



# "Focus & Execute" Seminar Series



- Adelaide**  
 Tuesday 15th February  
 Rydges South Park  
 1 South Tce, Adelaide SA 5000
- Perth**  
 Wednesday 16th February  
 Rydges Perth  
 Cnr King & Hay Sts, Perth WA 6841
- Sydney**  
 Tuesday 22nd February  
 Holiday Inn Sydney Airport  
 Cnr Bourke Rd & O'Riordan St,  
 Mascot NSW 2020
- Melbourne**  
 Wednesday 23rd February  
 Rydges North Melbourne  
 Cnr Harker St & Flemington Rd,  
 Melbourne VIC 3051
- Brisbane**  
 Tuesday 1st March  
 The Greek Club  
 29 Edmonstone St, South Brisbane QLD 4101
- Townsville**  
 Wednesday 2nd March  
 Jupiters Townsville  
 Sir Leslie Thiess Drive  
 Townsville QLD 4810

You could be forgiven for thinking Pharmacy businesses are under attack:

1. Warehouse operators continue to win customers from community pharmacies with aggressive discounting and low price offers.
2. The Government recently legislated a Memorandum of Understanding with Drug Manufacturers which accelerates the current price reduction process flowing from Weighted Average Price Disclosure
3. Pfizer have shifted their supply from the traditional wholesale chain with associated changes to trading term arrangements
4. Wholesalers are changing pharmacy trading terms including a reduction in discounts resulting from the MoU and Pfizer's decision
5. Pharmacy valuations are being impacted while the Banks are changing their lending and covenant requirements

*So how does a traditional community Pharmacy combat the above?  
 Where are the future opportunities and what needs to be done to increase customers, scripts and average retail sale in this environment ?  
 Is Pharmacy ownership still the holy grail for young Pharmacists ? If so under what circumstances ?*

Join Johnston Rorke Partners **Mark Nicholson** and **Norman Thurecht** as they explore the impact of the above changes and consider the requirements for future success in a rapidly changing industry. Also joining Mark and Norman with supporting insight will be Andrew Vidler from Symbion and Westpac Pharmacy lenders from each state.

- Session 1** 5:00 pm to 6:15 pm aimed at young pharmacists focused on entry into ownership and associated issues  
**Session 2** 7:00 pm to 8:30 aimed at Pharmacy owners and managers wanting an independent view on the impact of recent changes and the required building blocks for future success.

Attendees are welcome to attend both sessions. Numbers limited by venue size so please respond early to ensure you place.

Email or fax form to [RWilliams@jr.com.au](mailto:RWilliams@jr.com.au) or 073222 8496 Any enquiries please call 07 3222 8425 or 1300 662 259

**Cost:** \$60 incl GST per attendee **Note:** Attendees must be an owner or employee of a Pharmacy



<b>Tax Invoice</b> (This document will be a tax invoice for GST purposes when you make payment.)												ABN: 84 797 724 539	
<b>Attendance: (Full Name/s and Pharmacy Represented)</b>										<b>Date Attending:</b>			
<b>Payment Method</b> (Bookings confirmed by payment)													
<input type="checkbox"/> EFT to BSB: 084-004, Account: 8239 18293 with key words 'JR Pharmacy Seminar' <input type="checkbox"/> Charge by Credit Card Amex Visa Mastercard Diners													
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