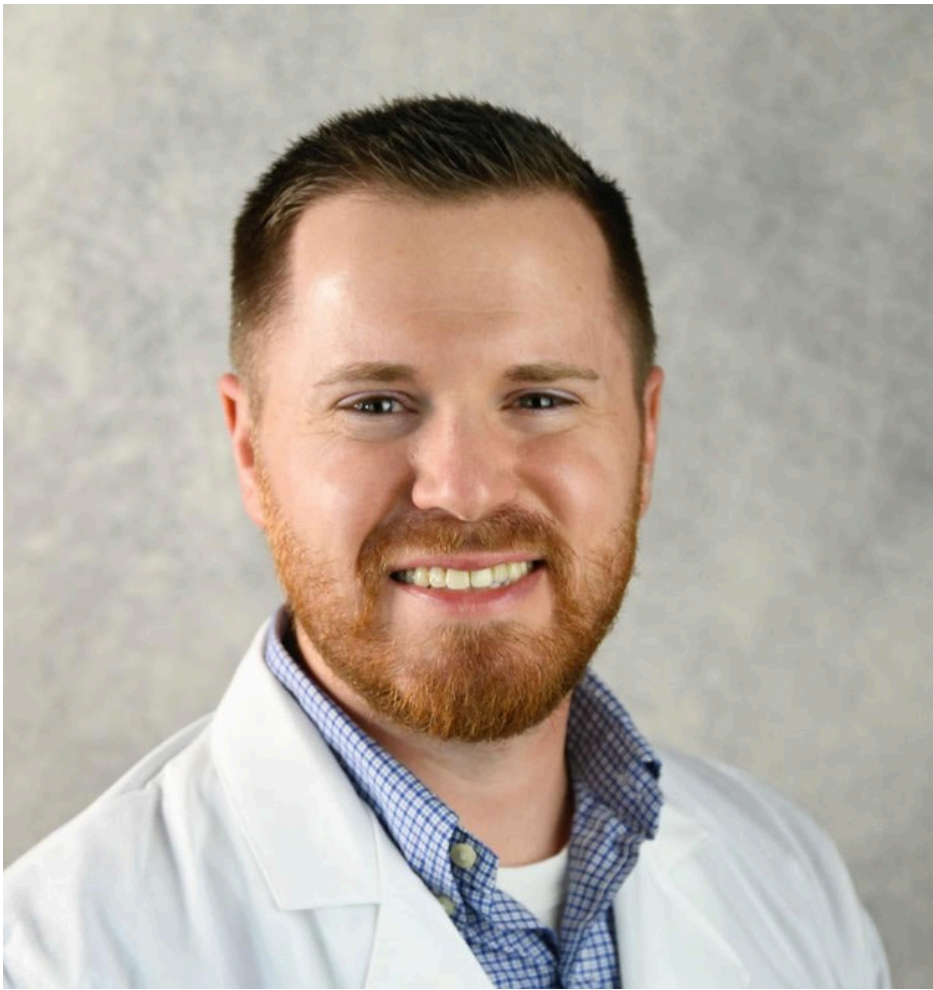


THE CONSULTANT PHARMACIST PLAYBOOK: FREE GUIDE



www.greggconsultingrx.com



Pharmacy consulting has opened a lot of doors for me—and it can do the same for you. Whether you're looking to build something on the side or just explore a new direction, this guide is here to help you get going. I'll walk you through how I got started, what's worked, and what you need to know if you're serious about this path.

WELCOME



WHAT IS PHARMACY CONSULTING?

- I got started in 2019 when a pharmacist who was already consulting for a few sites was retiring. He was looking for someone to take over and we formed a business and got to work. Since then, we've expanded well beyond that to multiple different business models. I want to share a bit how we do it and hopefully be a resource to you in the future.
- There are several ways consultants can help facilities in SC, and we are a unique state in that we offer multiple types of pharmacy permits, each with slightly different requirements. I am most experienced with Non-Dispensing Drug Outlet Permits or NDDOPs.
- Pharmacy consultants for NDDOPs help places that store and/or administer prescription medications stay compliant with state laws. You're not dispensing meds—you're reviewing practices, checking logs, and making sure they're doing things the right way.
- And you'd be very surprised with the number of places that require these permits:
 - Primary care clinics
 - Occupational health
 - Med spas
 - Surgery centers
 - And more!
- In SC, almost every facility that stores and/or administers prescription meds needs to have a consultant pharmacist on record per section 40-43-86 of the SC Pharmacy Practice Act. If they don't have one, they're out of compliance and at risk of being fined or shut down.



