The DrugSmith is The Monthly Newsletter of The Smith Drug Company
A Division of J M Smith Corporation
Spartanburg, SC • Paragould, AR • Valdosta, GA

SEPTEMBER IS:
NATIONAL CHOLESTEROL EDUCATION MONTH
Educate your customers on what they can do to lower the bad, and maintain the good!

in this issue:
Allergy Treatment
Adherence & Med Synch Information
So Much More!

2016 CE, GIFT & TRADE SHOW HIGHLIGHTS!
After 19 years of service with Smith Drug Company plus 21 years with other companies & distributors in the industry, Rick Simerly retired at the end of August. When Rick came to SDC in October, 1997 there were a total of 10 sales representatives covering the two Carolinas, Georgia and Tennessee. With his sales acumen, experience, and knowledge of the industry, Smith Drug Company's growth was explosive shortly after coming on board.

He hit the pavement hard making connections and putting a plan of action together to expand the SDC footprint on the map, while also working tirelessly to increase the company's volume. At the time of his retirement, Smith's sales representatives, or Pharmacy Business Consultants are approaching 40 in number with customers stretching across 23 states plus Washington, DC and the US Virgin Islands. Rick has seen the industry's transformation over the 40-year timespan become a completely different business model not only for the customers Smith services, but for distributors as well. He has built a sterling reputation in the industry of working endless hours towards increasing sales, building relationships, and giving the best possible service to his customers. His relationships are not only tied to business, but have gone beyond by making many longtime, personal friendships over the years.

"It's been an honor to be part of a great industry and the many opportunities that it has given me and my family, but it's been extraordinary to be a part of a great company, such as Smith Drug Company. While I consider it to be an extended family, I'm very close to my brothers and unfortunately I have a couple whose health has been declining. I feel that they need me now more than ever. While it's hard to retire from a job that I dearly love, I do look forward to being available to help with them and put some of my energies and time back into the community that I was raised in as a young boy," Rick shared.

Rick will be dearly missed by those that he has worked with for so long; co-workers that would be instantly cheered up by his zany and gregarious personality. While Rick brightened our smiles, he also warmed our hearts. His unselfish nature and willingness to help others showed everyone he encountered how wonderful the personal rewards are when you reach out to others less fortunate than yourself. We, at Smith Drug Company, wish a happy, relaxing, and enjoyable retirement to Rick Simerly. To his loving wife, Teresa, we hope you enjoy the additional time you and Rick will get to spend together....and we wish you much patience! Make sure to have the 'Honey-Do' list ready to bestow upon him on September 1st. Rick, your limitless contributions shaped the industry, Smith, and made for one amazing ride. We hope your new ride into life will be just as thrilling and exciting. Whether it’s making new memories with new friends or reminiscing about good times with friends of old...you deserve nothing less than happiness, health, and the opportunity to enjoy each day as you choose.

Take care and enjoy!

Rick Simerly Retires
After 19 Years of Service
Tom's of Maine was founded with the belief that “both human beings and nature have inherent worth and deserve our respect.” That’s why caring for the environment is something we’ve focused on since 1970. This value comes to life in the way we select ingredients, our manufacturing practices at our Sanford, Maine plant, and the packaging we use.

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Good allergy treatment is based on your medical history, the results of your allergy tests and how severe your symptoms are. It can include three treatment types: avoiding allergens, medicine options and/or immunotherapy (allergens given as a shot or placed under the tongue).

How Do I Avoid Allergens?

The best way to prevent allergy symptoms and limit your need for allergy medicine is to avoid your allergens as much as possible. This includes removing the source of allergens from your home and other places you spend time. You can also reduce your symptoms to airborne allergens by washing out your nose daily. You can do this by using a nasal saline rinse using a squeeze bottle or a Neti pot.

What Medicines Can I Take for Allergies?

Some people don’t take allergy medicines because they don’t think their symptoms are serious. They may say, “It’s only my allergies.” This can result in painful problems such as sinus or ear infections. Don’t take the risk. There are many safe prescription and over-the-counter medicines to relieve allergy symptoms. Here is a short list of allergy medicines:

- Nasal corticosteroids are nose sprays. They reduce swelling. Swelling causes a stuffy, runny and itchy nose. They are the most effective medicines for nasal allergies.

