



P R E S E N T S

CLIMB

An orange silhouette of a person climbing a vertical bar, which is the letter 'I' in the word 'CLIMB'. The figure is positioned on the left side of the 'I', with its right hand reaching up to the top of the bar and its left hand on the bar. The figure's legs are bent as if in a climbing motion. The word 'CLIMB' is rendered in large, bold, blue, sans-serif capital letters with a slight drop shadow.

CARE | LEAD | INNOVATE | MOTIVATE | BALANCE



Customer Centric CARE

WITH PROBIOTICS



Presented by Solutions Rx Chris Cornelison.

Use a process I call UpSolutioning

-Identify a problem

-Educate a patient about the

“solution”

Probiotic

Standards

More strains better

More units better

Prebiotic

Cold vs not cold

Which strains

Cost

Solutions Rx

Superior Probiotic

7 Strains

30 Billion Units

Yes

COLD

4 Lacto 3 Bifido

\$23.99

3 Markets for Probiotic

1. Antibiotic

2. Depression

3. Diarrhea

**70 % OF ALL
PRESCRIPTIONS ARE
ANTIBIOTICS**

Reasons to Offer Probiotics

- Diarrhea and Yeast infection
- C. Diff
- Replenish immune system

Customer Centric Care

- I believe it decreases recurrent infections
- I believe it lowers hospital readmission

DEPRESSION

1. I actually wrote a White Paper about Depression!
2. COVID-19

Diarrhea

- Probiotics
- IBS
- Travel
- Stomach Virus

Probiotics are PROFITABLE!!!

Store filling 100 NEW rx/day 5 days a week

About 60 opportunities a day

Make 5 sales a day at \$11.50 margin

$\$57.50 \times 25 \text{ days} \times 12 \text{ months} = \$17,250$ with less than 10%

Has to be PROFITABLE!!!

Climb 1: Drug Nutrient Depletion

\$12,000 from 10% opportunity

Climb 2: Probiotic

\$18,000 from 10% opportunity



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