

Making it personal.

The benefits of compounding
for your customers and your career.



After years of struggling with fertility issues, my patient finally conceived with the help of compounded progesterone replacement therapy.

Karsen Delgado, FNP-C
Body Balanced Care

I consulted with a compounding pharmacist to help my fibromyalgia patient. He created a transdermal cream targeting multiple receptor sites that virtually eliminated her pain.

Kristine Sarna, MD
Norterra Family Medicine

My patient had severe dry mouth from chemotherapy – it was so bad that he couldn't sleep. I worked with his dentist to develop a cholinergic oral rinse and he's finally resting easy.

Jeff Barris, PharmD
Pacifica Compounding Pharmacy

All real people with real problems, people whose lives were improved through the power of personalized medicine. Stories like these help explain why more and more pharmacists are embracing compounding. It lets pharmacists make a profound difference not only in the health of customers, but also in career satisfaction and the bottom line. In an age of one-size-fits-all solutions, compounding takes a different approach, one that's more personal for everyone involved.

By creating customized medication based on specific patient needs, compounding pharmacists aren't order fillers – they're **problem solvers**. They become partners to patients and prescribers, playing a much more active and vital role in the healthcare process while boosting career satisfaction and the bottom line.

Compounding for the common good

It all starts with a problem: the child who can't swallow pills, the patient with a gluten allergy, the much-needed drug that's in short supply. For whatever reason, many people aren't served by commercially available medications.

Compounding pharmacists work with prescribers to find ways to treat these patients, whether it's by creating alternative dosage forms like liquids or creams, adjusting medication strength or combining medications, or customizing excipients to alleviate side effects. It's all about helping people who might otherwise simply not get the medication they need. As the stories above illustrate, the benefits of compounding are often life changing, even lifesaving for patients. And compounding pharmacists are the key.

Compounding for career satisfaction

The chance to play a more vital role in the process is just one of the reasons many compounding pharmacists report increased career satisfaction. There's also a greater opportunity for pharmacists to use their hard-earned skills and education on a daily basis, with tangible results in the form of patient success stories. Plus, compounding pharmacists can broaden the scope of their practices by working with a variety of specialties,

including hospice, pediatrics, pain management, autism, OB/GYN and veterinary medicine.

Because compounding usually involves solving a specific problem, the level of communication between pharmacists, patients and practitioners is higher and more rewarding. In fact, the problem-solving nature of compounding means that patients are more likely to take their medication, thereby improving one of healthcare's biggest challenges – patient compliance.

Compounding for business success

Compounding is all about making a difference. But it's also about growing your business.

While the 2012 *NCPA Digest* reported a 4.7 percent decrease in sales between 2010 and 2011 for pharmacies overall, PCCA compounding-only pharmacists reported sales increases of 21 percent between 2010 to 2011 and 25 percent between 2011 to 2012.

Gross profit margins are significantly higher among compounding-only pharmacists. Where the *NCPA Digest* reports that traditional pharmacies yielded an overall average profit margin of 21 percent in 2011, PCCA compounding-only pharmacists reported a 12-month median profit margin of 84 percent.

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The financial rewards are compelling, but it really all comes back to the compounding pharmacist's ability to bring people real peace of mind, helping them understand that there are solutions out there to some of the toughest health challenges – and that there are people working hard to create them.

Compounding can be personally, professionally and financially rewarding, but it may not always be the right fit. If you'd like to learn more about compounding and the resources available for compounding pharmacists, contact PCCA at **800.331.2498** or visit pccarx.com.