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Scott's Top Ten List for Compounding Pharmacy Owners and Managers

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1. Patient-Reported Outcomes

- The future of your business depends on collecting PROs
- Validate your clinical value + Internal feedback on formulations
- Not just any data set
 - Data we can aggregate
 - Same validated measures FDA requires in new-drug approval process
- Lack of integration with compounding softwares
- PCF grant has sped integration with our partner 
- Today: Showcasing integration with one compounding software
- Very preliminary: Possibility of software work-arounds
- Get on board!?

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2. 'Compounding the Joy of Living' Campaign



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2. 'Compounding the Joy of Living' Campaign

- ▶ **Protecting** compounded hormone therapy by engaging prescribers and patients who can help push back against unscientific efforts to implement restrictions.
- ▶ **Expanding** compounding.com as a broader, consumer-facing site — a one-stop shop for all things compounding
- ▶ **Preserving** shortage-drug compounding by educating news media about its value and working with Congress to authorize FDA to cast a broader net in determining when a drug is in shortage.
- ▶ **Cultivating** patient-reported outcome collection to provide FDA validated evidence of the efficacy of compounded medications

Without your financial support, the myth of “compounding = bad” perpetuated by drugmakers and others will only grow. But you can do something about it: Help fund our work.



Support the campaign. Scan this QR code or click the link at compounding.com.

While you're there, read through the thousands of compounding patient testimonials we've collected!

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3. Training for your techs and new hires



The first step to truly helping your patients regain or maintain their health is not your depth of understanding of chemistry or pharmaceuticals or compounding. It's trust. We earn that trust through our actions, by consistently operating our pharmacies to the highest ethical, legal, and regulatory standards. Every day. With every prescription we fill.

The Ethical, Legal, and Regulatory Foundations of Pharmacy Compounding

A 15-hour foundational curriculum aimed at equipping you to earn your patients' trust.

Earning their trust takes more than your technical expertise. It's equally important that patients know that you and your teammates have an essential understanding of the laws, regulations, and policies that govern pharmacy compounding. That you operate in compliance with those rules. It's critical for compounding well. **But you can't comply with rules and regulations that you don't know.**



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3. Training for your techs and new hires

Taught by experienced professionals.

The faculty teaching this certificate program have, collectively, decades of hands-on experience in compounding pharmacy and patient care. You will be learning from the best in the business.

Take the course. Earn their trust. Build your business.

\$495 per person | \$395 for PFM employees



► Certificate.a4pc.org

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4. Credit Card Processing GPO

- A PFM-only offering
- Considerable savings on “swipe fees” through WorldPay
- Onboarding: Slow going
 - 1 so far – one saved \$5,000 in first month
 - 6 in onboarding with Worldpay
 - 6 using RxDispense waiting for Cashier Live (POS) to finish integration with WorldPay merchant

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4. Credit Card Processing GPO

- Onboarding: Slow going

Why? Moving parts:

- Compounding software
- POS system
- Credit card processor

Two main issues:

- Currently with WorldPay, contract must be expired
- Currently with Worldpay + Paladin as your point-of-sale system: SOL, sort of
- Paladin has a deal with Worldpay that benefits Paladin financially.
So ... you must switch to another processor and change POS systems.
- So ... APC is working with FiServ and CashierLive to give Paladin pharmacies another option

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5. Coming: Five APC Regional Meetings

CompoundED
UpDATE

A regional meeting
of compounders

CE SESSIONS:
• THYROID (1 HR)
• LDN (1 HR)

COMPOUNDING
ISSUES BRIEFING

NETWORKING
& DINNER

Alliance for
Pharmacy
Compounding

May 2, 2024 • 4pm-8pm CT
\$25 per person
Location: PCCA, 9901 S. Wilcrest Drive, Houston, TX

MADE POSSIBLE BY A GRANT FROM
PCCA

scan and take our survey

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6. Legislation, Regulation, and Legal Matters

- Shortage Drug Compounding
 - HB167 is dead – but is an organ donor
 - Language expanding definition of drug shortage – to boost FDA shortage list
- Proposal to eliminate MOU in law, implement AE reporting by 503As
 - Eliminates MOU in law
 - Replaces with mandatory reporting by 503As that ship more than 50% interstate – via NABP tool
 - Implements mandatory reporting by all 503As of *serious* adverse events
 - Hints that FDA likes the proposal – we’re awaiting formal input

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6. Legislation, Regulation, and Legal Matters

- FDA's proposed Demonstrably Difficult Rule
- Drugmaker lawsuits against compounders: 5 Federal court amicus briefs, one federal court of appeals amicus

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7.

