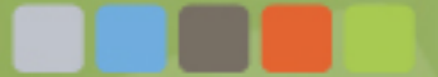




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Specialty Compounding and Integrative Consultation Services



Prophet of Innovation Patient-Centred Practice

**Dennis Wong, B.Sc. Pharm., FAARFM, CCN, ABAAHP
Clinical Consultant Pharmacist / Owner**



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Objective

- Share our journey
- Paradigm shift in Pharmacy business
- Opportunities
- Obstacles



Paradigm Shift

- Volume sales
- Rebates
- Discounted price
- Who is going to pay for this?
- Investment
- Training
- Marketing
- Evidence
- Think outside of the box



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Our opportunities

- Pediatric population
- SDM removal from Professional Compounding Center of America (PCCA)
- Nutritional Therapy
- Internet pharmacy



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Other initiatives

- Glucose testing
- Cholesterol testing
- Self testing Blood Pressure Monitor
- INR training and certification
- Letting other pharmacies/pharmacists know that we compound



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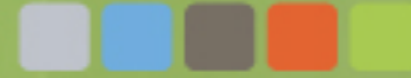
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- Pain management consult for cancer/palliative care
 - Methadone
 - Topical pain gel
 - Topical anti-nausea gel
 - Mouthwash
 - Enema
 - Lollipops



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- My first paid consult

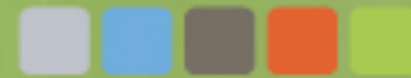


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Next step

- Bio-Identical Hormone Replacement Therapy (BHRT)
- Endocrinology
 - Adrenal dysfunction
 - Thyroid dysfunction



Obstacles

- Old Paradigm
- Conventional thinking
- Conventional medical doctors (Specialists)
- Recognition of pharmacist as health care professional
- Knowledge



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Overcoming the Obstacles

- Think out of the box
- Providing outcome
- Educate yourself
- Educate physicians and other health care practitioners about your practice and what you can do for their patients



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- Thank you



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Questions ?

