

# WHAT ARE THE BENEFITS OF JOINING THE AMERICAN COLLEGE OF VETERINARY PHARMACISTS?

\* **Membership** There are many benefits of becoming a Fellow of the ACVP. Offering your customers a valuable service, attracting new customers, differentiate your store from chain drugstores and add to your bottom line. However, the educational and networking opportunities are perhaps the greatest. Some of the services and resources available to Fellows are:

- Pharmacist Newsletter
- Pet Owner Newsletter
- Exhibit-quality Displays
- Business Cards and Letters
- Survey Materials to Assess the Medication Needs of Veterinarians
- Veterinarian Newsletter
- Directory of Fellows
- Website
- Nationally Recognized Logo

\* **Training** The ACVP has developed an experiential training program to assist Fellows in creating or enhancing their veterinary pharmacy practice. You will get “hands-on” experience in compounding the following:

- Chewables
- Suspensions
- Ophthalmic Preparations
- Injectables
- Capsules
- Otic preparations
- Tablet Triturates

You will learn the use of flavoring agents, dose concentrations, and sourcing your chemicals, supplies and equipment. Training dates for 2010 have just been announced. A registration form has been enclosed. **Act Now — Classes fill up fast!**

\* **Education** The American College of Veterinary Pharmacists is aware of the demand for quality educational programs in veterinary pharmacy practice. Your educational needs will be met through:

- Conferences
- Continuing Education
- Specialty training programs
- Independent study courses

Major educational themes include:

- Veterinary physiology
- Pharmacology
- Compounding
- Marketing



# WHAT CAN JOINING THE ACVP DO FOR YOUR PHARMACY?

## ACVP FINANCIAL RETURN ON INVESTMENT

### First Year (300 days/year)

Pharmacy	# of Rx	Patient Charge \$40/Rx	Gross Margin \$30/Rx
A	0.5/day	\$6,000	\$4,500
B	1/day	\$12,000	\$9,000
C	2/day	\$24,000	\$18,000

### Second Year (300 days/year)

Pharmacy	# of Rx	Patient Charge \$40/Rx	Gross Margin \$30/Rx
A	1/day	\$12,000	\$9,000
B	2/day	\$24,000	\$18,000
C	3/day	\$48,000	\$36,000

### Third Year (300 days/year)

Pharmacy	# of Rx	Patient Charge \$40/Rx	Gross Margin \$30/Rx
A	2/day	\$24,000	\$18,000
B	4/day	\$48,000	\$36,000
C	8/day	\$96,000	\$72,000

### Fourth Year (300 days/year)

Pharmacy	# of Rx	Patient Charge \$40/Rx	Gross Margin \$30/Rx
A	4/day	\$48,000	\$36,000
B	8/day	\$96,000	\$72,000
C	16/day	\$192,000	\$144,000

### Fifth Year (300 days/year)

Pharmacy	# of Rx	Patient Charge \$40/Rx	Gross Margin \$30/Rx
A	8/day	\$96,000	\$72,000
B	16/day	\$192,000	\$144,000
C	32/day	\$384,000	\$288,000

### Investment in ACVP Over 5 Years

<b>Year 1</b>	<b>\$1,395.00 Join Fee</b>
<b>Year 2</b>	<b>\$500.00 Dues</b>
<b>Year 3</b>	<b>\$500.00 Dues</b>
<b>Year 4</b>	<b>\$500.00 Dues</b>
<b>Year 5</b>	<b>\$500.00 Dues</b>

**Total Investment  
Over a 5 Year Period: \$3,395.00**

To break even on your investment each year @ \$30/Rx — you will need to fill: 22 Total Prescriptions  
 To break even on your investment each month @ \$30/Rx — you will need to fill: 1.9 Total Prescriptions  
 To break even on your investment each week @ \$30/Rx — you will need to fill: 0.4 Total Prescriptions  
 To break even on your investment each day @ \$30/Rx — you will need to fill: 0.07 Total Prescriptions