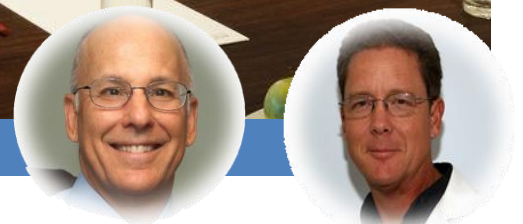


SAVING THE INDEPENDENT PHARMACY



LEARN TO SERVE AND SUPPORT

The independent pharmacist faces growing challenges to stay profitable. Gain tools and perspective to bring productivity and profitability back into your store. Learn to help customers and clients manage their health with core practices and nutritional supplements.



SERVE YOUR COMMUNITY BY OFFERING HEALTH COACHING.

Gary Kracoff, RPh., NMD and Fred Lowry Jr., RPh., NMD

2-DAY TRAINING FOR NAT TECHS, PHARMACISTS AND PHARMACY STAFF

- Consultative care provides a level of care and connection that makes a customer a loyal client.
- Coaching sessions provide essential front-line care that can be provided by Nat Techs, Pharmacists or other trained staff.
- Your team can provide necessary support to your customers and help them regain their health.
- Use this opportunity to create customer loyalty and increase sales.

WHEN GIVEN THE PROPER TOOLS, THE BODY
HAS A REMARKABLE CAPACITY TO HEAL ITSELF...
YOUR JOB IS TO SUPPLY THE TOOLS.

Dr. John "Jack" Hinze, Pharm.D., NMD, Founder of AIM



Williamsburg Lodge
Williamsburg, VA
October 19 & 20, 2018

Plan to arrive a day early to tour this historic area.

SAVING THE INDEPENDENT PHARMACY

TENTATIVE SCHEDULE



Friday, October 19, 2018

- 9:00 AM Welcome
- 9:05 AM Challenges for Independent Pharmacies – Fred Lowry, Jr., RPh., NMD
- 10:00 AM *Break*
- 10:15 AM What To Do (Fred’s Strategy) – Fred Lowry, Jr., RPh., NMD
- 11:30 AM *Lunch on your own*
- 1:00 PM First Steps – Fred Lowry, Jr., RPh., NMD
- 2:00 PM The Common Thread – Gary Kracoff, RPh., NMD
- 2:45 PM *Break*
- 3:00 PM Choosing Life – Gary Kracoff, RPh., NMD
- 4:45 PM Q & A, Closing

Saturday, October 20, 2018

- 8:00 AM Natural Creations Product Talk – Bill Steppuhn, Owner/CEO
- 9:00 AM Welcome
- 9:15 AM Getting a Fresh Start – Gary Kracoff, RPh., NMD
- 10:00 AM *Break*
- 10:15 AM Correcting Digestive Problems – Gary Kracoff, RPh., NMD
- 11:30 AM *Lunch*
- 1:00 PM Coaching GI Health – Gary Kracoff, RPh., NMD
- 2:15 PM *Break*
- 2:30 PM Coaching Adrenal – Gary Kracoff, RPh., NMD
- 3:30 PM Taking it Home – Gary Kracoff, RPh., NMD and Fred Lowry, Jr., RPh., NMD
- 4:30 PM Q & A, Closing