primavera (D-Broomfield) would require health insurers to cover oral anticancer medications in terms no less favorable than IV or injectable medications. It is a very subtle change in law, and its impact on community pharmacy is not known at this time. The same bill has died in Maine, Oklahoma, Washington and Virginia this year, largely because of opposition from the health plans. The bill has not been acted on in other states yet.

**SB 38 Concerning Regulation of PBMs** by Senator French. The Alaska Pharmacists Association has been working on several legislative issues this session, including PBM regulation. RxPlus has been offering assistance based on our experience from our efforts in 2006 to pass similar legislation. The bill passed the Health and Social Services Committee and was sent to the Labor and Commerce Committee. Pharmacists in Alaska did a tremendous job of preparation and research on this issue. We were recently notified that the state Department of Administration slapped a \$77 MILLION fiscal note on the bill. If it stays, the bill is dead.

**State of Washington:** We have reported in the past that Washington pharmacies are facing drastic cuts to Medicaid reimbursements. Log on to <http://www.wsparx.org/> for details. We got word from David Thome that the lawsuit filed by pharmacists to stop the cuts has convinced the Governor to back off! RxPlus sent \$5000 to the WSPA to help Washington pharmacies fight these cuts.



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RxPlus Pharmacies, Inc.  
exists for the economic,  
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benefit of community  
pharmacy and the health  
and well being of the  
community

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Dennis Mantas:

November 28,1940-April 23,2009. Dennis was a long-time board member of RxPlus. He contributed generously of his time, money, knowledge, and effort supporting political issues effecting his chosen profession of independent community pharmacist. There is no way to express how much he will be missed by those of us who knew him and worked with him.

## CLASSIFIEDS (ALSO SEE WWW.RXPLUS.COM)

### Full Time Pharmacist

Needed for long term care in Loveland, CO Must possess current state license, strong mgmt. & leadership skills and the desire to offer superior customer service. Previous experience in long term care a plus.

### 2 Pharmacy Technicians

Looking for 2 Pharmacy Technicians. Looking for 1 tech. to float between our 10 stores and 1 tech. for our retail store in Johnstown. Both positions are full-time (40hrs) with benefits, competitive pay and an excellent working environment. CPhT is preferred but not required. Previous Exp. & superior customer service required.

To apply for above 2 ads, send a resume and cover letter to:  
lcalkins@gooddaypharmacy.com

Or Fax to (970)461-4042

### Pharmacy for Sale

Well established full service Pharmacy, Sporting Goods, & Liquor Store. Enjoy great outdoors, close to excellent hunting/fishing. Located in Casper WY. Contact Floyd Harnigal (307) 205-1917

### Compounding Tech

Good Day Pharmacy in Fort Collins, CO has an opportunity for an experienced compounding technician. Contact Vicki @

(970) 461-1975

### Full or P/T Pharmacist

Salary and benefits are negotiable.

B&B Pharmacy, Brush CO.

Contact Dave Brunner  
(970)842-2416

### F/T or P/T Pharmacists

Pharmacy located in Monte Vista, Co. Is looking for a pharmacist to work 20 to 40 hours per week. Competitive

salary with benefits. Great hunting, fishing and skiing less than 1 hour away.

Contact Bryan Salazar @  
(719) 852-9894.





