



PRS PHARMACY SERVICES HAS BEEN PROVIDING
PHARMACY FOCUSED
CONSULTING SERVICES FOR OVER 38 YEARS.

Our team of highly skilled and experienced Pharmacy professionals and specialists integrates real world experience with proven strategies that help Independent Pharmacies thrive and succeed in today's competitive Pharmacy Industry.

OUR SPECIALTIES:

- Pharmacy Ownership and Brokerage Services
- PA Pharmacy Staffing and Recruiting
- Pharmacy Compliance / Credentialing
- Buying, Transferring or Selling a Pharmacy
- Education for Pharmacists by Pharmacists on Topics Such as CBD for Pharmacy and More
- Feasibility Studies
- Pharmacy Profitability and Operational Services
- Pharmacy Valuations and MORE!

GROUP MEMBER RETENTION PROGRAMS
ALSO AVAILABLE AS PART OF OUR BROKERAGE SERVICES!

**GET IN TOUCH
WITH US TODAY!**



800-338-3688
PRSRX.COM



GROUP MEMBER RETENTION SERVICES

At PRS we understand that most groups are struggling to maintain their membership numbers in recent years. Independent Pharmacy owners are retiring, losing money and having to struggle more and more just to break even. For the most part older pharmacists are wanting to sell and in an effort to maintain their privacy and continue to stay open they do not reveal their plans to sell to anyone...including their group!

This may even lead to them selling to a chain just to be done with everything and walk away.

WE CAN HELP!

Our group member retention program uses multi-faceted marketing strategies to target those members who may be thinking about selling BEFORE they go to a chain!

Contact us today to get started!



*Do You
Know
What
Your
Pharmacy
Is Worth?*



Here Are 5 **Pharmacy Valuation** Facts

1. Knowing the value of a Pharmacy is the first step whether you are thinking about selling or looking to buy.
2. A valuation should be done as early as possible. To allow time to make adjustments in the business operations to enhance profitability.
3. The valuation will calculate a fair market price which will establish an accurate benchmark for selling and loan approval.
4. If you are transferring ownership you should have a valuation, it will ensure transparency and accuracy.
5. Always have your valuation done by someone who specializes in Pharmacy Valuations or you may end up losing money.

Contact Us Today!

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PRSRx.com

We use multiple formulas to examine profitability, total revenue, inventory, both tangible and intangible assets and more to give you a real number both you and a buyer can use.

SELLING A PHARMACY



PRS has a team of trusted professional advisers who can guide you through every aspect of selling your Pharmacy.

Calling PRS should be the first step you take when you decide it is time to sell your Pharmacy. Our team can advise you on the entire process from beginning to end including getting a proper Pharmacy valuation, transfer and transition, plus assisting your legal counsel on specific Pharmacy items that need to be included in an Asset Purchase or Stock Sale Agreement for a smooth transition.



Here are just a few of the reasons to call PRS when you are considering Selling your Pharmacy.

Our in-house Pharmacy Consultants who have expertise in all areas of Pharmacy from licensing and operations, to third party insurance transitions and best business practices.

Legal Counsel that specialize in Pharmacy and retail business sales.

Accountants with knowledge in all accounting systems, retail bookkeeping, financing, and taxes for retail Pharmacies.

Financing Consultants who provide assistance to the buyer in recommending a lender who specializes in independent Pharmacy.

Business Experts who can determine if your asking price is true market value.

PLUS WE ARE THE ONLY BROKER ENDORSED BY NCPA!

PHARMACY TRANSITION SERVICES

Transitioning a Pharmacy from one owner to another is like bridging a gap...if a piece of the bridge is missing, you may still be able to get to the other side, but it isn't going to be easy.

There are strict guidelines and timelines that must be followed in the transition process. Knowing the right questions to ask and following all notification protocols are just a couple details you will need to know.



The Pharmacy transition specialists at PRS will handle the due diligence, guidance and timelines and contact your State Board of Pharmacy and all licensing agencies to ensure your transition is smooth and stress free, so you can focus on more important things...like making sure your golf game is ready for retirement!

EXCLUSIONTrack	The government maintains lists of persons excluded from federally funded programs. If an employee, or other individual or entity working on behalf of the Pharmacy, is on one of these exclusion lists, federally funded third parties and State Medicaid can take back all amounts paid to which those individuals and entities were involved
FWATrack	Government and Medicare Part D Plans require all Pharmacies to be compliant with the Fraud, Waste and Abuse and Compliance Program Requirements. Loss of Rx filling privileges and fines can result in non-compliance.
HIPAATrack	Government and third party mandated requirement. Government fines up to \$1.5 million apply for non-compliance.
LICENSETrack	Centralizes tracking and provides renewal reminders for any items with an expiration date.
PSETrack	Government mandated to combat methamphetamine production. Fines and jail time applicable for non-compliance.
DRUGSUPPLYTrack	FDA mandated as of March 1, 2016. All Pharmacies must receive and store the Transaction History, Information, and Statements for all drugs received for a period of at least 6 years.
EMPLOYEETrack	Some business insurances and overall best practices require an Employee Handbook.
NON-DISCRIMTrack	Cultural sensitivity program with requirements outlined by Section 1557 of the Patient Protection and Affordable Care Act. Ensures equality and access in healthcare including Pharmacy.
OSHATrack	The OSHA Hazard Communication Standard requires all employees to be trained on the new label and safety data sheet requirements on hazardous chemicals that may be present in a Pharmacy.
POLICYTrack	Collection of state and federal good business practices to help your Pharmacy operation run more smoothly. An Ops Manual is required by some State Boards and third parties.
QATrack	All Medicare Part D plans, many third-parties and most State Boards require Pharmacies to have a quality assurance (QA) program.
TECHTrack	A policy and procedure, and Utilization Manual to document appropriate Pharmacist to Technician ratios, minimum qualifications, protocols, and other key information.
VERI*I-9Track	The U.S. Citizenship and Immigration Services (USCIS) requires all employers to retain a completed I-9 form for each employee. This program gives you the rules and the tools for collecting, documenting, destroying (when appropriate), and auditing these I-9 forms.
ADD ON PRODUCTS	
NY-SHCTrack	New York State Required policy and training materials and documentation for sexual harassment compliance.
IMMUTrack	Designed to walk you through the process of setting up an efficient, effective and safe immunization program in your Pharmacy.
MEDBTrack	Pharmacies who are exempting from the Medicare DMEPOS Accreditation requirements and those Pharmacies that are only billing Medicare Part B for Drugs and Biologicals.
ECPTrack	An Exposure Control Plan is required by all Pharmacies that are potentially exposing their employees to blood borne pathogens and other potentially infectious materials (OPIM). Immunizations, CLIA Waived testing and the renting and return of used Durable Medical Equipment are just some of the areas where an Exposure Control Plan could be required.
POCTTrack	Point of Care Testing (POCT) implementation program will provide the necessary instructions to ensure that you have everything needed to begin offering Point of Care Testing (POCT)
USP800Track	Exposure to Hazardous Drugs should be a real and present concern in many Pharmacies therefore, and it is critical for those Pharmacies required to have a USP 800 Compliance Program to promote patient, employee and environmental safety.