- Antihistamines block histamine, a trigger of allergic swelling. They can calm sneezing, itching, runny nose and hives. They come in pills, liquids, melting tablets or nose sprays. These treat seasonal and indoor allergies.

- Mast cell stabilizers keep your body from releasing histamine. This can help with itchy, watery eyes or an itchy, runny nose. They are available as eye drops or nose sprays.

- Decongestants reduce stuffiness by shrinking swollen membranes in the nose. But be careful. Using these sprays more than three days in a row may cause the swelling and stuffiness in your nose to get worse. This can happen even after you stop using the medicine. This reaction is a rebound reaction.

- Corticosteroid creams or ointments relieve itchiness and stop the spread of rashes. See your doctor if your rash does not go away after using this cream for a week. Corticosteroids are not the same as anabolic steroids used illegally by some athletes to build muscles.

- Oral corticosteroids may be prescribed to reduce swelling and stop severe allergic reactions. These medicines can cause serious side effects. Expect your doctor to carefully monitor you while taking it. Oral corticosteroids are not the same as anabolic steroids used illegally by some athletes to build muscles.

- Epinephrine (ep-uh-NEF-rin) comes in a pre-measured and self-injectable device. It is the most important medicine to give during a life-threatening anaphylaxis (severe allergic reaction). To work, you must get an epinephrine shot within minutes of the first sign of serious allergic reaction. It treats life-threatening allergic reactions to food, stinging insects, latex and drugs/medicines.
Allergic Emergencies

If you think you are having anaphylaxis, use your self injectable epinephrine and call 911.

Do not delay. Do not take antihistamines in place of epinephrine. Epinephrine is the most effective treatment for anaphylaxis.

Some over-the-counter cold medicines are a blend of different medicines. Many include aspirin or other NSAID. Aspirin can cause asthma attacks in some people. If you have asthma, talk to your doctor before taking over-the-counter allergy or cold medicines.

New prescription and over-the-counter medicines are approved from time to time. Be sure to discuss all of your medicines with your doctor.

What Immunotherapy Treatments Are Available?

Immunotherapy is a treatment option for some allergy patients. There are two common types of immunotherapy. They are allergy shots and sublingual immunotherapy (SLIT).

Allergy shots involve giving injections of allergens in an increasing dose over time. The patient becomes progressively less sensitive to that allergen. Allergy shots can work well for some people with allergies to pollen, pets, dust, bees or other stinging insects, as well as asthma. Allergy shots do not usually work well for allergies to food, medicines, feathers, or for hives or eczema.

SLIT is another way to treat certain allergies without injections. Allergists give patients small doses of an allergen under the tongue. This exposure improves tolerance to the substance and reduces symptoms. SLIT is fairly safe and effective for the treatment of nasal allergies and asthma. SLIT tablets are currently available for grass and ragweed. Talk to your allergist if you want to learn more about SLIT.

Researchers are studying possible treatments for certain food allergies. These include oral immunotherapy (OIT), SLIT and other methods. These studies are still experiments. They are not proven treatments. The studies are testing the safety and effectiveness of these treatments. Before a patient enrolls in these types of studies, they should talk to an allergist about the risks and benefits.

Reference: Asthma and Allergy Foundation of America
www.aafa.org/page/allergy-treatmens.aspx
Introducing our shortest needles available for ultimate comfort

31 Gauge x 1/4 inch (6mm) Insulin Syringe Needles

Insulin Syringes

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available at:

Smith Drug Company

Please order electronically.
Fax: 1-800-572-1216
Smith Drug Company recently completed their 12th Annual CE, Gift & Trade Show in historic, Savannah, GA. The steamy Savannah weather wasn’t the only thing sizzling, as the SDC team and vendors got their customers fired up! Smith Drug Company provided the perfect forum for customers to take advantage of many leading industry opportunities by unveiling new pharmacy solutions and marketing campaigns, plus some of the most relevant pharmacy topics were presented as Continuing Education. In addition, the trade show floor showcased over 120 vendors with a broad spectrum of products, programs and services.

With an election year upon us, the theme, Moving Forward: Campaign 2016, highlighted Smith’s innovative solutions to move customers and their pharmacies into the future. The show featured campaign slogans, such as ‘Vote Smith’, as well as, patriotic décor which resonated strongly with the attendees.

