

# BE HEALTHY STAY HEALTHY

A monthly guide designed to help improve quality of life.

## Flip the Pharmacy Award



JUN 2021

Flip the Pharmacy, a five-year pharmacy transformation program directly supporting over 800 community-based pharmacies and impacting thousands more, announced the winners of its inaugural Flip the Pharmacy Awards. The winner of the Pharmacy of the Year is Norland Avenue Pharmacy!

“Congratulations to Norland Avenue Pharmacy for being selected as this year’s awardee,” announced Randy McDonough, PharmD, MS, BCGP, BCPS, FAPhA, Director of Practice Transformation for the Flip the Pharmacy program. “There were many excellent nominations, but Norland Avenue Pharmacy stood above the others with their commitment to practice transformation. It is a privilege to recognize their efforts.”

Over 500 pharmacies were selected for the first Cohort of the Flip the Pharmacy program, which runs through September 2021. The Pharmacy of the Year Award is given to a participating phar-

macy that makes an exemplary commitment to transforming their practice model and supporting the overall purpose of Flip the Pharmacy.

“We are so excited to win the first-ever Flip the Pharmacy Award! Our pharmacy staff has been working extremely hard to transform to a pharmacy that is truly focused on our patients and their health. This award recognizes that effort. We are extremely blessed by God to be honored with this award,” said Wayne Myers, PharmD, owner of Norland Avenue Pharmacy.

Flip the Pharmacy is a five-



year pharmacy transformation program aiming to re-work the community-based pharmacy practice beyond filling prescriptions and toward an ongoing focus on a patient’s health (or more officially, beyond point-in-time, prescription-level transactional models toward longitudinal and patient-level care processes and value-based models). Using monthly change packages, Flip the Pharmacy coaches work with local pharmacy teams to implement the six key transformation domains with an emphasis on continuing patient care planning with documentation in various eCare plan platforms. The program aims to directly support over 1,000 pharmacies and impact thousands more. To date, over 800 pharmacies are receiving direct coaching and implementation support. To learn more about this award or program, please visit [www.flipthepharmacy.com](http://www.flipthepharmacy.com).

## Do You Know if You are pH Balanced?

Maintaining the correct pH balance in your body is critical to optimizing your overall health and wellbeing. pH balance plays a vital role in the defense against sickness and disease and to increasing health and vitality.

Unfortunately, most of what Americans eat and drink is highly acidic. Choosing high alkaline foods helps increase your body’s pH:

- A pH of zero indicates a high level of acidity.
- A pH of seven is neutral.
- A pH of 14 is the most basic, or alkaline.

Your body lives and dies at a cellular level, and the cells must maintain alkalinity in order to function and stay alive. An acidic state causes lack of oxygen at a cellular level. A pH below seven is

suboptimal providing the perfect environment for bacteria, mold, and viruses to grow. A low or acidic pH also results in the body storing acid in your fat cells resulting in the production of more fat cells. Returning your body to the correct pH level allows your body to lose unwanted fat cells.

To balance your pH and optimize your health, we recommend eating plenty of foods from the alkaline list and limiting the intake of acidic foods. Acidic foods are considered to have a pH below 4.6 and include things like soda, processed foods, sugar, and grains. Alkaline foods include fresh vegetables, forest fruits, beans, lentils, and unsweetened milk or yogurt.

If you are interested in finding out what your pH levels are, you can find a box of 30 test strips for \$14.99 at the phar-

macy. These strips are made for testing urinary or saliva pH and work with a simple color chart.

If you find that you have a high level of acidity, you may want to consider NaturalCare’s Buffer pH (\$33.39, 120 capsules). The ingredients in this homeopathic formula have been shown to naturally help to...

- Reduce acidic build-up and rebalance pH,
- Promote cleansing and repair of tissues, and
- Maintain proper insulin production and use.



Buffer pH helps balance your whole system and supports optimal weight. Take two capsules daily or as needed on an empty stomach until urinary pH balances.

**“It is our attitude at the beginning of a difficult task which, more than anything else, will affect its successful outcome.”**

– William James

## The Best Medicine

Two boys walked into a pharmacy one day, picked out a box of tampons, and proceeded to the checkout counter. The man at the counter asked the older boy, "Son, how old are you?"

"Eight," the boy replied.

The man continued, "Do you know what these are used for?"

The boy replied, "Not exactly, but they aren't for me. They're for him. He's my brother. He's four. We saw on TV that if you use these, you would be able to swim, play tennis and ride a bike. Right now, he can't do none of those."

