



COMPOUNDING PHARMACY  
**OWNER SUMMIT**  
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# How to Assess New Business Opportunities

## Jessica Patrone Pharm D

Owner/CEO  
*ProCompounding, ZyNori, GetITprescribed*

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Over **50%**

Internal Growth Failures      Market / Demand Failure

**Over 50% of pharmacy business failures are tied to internal growth decisions, not lack of demand**

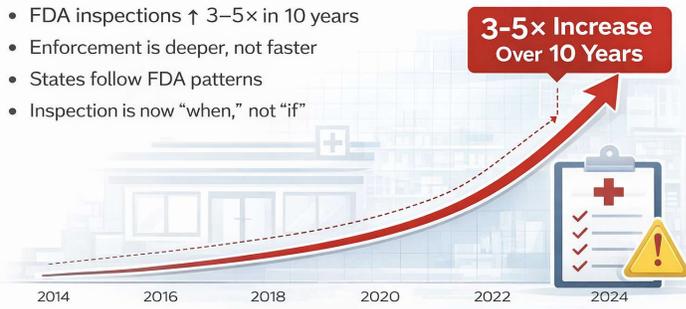


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# Why This Matters Now

## The Risk Environment Has Changed

- FDA inspections ↑ 3–5× in 10 years
- Enforcement is deeper, not faster
- States follow FDA patterns
- Inspection is now “when,” not “if”



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# We are Surrounded by “Opportunities”

## Not All Opportunities Are What They Seem

- New clinical demand
- Telehealth and facilitator partnerships
- Vendor-driven ideas
- “Hard-to-find” compounds
- High-demand requests no one else will do

- New clinical demand

- Vendor-driven ideas

- “Hard-to-find” compounds

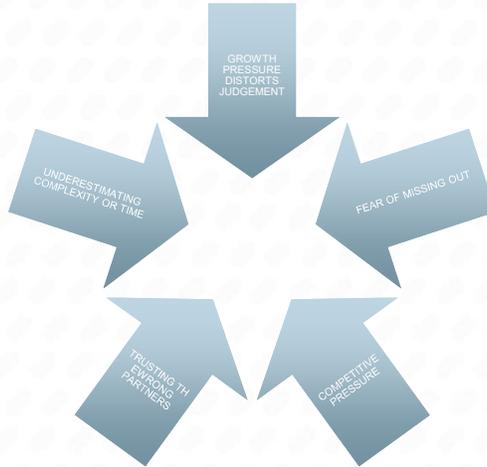
- High-demand requests no one else will do

**One critical question:  
What are you being asked to compound with?**



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# Why Smart Owners Still Make Bad Decisions



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# The Three Filters for Every Opportunity

Every Opportunity Must Pass All Three



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## Compliance is Ongoing, Not Static

The Rules Change — Expectations Change Faster

Federal standards evolve

States adopt differently

Enforcement lags — then accelerates

Ignorance is not a defense



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## Compliance Red Flags

### These Statements Predict Trouble

- “Everyone’s doing it”
- “FDA or BOP won’t enforce that”
- “Just label it differently”
- “Prescribers handle the legal part”
- “It’s wellness — not really a drug”



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## Revenue ≠ Profit

### High Volume Can Destroy Margin

#### Example:

- Rx price: \$75
- Ingredient cost: \$18
- “Looks profitable”



High volume accelerates the problem —  
Staying busy is not the same as **being profitable**.

## True Cost Per Unit

### What Owners Often Forget to Count

- QA and documentation time
- Training and retraining
- Ingredient waste and failed batches
- Shipping errors and reships
- Credit card fees
- Compliance overhead
- Owner time



## Operational Fit: What Breaks First

### Growth That Breaks Systems Is Not Growth

- QA bottlenecks
- Cleanroom congestion
- Training overload
- Shipping chaos

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## Why Manual Systems Don't Scale

### Don't Rely on an Employee's Memory— It's Not a System

- Verbal rules fail at volume
- Consistency disappears under stress
- Turnover breaks everything



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## Automation: Smart VS Dangerous

### Automate Thinking — Not Chaos



Intake automation



Data-entry bots



Workflow visibility

QA templates

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## Equipment & ROI Reality Check

### Automation Must Earn Its Place

#### Example: \$160k tablet press

Roughly, it needs to generate  
\$80-100k per year in  
savings or margin.

\$80-100k  
/year



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## People Systems = Growth Systems

Good People Leave Broken Systems

Predictability matters

Clear roles matter

Constant urgency drives burnout

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## Turning Problems into Opportunities

### Repetition Signals Opportunity

- ✓ Repeated errors
- ✓ Constant bottlenecks
- ✓ High pharmacist intervention

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## AI As A Decision Tool

### AI Compresses Decision Time

- ✓ Profit modeling
- ✓ Volume stress-testing
- ✓ Scenario analysis
- ✓ SOP drafting



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## Final Question

**Which of your current revenue streams would you not want to explain to an inspector?**



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## Contact Information

**Jessica Patrone Pharm D**  
**Jessica.Patrone@ProCompounding.com**  
239-851-7317

