

# WAY 10

## Take the Headache Out of Pharmacy Transitions With VentureRx From H. D. Smith

Change can be overwhelming, but you don't have to go it alone. Get expert, personalized support for every pharmacy milestone.

**President & CEO:** J. Christopher Smith

Founded: 1954

Employees: 1,000+

Stock Symbol: Privately Held

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### Company Background

VentureRx was formed by H. D. Smith to initiate and fully support the sale, purchase, start-up, and related transition strategies of pharmacies. The program supports transitions for independents, small chains, long-term care facilities, as well as specialty or compounding pharmacies.

For more than 60 years, H. D. Smith has been focused on serving community pharmacies, and this program is another way we are aligning with our customers and supporting their success. Dedicated to both the people and process involved in starting, buying, and selling, VentureRx empowers pharmacy owners to shape the future of their businesses.

The program is led by a knowledgeable industry veteran with more than 30 years of experience who has matched more than 90% of pharmacy sellers with qualified buyers.

### Product Overview

Who will carry on your legacy? How will you find the right buyer? How much is your pharmacy worth? How do you find the right pharmacy to purchase? How will you get financing?

Pharmacy transitions come with tough questions and big decisions.

Whether you're preparing for retirement, opening a brand-new store, or expanding to another location, you need an experienced and trusted partner to guide you through these critical moments in your pharmacy career. VentureRx offers personalized, professional assistance with every step of the process.

### VentureRx Program Benefits

#### ■ Sellers

- *FREE*, Confidential Pharmacy Valuation
- No Brokerage Fees
- Access to a National Network of Independent Pharmacy Buyers
- Strategic Succession Planning and Support
- Individualized Matching with Qualified Buyers

#### ■ Buyers

- *FREE*, In-Depth Consultation to Outline Goals and Timeline
- No Brokerage Fees
- Access to a Leading Portfolio of Independent Pharmacy Sellers
- Customized Deal Structures
- Financing Options Tailored Specifically for Independent Pharmacy

#### ■ Start-Ups

- *FREE* package of essential programs and services to boost success in the first year of business.
  - Marketing
  - Managed Care
  - Store Design and Merchandising
  - Patient Care Support
  - Financing

Your time is needed where it matters most — with your patients and business. So, forget the headache and guesswork, and keep your time where it belongs. Let VentureRx guide you through an easy and seamless pharmacy transition.

### Testimonial

*"Now that the dust has settled and I have had the opportunity to catch my breath, I wanted to send you a note of thanks.*

*Thank you for your diligence in working toward the sale of my pharmacy. After more than 35 years of ownership, it was a difficult process to find a buyer and close the deal. With your coaching, strategy, and persistence we were successful. I am pleased that I was able to sell to another independent owner and keep the concept of my pharmacy operation alive.*

*It has always been a pleasure working with you. I highly recommend H. D. Smith and VentureRx from product sales to the sale of a pharmacy."*

— Ronald L. Petrin, RPh (Retired), Bedford Pharmacy, Bedford, NH

### Trade Shows/Meetings Attended

NCPA Annual Convention, Asembia Specialty Pharmacy Summit, MHA Business Summit

### Ordering Information

Contact us at (603) 773-5116 or visit [www.venture-rx.com](http://www.venture-rx.com) for your *FREE*, no-obligations needs assessment.