EDU **20**
CON **24**

LIVE VIRTUAL LEARNING SERIES • 6 CE HOURS
JULY 15 • AUGUST 19 • SEPTEMBER 23



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8. What's Hot: Best Practices and Other Stuff

- APC Statement on Peptide Compounding
- Best Practices: Clinic Direct Billing
- Statement on Ketamine Compounding + Best Practices
- Primer on Compounding Pharmacy Accreditations
- California Initiative

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9. Media Relations

- APC has engaged media counsel *through July* – a \$50,000 investment
- Aims:
 - Provide accurate info on compounding (and push back against absurdity)
 - Position APC as a credible resource of info and perspective on compounding
- 75+ media inquiries since December 2022

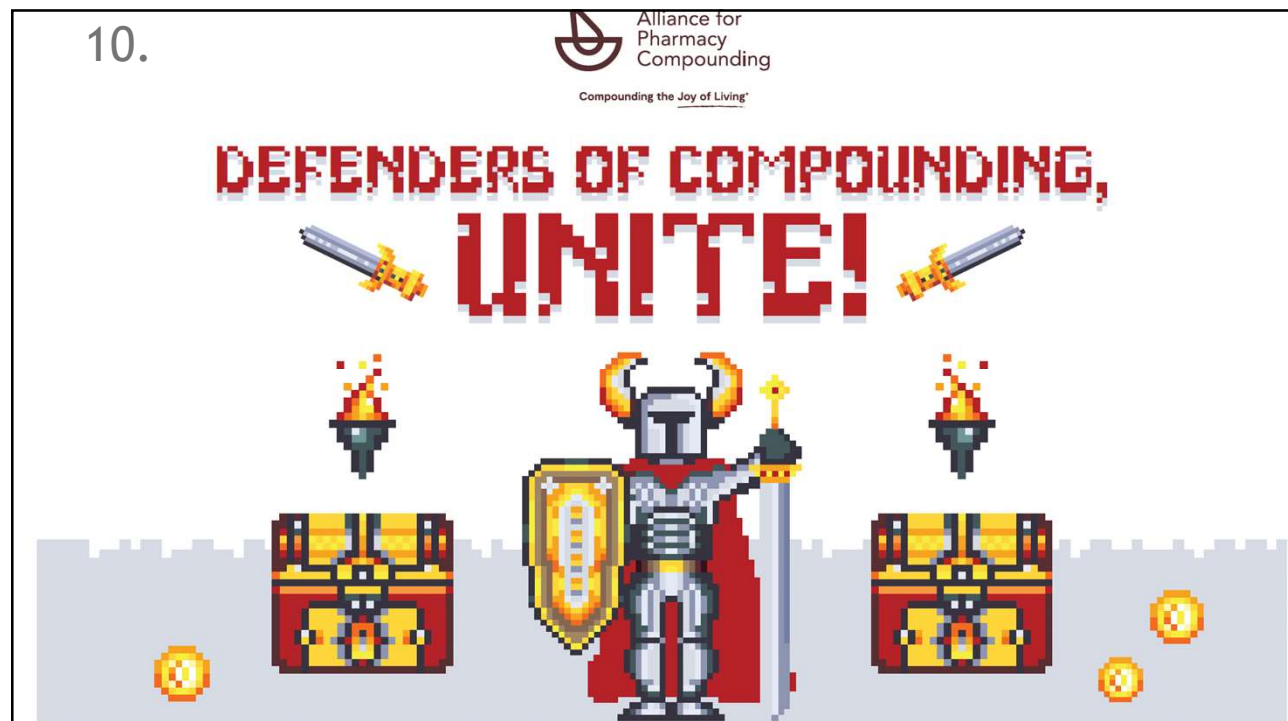


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9. Media Relations

- 75+ media inquiries since December 2022
 - 98% compounded GLP-1s
 - 1% compounded ketamine
 - 1% other stuff – lethal injection, Makena, etc.
- Exhibiting at Association of Health Care Journalists event in June
+
possible on-background pharmacy tour for attendees
- “Damned if we do, damned if we don’t”

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10.

CHOOSE ONE OF THREE PACKAGE DEALS

(AND WE'LL LEAVE YOU ALONE FOR THE REST OF THE YEAR!)

 GUARDIAN Flat annual investment of \$4,000 • One-time gift, removes from further solicitation emails for the year • Supports: • Legal Action Fund – \$500 • Media Campaign – \$1,500 • OneFund – \$1,500 • Pharmacy Compounding Foundation – \$500	 DEFENDER Flat annual investment of \$7,500 • One-time gift, removes from further solicitation emails for the year • Supports: • Legal Action Fund – \$1,000 • Media Campaign – \$3,000 • OneFund – \$2,500 • Pharmacy Compounding Foundation – \$1,000	 CHAMPION Flat annual investment of \$12,500 • One-time gift, removes from further solicitation emails for the year • Supports: • Legal Action Fund – \$1,500 • Media Campaign – \$5,000 • OneFund – \$4,000 • Pharmacy Compounding Foundation – \$2,000
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Compounding the Joy of Living[®]

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