While Smith Drug Company, also referred to as SDC, is known for tradition, it is quickly gaining a reputation for industry trendsetting. Emerging with a fresh, modern look and appeal, SDC understands the values of the past but also recognizes the importance and responsibility of moving the independent pharmacy into the future.

Senior management presided over the show, giving customers the chance to interact with the leading experts in the industry. President Jeff Foreman, RPh welcomed the attendees, briefly addressing the customers with the many opportunities for today’s pharmacies. An open panel discussion, led by SDC’s Larry Kobiska, RPh, PharmD, on the 5 Star Rating System and how it affects current pharmacy practices was well received. Experts within this field included on the panel were Creative Pharmacist, David Pope, PharmD; Prescribed Wellness, Mindy Smith, BS Pharm, RPh; PQS Zac Renfro, PharmD and Ateb’s Mike Cantrell, RPh and Juris Doctor. Ela Lourido, M.B.A., from SDC’s partner, Diplomat, presented a CE course on Specialty Pharmacy and afterwards shared her expertise and thoughts on the fastest growing segment of pharmacy and its future. SDC’s Brian Purscell, RPh and Senior VP of Pharmacy Solutions, delivered a presentation on SDC’s programs and solutions that are now available and how SDC can assist with the new processes and procedures for a better workflow that are necessary in today’s pharmacy practice.

An SDC event wouldn’t be complete without the breaking of bread with friends. Delicious dinners along with entertainment and camaraderie was shared and enjoyed by both customers and vendors.

The show wrapped up on a note of anticipation and excitement as the Gaylord Resort and Opryland in Nashville, TN was announced as the 2017 trade show location. So, please save the dates July 21st – 23rd, 2017 and plan to join us in the country music capital where Doc Smith’s Traveling Medicine Show and Wandering Merchants will reveal their marvelous potions of programs and services that will cure all of their pharmacy needs.

A sincere thank you to all of the customers and vendors that attended and supported another successful SDC event.

Smith Drug Company is a division of the JM Smith Corporation based in Spartanburg, SC servicing independent pharmacies and Long Term Care facilities. Smith Drug Company has 3 distribution centers located in Spartanburg, SC; Paragould, AR; and Valdosta, GA. The company has been in business since 1944 under the leadership of pharmacists, with Jeff Foreman, RPh serving as current president of this division.
PHOTOGRAPHIC MEMORIES:

Entrance to the Trade Show Floor

eMedia & Infinity Booth, featuring HealthWise branded signage

“Breakfast with Kobiska”
Pictured from L to R: Larry Kobiska (RPh, PharmD with Smith Drug Company), Mindy Smith (BS Pharm, RPh with Prescribed Wellness), Zac Renfro (PharmD with PQS), David Pope (PharmD with Creative Pharmacist), and Mike Cantrell (RPh with Ateb).

National Vitamin Company Booth

Basic Vitamin Booth

Savannah Bee Booth
Brian Purscell, RPh, SVP of Pharmacy Solutions holds a Lunch & Learn on all of the new Healthwise Solutions available to our customers.

Customers young and younger enjoy the Smith Drug Customer Appreciation Dinner with music provided by Java.

Kaushik Kotecha, RPh, VP of Compliance and External Risk Management, presents a CE Class on "Gate Keeper of Drugs - The Laws."

Mark and Barbara West enjoying the live music after the Customer Dinner

Jeff Foreman, RPh, President of Smith Drug Company, showcases another of his many talents!

PHOTOGRAPHIC MEMORIES:
FEELING FOGGY?

Prevagen®
Clearer Thinking

REGULAR STRENGTH
Dietary Supplement
30 Capsules

PREVAGEN REG STR CAPS 10MG 1X30 CP

PREVAGEN XST STR CAPS 20MG 1X30 CP

Improving Adherence:
Patients like and want medication synchronization (when they know about it)

Non-Adherence: (many): Not taking medications as prescribed

Non-adherent Behaviors**
1 in 2 missed a dose
1 in 3 forgot if they took the med
1 in 4 didn’t get refill on time
1 in 4 didn’t start a new Rx on time

$290 billion
2014 National Report Cost on Adherence-B

COMMUNITY PHARMACISTS OFFER A SOLUTION

Medication Synchronization (Med Sync):
All Of A Patient’s Medications Refilled At Once

DAY 1
Enrollment Patient opts-in to program

DAY 20-23
Check-in call from pharmacy (make sure there are no Rx changes)

DAY 28-29
Rx Pick Up Reminder

DAY 30
Appointment Date Rx Pick-Up and option for call with pharmacist

Benefits to patient

83% of those in a med sync program feel it helps in managing their prescriptions

yet...

