



**Independent  
Pharmacists  
Network of America**

**YOUR FUTURE IS AT YOUR FINGERTIPS**

## **ABOUT INDEPENDENT PHARMACISTS NETWORK OF AMERICA, LLC (IPNA)**

Most PSAOs rely on wholesaler administration rebates to exist. IPNA is a dues-only corporation dedicated to assisting its independent pharmacy members in finding alternative survival methods. Business opportunities will expand as the environment requires. Yes, you can belong to any wholesaler or any PSAO, and also belong to IPNA. Such opportunities include litigation handled by pharmacy-experienced attorneys, a variety of financial assistance in helping manage your operation and/or plan for retirement and a dozen Customer Loyalty Programs designed to attract and maintain current customers, all at no cost to you the pharmacist or the customer.

Currently we are working on a lawsuit to strike back at PBMs who have "slammed" your customers by enrolling them in the PBM's mail order operation without your patient's approval, as a member you can become a co-plaintiff in it at no cost to you.

### **Yearly Membership of \$499.00 includes:**

- \*Customer loyalty programs
- \*Legal opportunities
- \*Retirement, financial planning and insurance
- \*Personal account manager
- \* Wholesale Rx Opportunity (in Colorado, DC, Delaware, Hawaii, Indiana, Kentucky, Kansas, Maryland, New Jersey, New York, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, Washington, West Virginia)

**AND MORE**

**Download a complimentary chapter from, "The Independent Pharmacist's Survival Guide" by Gary Ellis**

<http://www.independentpharmacists.com/free-book-chapter.html>

## **LEGAL OPPORTUNITIES**

As the industry consolidates, more power is in the hands of fewer providers. One method in balancing the odds is through litigation from national law firms with a track record in our industry. As customary with IPNA you can opt in or opt out of any potential litigation presented. Two major cases are currently in progress and can result in how you do business (*in a positive manner*). There is no cost to any plaintiff.

**CURRENTLY:** There is an opportunity to strike back at PBMs who have "slammed" your customers by enrolling them in the PBM's mail order operation without your patient's approval. That's called slamming and IPNA has found a law firm that will litigate for you. There is no additional cost to you for participating.



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## Wholesaler Opportunities

**FREE (even without being an IPNA member) if you are in the following states: Colorado, D.C., Hawaii, Indiana, Kansas, Oklahoma, Texas, Virginia, or Washington)**

Through IPNA our wholesaler partner provides a full line of products and offers:

- \*No monthly volume mandates
- \*Generics, OTC and DME at invoice cost
- \*Controlled substance drugs available after certification by CSOS
- \*Payment terms are net 21 days  
*(interest charges applied after 28 days)*
- \*Name brand goods at WAC minus 3%
- \*Minimum order is \$3,000
- \* Each order must include a mix of 15%  
*(by dollar volume)* of multisource generics

This is a 50+ year-old pharmacist-owned wholesale corporation, not another mail order group. It's integrity and professionalism is verified by Ellis Management Consultants, LLC through a 12-year-old relationship.

## RETIREMENT, FINANCIAL PLANNING and INSURANCE

IPNA provides a host of retirement experts, financial planners and insurance organizations providing you with exciting opportunities for your present and future requirements.

## Customer Loyalty Programs

Are you looking for a way to keep your customers loyal, retain new customers, or compete against other pharmacies? IPNA has many solutions to fit your needs! Most are included with your yearly membership fees. Contact us today to customize a program based on your current needs, we have helped many pharmacies grow their business, retain loyal customers, and find new and engaging programs to enhance their current marketing strategies.