



## Business Coaching success story:

# AndersonRx

AndersonRx was opened by Sherry Borchert in April 2020, as the COVID-19 pandemic was shutting down the country. The pharmacy is located 10 miles south of Redding, California, in a community with a population of 10,000.

### Challenge

Opening a new pharmacy is difficult on its own, but doing so during the height of the COVID-19 pandemic seemed like even more of a challenge. Luckily, Sherry saw this as an opportunity to position her new pharmacy as a destination for patient services. With the help of her *Good Neighbor Pharmacy* business coach, Sherry agreed to begin the process of preparing her pharmacy for vaccine administration and point-of-care testing.

### Solution

Partnering with her business coach, Sherry and her team quickly started to work through the various implementation steps required to administer vaccinations and perform point-of-care tests in the pharmacy, which included applying for a CLIA waiver, obtaining testing equipment and supplies, developing a billing strategy, adjusting workflow, developing a marketing plan, and more.

### Outcome

Within five months of getting started, Sherry and her team administered over 1,000 point-of-care tests and 900 vaccines. The tests generated more than \$110,000 in additional revenue and the vaccines brought in an additional \$73,500. AndersonRx was able to pivot their business successfully to meet the needs of their community, deliver improved health outcomes, and thrive in a challenging environment.

To learn more about becoming a member of *Good Neighbor Pharmacy*, contact [gnp@amerisourcebergen.com](mailto:gnp@amerisourcebergen.com) or visit [www.wearegnp.com](http://www.wearegnp.com).

"I had no idea what an asset my business coach would be in helping me get my business up and running during this trying time. He helped me apply for a CLIA waiver and set up vaccine clinics. I contribute much of my success to my business coach!"

**Sherry Borchert**, Owner, AndersonRx



**\$110,000 in additional revenue from point-of-care testing**



**\$73,500 in additional revenue from vaccinations**

# AmerisourceBergen

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