



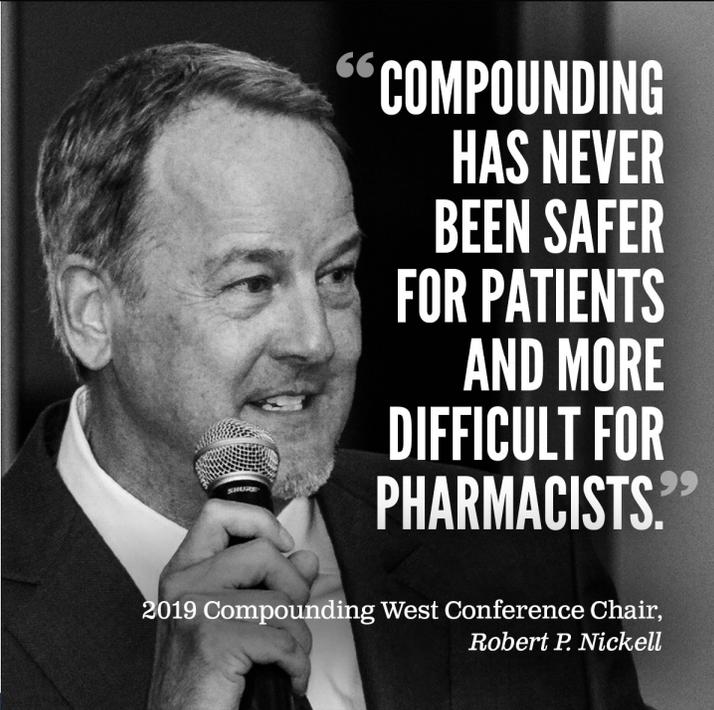
COMPOUNDING PHARMACY  
**OWNER SUMMIT**  
MARCH 19-21, 2026 | AUSTIN, TEXAS

“Compounding Growth: Amplifying Your Pharmacy’s Impact.”

**Robert P. Nickell, Pharmacist**

Chairman  
*Nickell Professional Pharmaceutical Services*

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“COMPOUNDING HAS NEVER BEEN SAFER FOR PATIENTS AND MORE DIFFICULT FOR PHARMACISTS.”

2019 Compounding West Conference Chair,  
*Robert P. Nickell*



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The more difficult they  
make it, the more afraid  
Big Pharma becomes....

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**Compounders: Since 1982  
We have always been the Disrupters**

Now is the time for us to become the.....

**“Disrupter of the Disrupters”.**

Let’s get uncomfortable.  
We are pioneers

Ask yourself, “What am I chasing?” “Why do I do what I do?”




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## What Has Happened to Our Industry over the last 4 decades?

We fractionated.  
 Compounding only.  
 Cash only, no insurance  
 503A vs 503B

## What Happened to the Community Pharmacy?



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What is better? 2 Slow Nickells or  
1 Fast Dime?

Do not edit  
How to change the  
design

 The Slido app must be installed on every computer you're presenting from

slido

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## When you consider dimes and nickels

Are you thinking Gross revenue, Gross profit, Net profit, Risk, Time, Investment,  
Do you consider all things equal?



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## Two Slow Nickels. Vs One Fast Dime

How many patients do you need to succeed?

There are 350 million ppl in the USA

There are 8 Billion ppl in the world

What is your number?



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**Your anticipated gross profit  
should be \$50 per RX.**



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**Why work for pennies?  
When we can work for Dollars?**

**We work so hard, put our licenses on the line, just to please someone who is sending business our way.**

**Why can't we generate the business ourselves?**



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## Who has the liability? Who has the Risk?

It's your license on the line.  
 Don't let others pressure you.  
 They say, we can make you a lot of  
 money. Wrong!  
You make them a lot of money.



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## Who Will Help me Bake my Bread?

**Not I, Not I, Not I**

**Who Will help me eat my bread?** They will eat your lunch



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**In my Dad's corner drug store you could sell anything and everything. You were a part of the Community.**

Why did we let everyone take that away from us?

The time has come to retake the mountain.



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## B&B Pharmacy



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## Community Drug Store of the Past

Limited to a geographic community.



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## What is a Community Drug Store Today?

Where are the boundaries?

What are the boundaries?



