



Relentless Focus: Spotlight on APRx Pharmacy Business Consultant, Marc Johnson



Relentless Focus is about the discipline, drive, and daily habits that define who we are both inside and outside of work. In this edition, we highlight Marc Johnson, whose consistency, gratitude, and commitment to growth inspire everyone around him. Whether he's up before sunrise training for the day ahead or connecting with members across the region, Marc brings intensity and heart to everything he does.

Get to Know Marc

Exclusive Insights from Experts and Peers Now Streaming on YouTube



YouTube

Missed a *Beyond the Fill* webinar? You can now watch full recordings anytime on the [American Pharmacies YouTube channel](#) — your go-to hub for pharmacy insights and real-world strategies from industry experts and your peers.

Explore timely topics that help you grow and strengthen your business, including:

- **Diversifying Revenue in the Era of One Big Beautiful Bill**
- **A Pharmacy Odyssey: The IRA & LTC@H Pharmacy**
- **The Provider Pathway: Unlock Reimbursements for Clinical Care**

- **Filing Successful Reimbursement Appeals with PBMs in Oklahoma**
- **Introducing Your 2026 Benefits Solution: What You Need to Know**

Plus, don't miss exclusive video coverage from **APEX 2025** and the **2025 APRx Leadership Meeting**, featuring interviews with **President Laird Leavoy**, APRx staff, and **your peers** across the independent pharmacy network.

Subscribe to the American Pharmacies YouTube channel, give your favorite videos a thumbs-up, and turn on notifications so you never miss new content designed to inform, empower, and connect independent pharmacy owners.

Watch Now

Warning: Be Careful to Purchase Diabetic Test Strips Only From Authorized Distributors



Diabetic test strip manufacturers routinely monitor pharmacy purchase history to ensure purchases only from their authorized distributors. For example, diabetic test strip maker, LifeScan, has engaged a law firm to send **demand letters to pharmacies accusing them of failing to purchase test strips only from its authorized distributors**. In addition to threatening to inform PBMs of the accusation (which may lead to the pharmacy's termination from the network), the law firm has also demanded tens of thousands of dollars. Note that some PBM contracts require dispensing only diabetic test strips from the maker's authorized distributors. **To avoid these accusations, when purchasing diabetic test strips make sure to utilize only the manufacturer's authorized distributors.** For LifeScan, the authorized distributor list can be found here: <https://www.lifescan.com/transparency>

Your 2026 Benefits Solution: What You Need to Know (Encore Session)



Attend Our Nov 6 Webinar to Learn More!

Register Now

Thursday, November 6, 2025

12 PM Central (1 PM EST | 11 AM MST | 10 AM PST)



We're hosting a repeat session of our 2026 benefits solution webinar to accommodate pharmacies in MST and PST time zones or those who missed the first session.

This session will cover everything you need to know to secure insurance benefits for your pharmacy or transition smoothly from the MEWA program, including:

- Plan options for 2026
- Enrollment guidance for you and your employees
- Ongoing support to ensure a smooth transition
- Next steps to ensure your pharmacy is covered before the end of the year

Discover Your Potential Savings and Key Deadlines.

[Learn More](#)

Access Elevate's 2026 Med D Webinar & Digital Kit Today

Elevate Provider Network



Now on demand: Elevate's Medicare Part D 2026 open enrollment webinar

Hosted by Elevate Provider Network managed care experts, registration is required to access the recording.

Elevate's 2026 Med D Open Enrollment overview webinar provides 2026 Med D contract details. Plus, they discuss the resources provided that help you connect with, retain, and attract patients. This Medicare Part D webinar is exclusively for Elevate Provider Network members.

[Watch Now](#)

Elevate's Medicare Part D digital kit is now available

Elevate's 2026 Medicare Part D Digital Kit will help you start the conversation about plan selection with your Med D patients during this important time of year. You can access the Elevate 2026 Medicare Part D Digital Kit in the Solutions Portal.

Good Neighbor Pharmacy stores can access additional branded marketing materials on [Brand Central Station](#). Go to the "Marketing Materials" folder and then to the "Medicare Part D" folder.

[View the Digital Kit](#)

Social Media: Member, Staff & Industry News in the Spotlight



Pharmacist Hayden Vogler, member of the APRx Next Generation Council, visited American Pharmacies members in Michigan

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APRx Immediate Past Board Chairman Joe Ochoa celebrates 50 years in the pharmacy profession

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Living Every Second: Spotlight on APRx SVP of Sales, Ryan Gevara

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