3 in 4 who have trouble managing their Rx are NOT enrolled in a program

and...

40% are unaware of med sync program

but...

After an explanation, FIFTY PERCENT are interested in med sync

74% say med sync is helpful in improving their overall adherence

89% Synchronized Medications
67% Non-Synchronization Medications
% of the patients’ Rx’s that are adhered to

88% Enrolled in med sync
78% Not in med sync

PATIENTS IN A MED SYNC PROGRAM ARE 32% MORE ADHERENT**

References:
**“Threading Outside The Pillbox: A System-Wide Approach to Improving Patient Adherence to Chronic Therapies,” NACB, 2000
** Based on a 2016 survey of 1,012 America’s 40 years and older on chronic medications. The National Community Pharmacists Association, “National Adherence Survey: The Provider and Perceptions of Medication Synchronization,” For full report, visit www.ncpa.org/research
Community Pharmacies Forming an Adherence Network

86% of America’s total health care spend is on chronic disease¹, yet...

Only 1 in 2 take their medications appropriately.²

Pharmacists are helping through Medication Synchronization (med sync) programs.

Pharmacies came together to form a “virtual network” of independent pharmacies offering med sync.³

Key facts:
- Year-long retrospective cohort study
- 13 pharmacy management systems involved
- Over 8,000 patients enrolled
- Med sync technology provided by PrescribeWellness

Objective: Measure the collective impact of med sync on medication adherence and persistence rates across a network of independent pharmacies.

Key findings:
- Med sync patients are over 2.5 times more likely to be adherent to medications.
- Med sync patients were 21% less likely to discontinue drug therapy.
- Adherence is significantly greater for med sync patients.

Why this matters:
- Med sync, incorporating a patient’s community pharmacist, can significantly improve patient adherence and persistence.
- Medication adherence improves health outcomes and decreases total healthcare costs.
- As healthcare moves to more value-based payment systems and CMS enhances the MTM program within Medicare Part D, our ability to demonstrate community pharmacists’ impact on quality care couldn’t be more timely.
- Innately different community pharmacies can come together to form a virtual adherence network by utilizing a common technology to standardize the delivery of med sync.

Download the full report at www.ncpanet.org/medsync

If you’re missing this pre-book flyer when it shows up in your totes, you’re missing out on really amazing savings (whether you’re a part of the Healthwise Pharmacy Circular Program... or not).

The HealthWise Pharmacy pricing PreBook goes out each month in the totes, and we encourage you to take a look at the savings you could enjoy at your pharmacy! The savings increase with participation in the HealthWise Pharmacy circular program.

We strongly encourage you to take a look at this flyer each month and join in the HealthWise Pharmacy marketing opportunity.

For more information on how you can get involved, contact Ken Wilson at 864.582.1216 Ext. 1207 or via email: kwilson@smithdrug.com.
Looking for a reason to attend the NCPA Annual Convention? How about eight?

From education to networking to fun on the town, the possibilities are endless—but only if you’re here!

www.ncpanet.org/convention

1. It’s about who you meet.
   Develop lasting relationships with your peers and generate new ideas to grow your business.
   
   Phone: (703) 683-8200
   Email: info@ncpanet.org

2. Didn’t learn that in pharmacy school? With 25+ educational programs on topics ranging from accounting to technology, we can help you run a successful business.

3. Speakers who are pharmacy owners just like you. They’ve been there, done that, and learned valuable insights along the way—and want to share them with you.

4. Win-win partnerships with companies and vendors who succeed if YOU succeed. They can help you boost your profits.

5. Peer-tested solutions and niches that will enhance profits, reduce costs, and bring new patients into your pharmacy—and not just for scripts.

