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The Current State of the Community Pharmacy: What's Around the Corner

As pharmacists we are perfectly poised to reclaim our space at the center of our patient's family healthcare team. We can effectively use our biochemical knowledge to positively impact our patient's health, while making our businesses financial powerhouses.

What if you spent your day caring for your patients instead of chasing pennies from insurers or drug manufactures? Nutritional sales in the United States are approximately 36 billion dollars annually. 7 out of 10 patients walking in your pharmacy buy nutritional products. Are they getting advice from you? Are they buying them from you? Community pharmacies can improve patient service and outcomes with respect to nutritional services through the adoption of new operational strategies.



Jeff Robins, RPh, FAARFM, ABAHP *Owner, Summit Functional Consulting*

A highly sought after consultant, Jeff Robins co-creates new and profitable business models for independent pharmacies nation wide.

Mr. Robins works as a consultant for Ortho Molecular Products. He is passionate about using clinical nutrition to improve patient outcomes and increase economic viability to independent pharmacies nationwide.

He has been a functional and compounding pharmacist for 25 years and likes to speak of himself as the pharmacist who dislikes drugs. He is the founder of Essential Wellness Pharmacy and is an owner of Optimum Health Solutions (a company bringing wellness to the corporate workplace).

Mr. Robins is an Advanced Fellow with the American College of Anti-Aging and Functional Medicine through the University of Southern Florida.

Mr. Robins was nominated and served as the first Compounding Section Chair, for the Board of Directors, of the Illinois Pharmacist Association.

Mr. Robins was awarded by his peers the prestigious National ELAN Award for the most "Innovative Pharmacy Practice" This national award is given to a pharmacist who is future focused, willing to boldly change how patients are care for to create better patient outcomes.

Mr. Robins is a regional and national speaker. He is asked to speak to groups ranging from high school students to national medical groups. Mr. Robins is passionate about educating people giving them the chance to make more informed decisions about their health and healthcare.