WHO IS THIS FOR?

If you're a licensed pharmacist in SC, you can be a consultant. You don't need to be an expert in every regulation. You just need to:

- Know the basics of proper storage and recordkeeping
- Be comfortable asking questions and giving direction
- Keep good documentation and follow through

Consulting works well as:

- A side gig if you already have a full-time job
- A part-time business for flexibility
- Or something you do under a larger company (like mine) if you don't want to go solo

The truth is, as much as I would like to consult for every facility in SC, there are simply too many. Which is why I made this resource and offer paid services as well to help jumpstart others!

- One of the main issues I hear about are consultants who don't know how to write proper policies and procedures, which will frustrate the Board of Pharmacy.
- There is also a need for good consultants who do their inspections each month and keep proper documentation.



START

HOW TO GET STARTED

Here's a basic roadmap you can follow to get going. It's not fancy, but it's how I started.

- 1. Decide how you want to work**
 - Start your own LLC (with help of a CPA if needed), or
 - Work under an existing company like Gregg Consulting
- 2. Get liability insurance**
 - You'll want coverage. HPSO is a common option for pharmacists
- 3. Pick a niche or focus**
 - Occupational health, primary care, surgery centers, med spas
 - They are all similar as far as medication storage parameters, but require much different P&P and slight adjustments if they store controlled meds or need chart reviews
- 4. Learn the law**
 - Bookmark section 40-43-86 of the SC Pharmacy Practice Act and get familiar with consultant responsibilities
 - Get familiar with the SC BOP website and how to navigate it
- 5. Build some simple tools**
 - A monthly log sheet and a first-visit checklist are good places to start (I've included examples in this guide)
- 6. Reach out to a potential lead**
 - Look for places around your area that may qualify.
 - Don't be afraid to call and ask. Many sites are compliant but some have no idea.
 - Have a written script to help guide the conversation of why you're calling, what the law says and how you can help.



FREE SAMPLES

Attached with this free preview are some basic versions of what I use. You're welcome to tweak them or build from here.

- 1. Sample inspection form**
- 2. Policies and Procedures Layout**
- 3. Med Logs**
- 4. Refrigerator Logs**
- 5. Expired Med Logs**

First Visit Checklist

Good questions to ask:










- 1. Are any controlled substances stored onsite?**
- 2. Do you keep injectables or refrigerated meds?**
- 3. Are meds stored anywhere else besides where you've shown me?**
- 4. Are logs being maintained regularly?**
- 5. Has the facility been inspected by the BOP before?**

These questions help guide the conversation and give you a feel for what the facility needs help with.



NEXT STEP

You've got the guide. Now decide how you want to move forward.

 DIY (Free)	 Playbook (Paid)	 Partner (Team Up)
Use this guide, adapt the tools, and start building your consulting work on your own. If you're motivated and like figuring things out, this may be all you need.	Want help setting everything up? The Playbook is a step-by-step system based on what's worked for me. You get advanced templates, walkthroughs, training, and 3 months of direct support.	Don't want to run your own business? If you bring leads, you can work under Gregg Consulting. We'll do the setup, handle the backend, and you focus on consulting. It's a great way to get started fast without doing it all yourself.
<ul style="list-style-type: none">✅ Free download (what you're reading now)✅ Start slow, test the waters✅ No cost, no pressure	<ul style="list-style-type: none"> One-time payment or split into 3 monthly payments All templates + logs + client onboarding docs Access to Q&A and help when you're stuck	<ul style="list-style-type: none"> No startup cost if you bring your own clients We handle forms, SOPs, and compliance You just show up and consult



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No pressure. But if you're serious about turning this into something real, I'd love to help.

Thank You