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## Who are our customers?

Who is our community?

Let's expand the definition of community....

**"It is no longer defined by GEOGRAPHICS  
It is now defined by DEMOGRAPHICS"**

Based on clinical need, brand, and reputation



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## Rule #1. Is The "Rule of Ten"

If you can get ONE, you can get TEN, and  
if you can get TEN, you can get ONE  
HUNDRED.

The sweetest spot in business is 10X



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## We are the Tip of the Spear!!

Artificial Intelligence

Telehealth

E Commerce

Global Pharmacy

All pointing to personalized medicine

By Need

By Choice

By Desire



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## More People are willing to pay CASH

Costco vs Gucci

Five Below vs Saks

Timex vs Rolex

FDA plans to change more RX drugs to OTC status  
than ever before in the last 50 years.



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# Telehealth

Who Really takes on the liability?  
 Who makes the most money?  
 Who makes the least?

The greatest paradigm shift since the invention of penicillin.

It's a closed system cash model business for healthcare



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# Telehealth New Flash

**“It's OK to have telehealth, use telehealth, provide services through telehealth.**

**BUT IT IS NOT OK**

**To False Advertise or Make False Claims**



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## Manufacturer Direct

Small Pharma Manf are already thinking of DTC. Manf direct to manf owned pharmacy, to manf owned telehealth, to manf owned insurance contracts, plus billing and collections.



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## Why can't "community pharmacy" take the MedSpa concept ?

Why does a MedSpa get to hire a semi-absent Medical Director?

Order Drugs? Stock drugs. Advertise? See patients? And Make Money?

Why can't every "community pharmacy" hire a Medical Director?



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## Pharmacists Have Always Been Leaders

Charles Pfizer – pharmacist

Eli Lilly – pharmacist

Frederick Bayer – pharmacist

Charles McKesson – pharmacist

John Boot – pharmacist UK



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## Rule # 4 Is **JUMP!**

Put both feet on the ledge and  
Jump.



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**The New Community Pharmacy is...**

# **Next Generation Pharma NGP**



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**503A and 503B are like a Horse and Carriage,  
Love and Marriage, Can't Have One Without the  
Other.**

**If you own or manage a 503A, I want you to  
consider adding a 503B to your line up, or visa  
versa.**

**Every 503A should be married to a 503B  
And include telehealth in the family.**



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# Its Never Too Late.....

“To make a positive change in your life, or in the lives of those around you.”



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## Prediction In Next Five Years

503A pharmaceutical compounding combined with 503B Outsource Facility + Telehealth + Online sales, will become the new hip, ultra modern, healthcare facility. The new community pharmacy, “Next Generation Pharma” NGP

Big Pharma is complacent, blind, and dedicated to money rather than the patient and their clinical needs.

**However, they will do their best to destroy us.**



BUT. THEY. WILL. NOT. WIN.



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## What can we sell today?

Anything and everything.

Just like my dads, community pharmacy.

Now It is time to reclaim the Community Pharmacy based on demographics.



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## Rule #5. **Fridge File.**

**“Everything is created twice; first in the mind, and then in reality”.**

Our Sub Conscience defines are actions

**Everyone needs a “fridge file”**



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## Leadership

We will not achieve our goals as NGP (Next Generation) without clear leadership.

We all need to have a massive Waterfall of discipline

50 states / 50 rules / 50 applications (if not more)



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## Rule #6. Time Makes Time.

What does this mean to you?

Every end is a new beginning. .



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## Spoiler Alert

# There is no End



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## Two Slow Nickells or One Fast Dime

It's a decision for you to follow. Your decision to find your speed, your risk your comfort, and your line of business.

**“However, always be compliant. And never be complacent.”**



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### Rule #3 **The River**

You can never step in the same river in the same spot twice.

Today is the first day of the rest of your life



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### Rule #2

**“Never take NO for an answer and Never Give it Either.”**

NO, NO, NO, No, NO, No, NO nO, No, No, NO NO,  
NO,.....

**YES**



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# Rules that I live by

**#1 Rule of Ten**

**#6 Time makes time, like money makes money**

**#3 The River**

**#4 Put both feet on the edge and jump**

**#2 Never take No for answer and never give it either**

**#5 Fridge File**



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