



P R E S E N T S

CLIMB

An orange silhouette of a person climbing a vertical bar, which is the letter 'I' in the word 'CLIMB'. The figure is positioned on the left side of the 'I', with its right hand reaching up to the top of the letter and its left hand on the side. The figure's legs are bent as if in a climbing motion. The word 'CLIMB' is rendered in large, bold, blue, sans-serif capital letters with a slight drop shadow.

CARE | LEAD | INNOVATE | MOTIVATE | BALANCE



Customer Centric CARE

WITH DRUG NUTRIENT DEPELTION

Presented by Solutions Rx Chris Cornelison.

Quote about patients

“often the patient doesn’t even know what to ask to make an effective decision”

–Patti Mara

Do you have patients with Drug Nutrient Depletion Problems?

- Over 60% of prescription drugs cause SEs from Drug Nutrient Depletion
- 68% of patients take supplements (with no relevant recommendations from anyone)
- 10% of US population has Diabetes
- 45% of US population has High Blood Pressure
- 30% of US population has High Cholesterol

HIGH BLOOD PRESSURE MEDICATIONS

BetaBlockers

Atenolol
Bisoprolol
Carvedilol
Labetalol
Metoprolol
Propranolol
Sotalol

Ace-Inhibitors & ARBs

Benazepril
Enalapril
Lisinopril
Ramipril

Diuretics
Furosemide
HCTZ
Triamterene

Cardiac Glycosides

Lanoxin

Statins

Atorvastatin
Simvastatin
Lovastatin
Pravastatin
Rosuvastatin

NUTRIENTS DEPLETED

CoQ 10
B1 & B6
Zinc

Calcium
Magnesium

Vitamin D
Potassium

SHORT TERM SIDE EFFECTS

Decreased Energy/Fatigue
Drowsiness
Leg Cramps
Easy Bruising

LONG TERM SIDE EFFECTS

Memory Loss/Brain Fog
Liver Damage
Slow Wound Healing
Decreased Sex Drive

Statin Ache



DIABETES MEDICATIONS

Sulfonylureas & 2nd Generation

Glimepiride
Glipizide
Glyburide

Other

Metformin
Acarbos

Combos

Glucovance
Janumet

Ace Inhibitors

Lisinopril
Enalapril
Ramipril

Statins

Atorvastatin
Simvastatin
Lovastatin
Pravastatin
Rosuvastatin

Insulins

Diuretics

Furosemide
HCTZ
Triamterene

NUTRIENTS DEPLETED

B2

CoQ10

Chromium

B6

Folic Acid

Vitamin C

B12

Magnesium

SHORT TERM SIDE EFFECTS

Chronic Diarrhea
Fatigue/Decreased Energy
Muscle Aches
Frequent Infection
Nausea
Anemia

LONG TERM SIDE EFFECTS

Decreased Libido
Brain Fog/Memory Loss
Depression
Increased Risk of Heart Disease
Neuropathy
Vision Problems

Metformin Blowout



Do we have a Problem?

CARE

- 1.Side Effects
- 2.Suboptimal Therapy
- 3.Readmittance
- 4.DIR Fees

COST

- 1.Patient ↑ \$\$\$
- 2.Clinic ↑ \$\$\$
- 3.Hospital ↑ \$\$\$
- 4.Pharmacy ↑ \$\$\$

What is the Right Answer and Why?

- Avoid Onesie and Twosie Approach
- High Quality Reasonable Cost
(Patient 1 Statin Ache, Low Income)
(Patient 2 Metformin Blowout, Wealthy)
- Has to Work
- Solutions Rx

Has to be PROFITABLE!!!

Store filling 200 rx/day 5 days a week

About 50 opportunities a day

Make 4 sells a day at \$10 margin

$\$40 \times 25 \text{ days} \times 12 \text{ months} = \$12,000$ from first 10%

Why do Pharmacist fail in this market?

- They never identify the problem
- Solutions Rx and RMS working together

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Thank you.