

YOUR COMPANY
YOUR BOTTOM LINE
AMERICAN ASSOCIATED PHARMACIES **2018**



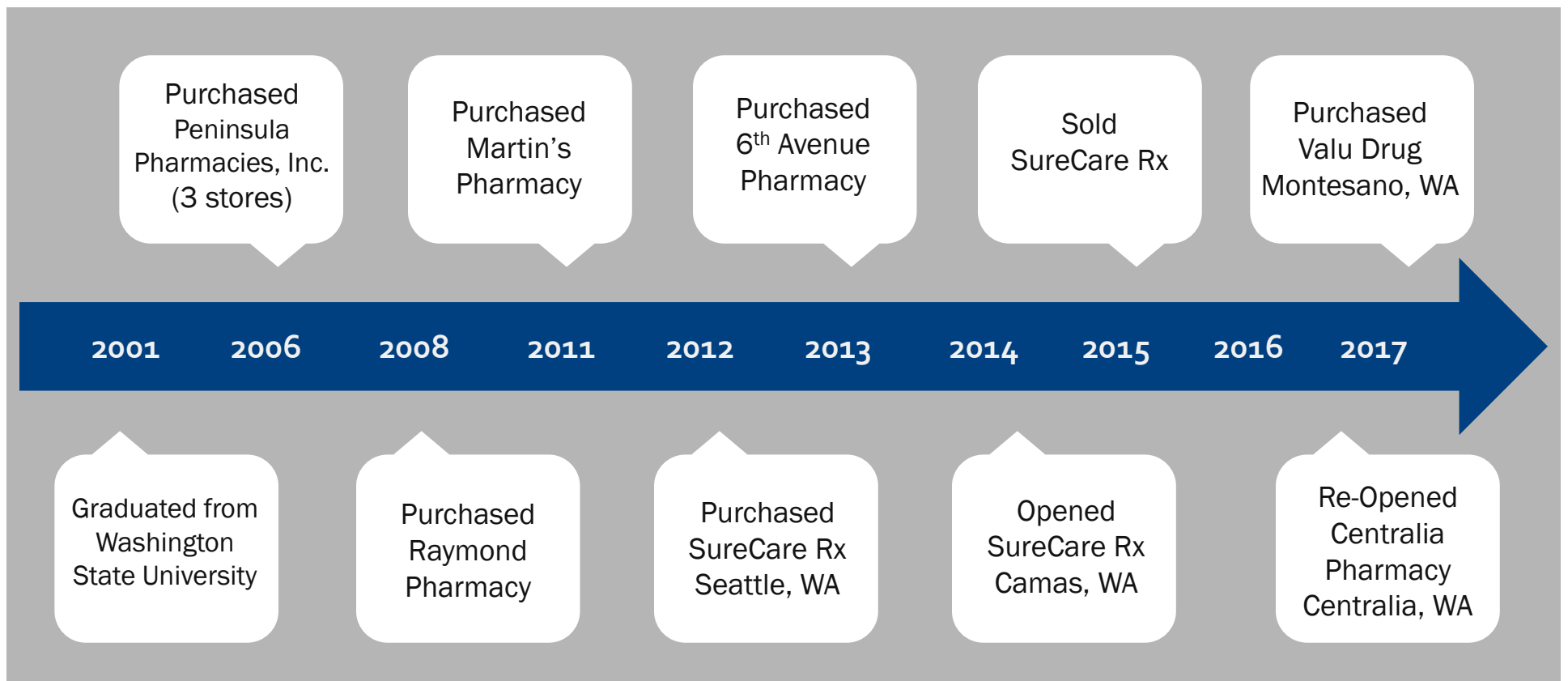
ARE YOU READY TO GROW?

TAKING THE NEXT STEPS TO MULTI STORE OWNERSHIP

Jeff Harrell, PharmD – Multi-store Owner
Bob Graul, R.Ph. – Business Development at First Financial Bank
Larry Alexander – Managing Director at First Financial Bank



TIMELINE OF EVENTS



ENHANCE PROFITABILITY, STREAMLINE OPERATIONS, AND IMPROVE THE QUALITY OF PATIENT CARE.

Risk vs. Reward

- Calculated Risk
- Not Afraid to Take Risk
- Worst Case Scenario is Better Than Best Case



ENHANCE PROFITABILITY, STREAMLINE OPERATIONS, AND IMPROVE THE QUALITY OF PATIENT CARE.

Managing Expansion Through Streamlining Processes

- Consolidation of Operations
 - Human Resources
 - Accounts Payable / Receivable
 - Payroll
 - Medicare
 - Reconciliation



Value of Growth

- Wholesale Purchase Power
- CC Transaction Fees
- Switch Fees
- Vials, Labels
- Hardware



ENHANCE PROFITABILITY, STREAMLINE OPERATIONS, AND IMPROVE THE QUALITY OF PATIENT CARE.

2, 3, 4, 5... Gets Easier

- Reductions COGS
- Savings in Consumables and Fees
- Increase Rebates Across ALL Stores



Best Places to Look for Expansion

- Wholesale Account Rep
- Wholesale Transition Teams
- Buying Group Reps
- Get your name out... (Visit Local Independents)
- Struggling / Aging Independents
- Word of Mouth / Relationships



Funding Expansion

- Quality Pharmacy Centric Bank
- Owner Carry
- Private Investors
- FREE



ENHANCE PROFITABILITY, STREAMLINE OPERATIONS, AND IMPROVE THE QUALITY OF PATIENT CARE.

THE 5 C'S OF BANKING

- Character
- Capacity
- Capital
- Collateral
- Conditions



ENHANCE PROFITABILITY, STREAMLINE OPERATIONS, AND IMPROVE THE QUALITY OF PATIENT CARE.

TYPES OF LOANS

- Transition
- Start-Up
- Working Capital (Expansion)
- File Buy
- Partner Buyout
- Refinance
- New Construction
- Commercial Real Estate Purchases



FINDING A LENDER

- Specialize in pharmacy lending
- Works well with you and your business
- Equity injection



EXAMPLE PHARMACY ACQUISITION

- Meet with Owner/Obtain Information on the Store
- Negotiations
- Letter of Intent
- Approval for Financing
- Gather Needed Items
- Purchase Agreement/Promissory Note Finalized
- Schedule Inventory Audit
- Close and Fund



SBA

- Application
- Personal and Business financial Statement
- Last Three years of Personal and Business Tax Returns
- Fees
- 10% Equity Injection



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QUESTIONS?