## With Testosterone, it's All About the Base

We know from experience that hormones are lipophilic and absorbed well topically. Many of our compounded hormone replacement solutions are creams or gels for this reason. However, we have heard that some men are not getting good levels with their compounded testosterone products, and some doctors are frustrated with the results.

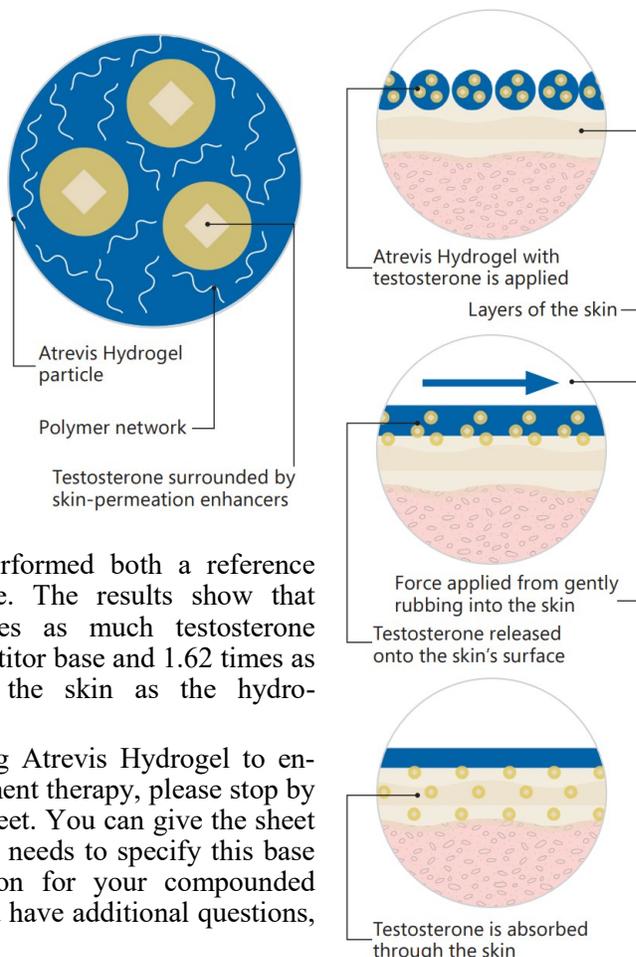
We are pleased to announce that we have a compounding base that has been designed specifically for topical testosterone delivery: Atrevis Hydrogel. The word "Atrevis" comes from a Spanish phrase, *a traves de la piel*, roughly translated as "through the skin." And that is what makes Atrevis useful: it gets through the skin, cleanly, without residue, no crystals, no greasy mess.

Atrevis is alcohol-free which makes it an interesting contrast with the alcohol-based gels. Being alcohol-free eliminates the possibility of skin irritation. There is another element that is also very

important: alcohol evaporates, and when it does, the concentration of the gel can change, varying the dose the patient gets. Atrevis is a water-based gel, with specific penetration enhancers that help drive the testosterone through skin. These skin-permeation enhancers, one of which is patented, improve the solubility and dispersibility of testosterone, making it easier to be absorbed.

The results of independent testing show that Atrevis Hydrogel significantly outperformed both a reference base and a competitor base. The results show that Atrevis delivered 2.73 times as much testosterone through the skin as the competitor base and 1.62 times as much testosterone through the skin as the hydro-alcoholic surfactant solution.

If you are interested in using Atrevis Hydrogel to enhance your hormone replacement therapy, please stop by and ask for an information sheet. You can give the sheet to your practitioner who then needs to specify this base when writing the prescription for your compounded medication. As always, if you have additional questions, please ask.



## Biblical Health Tip

### Desiring Riches can be Harmful to Your Health

Work for mankind was designed and ordained by God, but working to get rich can be harmful to your health. The Bible says ...

*Proverbs 23:4-5* – Do not wear yourself out to get rich; have the wisdom to show restraint. Cast but a glance at riches, and they are gone, for they will surely sprout wings and fly off to the sky like an eagle.

Those who desire to be rich often abuse work in order to gain more and more.

This is what a very rich man (King Solomon) had to say about wealth.

*Ecclesiastes 2:18, 22-23* – I hated all the things I had toiled for under the sun, because I must leave them to the one who comes after me. What does a man get for all the toil and anxious striving with which he labors under the sun? All his days his work is pain and grief; even at night his mind does not rest. This too is meaningless.

If you find yourself working just to acquire more and more, listen to the words of Jesus ...

*Matthew 6:33a* – But seek first his kingdom and his righteousness.



## Featured Non-Profit

A portion of our sales for the month of June will be donated to the...