6. What you need to know to stay ahead of the new health care trends affecting community pharmacy—and how you can prepare your business.

7. Special deals on products and services for community pharmacies that you can only get at the show.

8. New Orleans! Unique food, music, history, and culture. Need we say more? Laissez les bons temps rouler!

SAVE $75 USING CODE BUY75
Too much cholesterol in the blood is one of the main risk factors for heart disease and stroke—two leading causes of death in the United States. One way to prevent these diseases is to detect high cholesterol and treat it when it is found.

What is cholesterol?

Cholesterol is a waxy, fat-like substance that your body needs. But when you have too much in your blood, it can build up on the walls of your arteries and form blockages. This can lead to heart disease, heart attack, and stroke.

There are two kinds of cholesterol: high-density lipoprotein (HDL) and low-density lipoprotein (LDL). HDL is also called “good” cholesterol. LDL is called “bad” cholesterol. When we talk about high cholesterol, we are talking about “bad” LDL cholesterol. Seventy-one million American adults have high cholesterol, but only one-third of them have the condition under control. September is National Cholesterol Education Month—a good time to resolve to get your cholesterol screened.

What role does screening play?

Screening is the key to detecting high cholesterol. Because high cholesterol does not have symptoms, many people do not know that their cholesterol is too high. Your doctor can do a simple blood test to check your cholesterol level. The National Cholesterol Education Program recommends that adults aged 20 years or older have their cholesterol checked every 5 years.

You may need to have your cholesterol checked more often if any of the following statements applies to you:

• Your total cholesterol is 200 mg/dL or higher.
• You are a man older than age 45 or a woman older than age 50.
• Your HDL cholesterol is lower than 40 mg/dL.
• You have other risk factors for heart disease and stroke.

Although the number of people who said they were screened for cholesterol within the previous 5 years increased from 73% to 76% from 2005-2009, only a handful of states have met the 82% Healthy People 2020 objective, and disparities in getting screened persist.
Make therapeutic lifestyle changes by:

- Eating a healthy diet.
- Avoid saturated fats and trans fats, which tend to raise cholesterol levels. Other types of fats, such as polyunsaturated fats, can actually lower blood cholesterol levels. Eating fiber also can help lower cholesterol.
- Exercising regularly. Physical activity can help lower cholesterol. The Surgeon General recommends that adults engage in moderate-intensity exercise for 2 hours and 30 minutes every week.
- Maintaining a healthy weight. Being overweight or obese can raise your cholesterol levels. Losing weight can help lower your cholesterol.
- Not smoking. If you smoke, quit as soon as possible. Be sure to follow your doctor’s instructions and stay on your medications, if prescribed, to control your cholesterol.

A variety of community and clinical activities address screening and treatment for high cholesterol:

The Million Hearts® initiative is a national effort to prevent 1 million heart attacks and strokes in the United States by 2017, by bringing together communities, health systems, nonprofit organizations, federal agencies, and private sector partners. Million Hearts focuses on (1) Improving the "ABCS" of cardiovascular health—Aspirin when appropriate, Blood pressure control, Cholesterol management, and Smoking cessation; and (2) Empowering Americans to make healthy choices such as preventing or quitting tobacco use and reducing salt (sodium) and trans fat consumption. All states and the District of Columbia are now funded to address heart disease and stroke prevention, with 32 receiving additional funding to enhance their program and reach more people. This includes increasing quality improvement efforts in health systems, such as using health information technology and team-based care as well as community-clinical linkage to support self-management outside of clinical settings, along with health extenders such as community pharmacists and community health workers.

CDC’s National Heart Disease and Stroke Prevention program supports states implementing evidence-based practices in community and clinical settings, specifically highlighting cholesterol control within communities.

The National Cholesterol Education Program provides evidence-based resources and recommendations to health care providers, and new guidelines for cholesterol are in development. For more information about cholesterol and how you can prevent high cholesterol or keep it in check, see “Your Guide to Lowering Your Cholesterol with TLC” from the National Heart, Lung, and Blood Institute.  

Sources:

The Smith Drug Company
Continuing Education, Gift & Trade Show
Friday, July 21 - Sunday, July 23, 2017
Gaylord Resort at Opryland • Nashville, TN