### Chambersburg Project

The Chambersburg Project is a one week missions project held each July where area youth renovate and repair homes for residents of Franklin County. For more information visit [chambersburgproject.com](http://chambersburgproject.com).

## Meet the Team: Robin Dillow

Robin has been with the pharmacy since day one! Over the past 20 years, she has served in many roles. Today, Robin serves as the lead technician in our state-of-the-art Accredited compounding lab. She does amazing work creating customized medications for our patients and their pets. In her free time, Robin enjoys riding with her motorcycle club and spending time with her grandchildren. If you didn't already know, she is Wayne's sister.



## FREE Blending Class: The Power of Herbs

Essential oils specialist, Sharon Smith, is excited to present this free blending class on four great essential oils: Basil, Marjoram, Oregano, and Thyme. Sharon will demonstrate how to make useful blends, and attendees will receive a booklet containing information and recipes for each of the oils. Sharon will also be giving away the blends she makes during the class.

We are committed to getting back to teaching you through our free classes and taking the precautions necessary to keep everyone safe while we do so. We have



secured a large conference room just upstairs from the pharmacy. With social distancing guidelines, the room will fit 12 attendees. In order to allow as many people as possible to attend, we will be offering

the class at four different times throughout the day.

### TUESDAY, JUNE 22ND

- 1:00pm
- 3:00pm
- 5:00pm
- 7:00pm

***When reserving your spot, please be sure to tell us what time slot you are interested in!***

Seating is available on a first come, first served basis. Masks are required to enter the building. In order to reserve your spot, give us a call at (717) 217-6790 or visit [www.norlandrx.com/events](http://www.norlandrx.com/events). ***Be sure to let us know which time slot you would like to attend.***

When you arrive on the day of the event, look for signs directing you to the room upstairs, or stop by the pharmacy and one of our team members will be happy to help.

**To save your spot, call (717)217-6790 or visit [NorlandRx.com/events](http://NorlandRx.com/events).**

## Recognizing our Seniors

We are very fortunate to have had two dedicated high school seniors who have been part of our team for the past few years. We would like to take a minute to acknowledge their contributions and to wish them well on their future endeavors.

Samuel Ramos joined our team in 2020. He lives in Chambersburg and is graduating this year from Shalom Christian Academy. Sam was a member of the school's cross country team and participated in their fine arts/drama programs. Sam started out working in Customer Care at the registers and more recently trained as a pharmacy technician filling prescriptions. In addition to graduating from Shalom, he also recently graduated from the 4.12 Leadership Training program at Camp Joy El in Greencastle. He has been a joy to work with and will be greatly missed when he leaves for college. Sam plans to attend Messiah University in Mechanicsburg, PA, majoring in Business Accounting.



Luke Myers is also graduating from Shalom Christian Academy. Like Sam, he recently graduated from the 4.12 Leadership Training program at Camp Joy El. In addition to his time at the pharmacy, Luke worked as a

lifeguard and as the camp store manager at Joy El. Luke played on both the soccer and baseball teams at Shalom and is leaving in June for the Air Force Academy. Since his parents own the pharmacy, Luke may not have had much of a choice in working here, but you would never know it by his attitude. Luke has worked in Customer Care and also as a delivery driver.

Sam and Luke each played a big role in helping the pharmacy serve patients during the COVID shutdown in the spring of 2020. We are sad to see them go, but excited for what God has planned for these exceptional young men in the future. Please join us in congratulating them on their graduation and in wishing them well on their next adventure.

# CUSTOMER APPRECIATION EVENT JUNE 14-18

20% OFF ALL GIFTS, VITAMINS,  
SUPPLEMENTS, ESSENTIAL  
OILS, & CBD PRODUCTS

DOUBLE REWARDS POINTS  
DAILY DOOR PRIZES

We appreciate  
your business!



## Mark Your Calendar

June 14-18 Customer Appreciation Week  
June 22 FREE Blending Class (pg 3)

*COVID vaccinations are available Mondays through Fridays from 9am-6pm and Saturdays from 8:30am-12:30pm. Pfizer and Johnson & Johnson are available every day. Moderna is available on Wednesdays and Fridays.*

## Norland Avenue Pharmacy LLC

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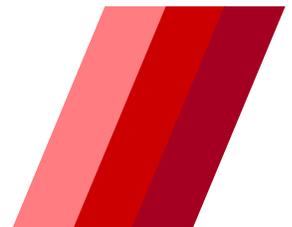


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- Colossians 4:5

*“Be wise in the way you act toward outsiders; make the most of every opportunity.”*



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