

**PHARMACY:** Owner, O'Reilly Family Pharmacy, Worthington, Ohio

**AGE:** 32

**FAMILY:** Husband, Brendan; Three children, Clare, 2; Isaac, 1; and Henry, 10 weeks.

**EDUCATION:** PharmD, Ohio Northern University Raabe School of Pharmacy, 2012.

**HER SURVIVAL SECRET:** With three children under 3 and a pharmacy to run, how does Aimee keep going? "Right now," she says, "it's a lot of caffeine."

**INDEPENDENT ALL THE WAY:** Independent community pharmacy captured Aimee's heart early on. She attended Ohio Northern with the idea of a combination law-pharmacy course of study, but pharmacy won out. "Pharmacy is about service to your community and to your patients," she says. "I liked that." After graduation she worked for the Ohio Pharmacists Association in a role where she tried to help independents become more profitable. She is also on the board of the NCPA Foundation.

**HATCHING A PLAN:** After working for the state association, Aimee decided ownership would be her next step. Her husband was working in downtown Columbus at the time. She considered his commute and drew a circle on a map. Included in the circle were all locations with one hour or less commute from her husband's office. She made a list of every independent pharmacy within the circle and set out to visit each one. At each stop, she'd meet the owner, pass out a business card (she called herself "Future Independent Pharmacy Owner"), and say: "If you're interested in selling your pharmacy, call me." She stopped at a Medicine

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**Aimee O'Reilly, PharmD**

Photo by Andy Thompson



# UPCOMING EVENTS

[www.ncpa.org/events](http://www.ncpa.org/events)

*Due to the coronavirus pandemic, our events calendar is under constant change and best viewed at [ncpa.org/events](http://ncpa.org/events). NCPA will keep you informed of any changes through member alerts, the NCPA website ([www.ncpa.org](http://www.ncpa.org)), and our daily qAM email news service.*

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Shopee in Worthington and chatted with the owner, who told her he wasn't ready to sell. But not long after, she got a call from that owner. "He said, 'Were you serious about wanting to buy my pharmacy?'" She was – and she did.

**GETTING STARTED:** Aimee bought the pharmacy, and the deal was finalized on Jan. 1, 2017. She was ready; it was what she'd wanted for years. But, she added, "You think you're ready until you go and do it." Her husband, she says, compared it to being a freshman in high school – you know a lot, but you're still scared to death. Still, she says, "I was lucky in that I had a lot of experience."

**MAKING HERSELF AT HOME:** Right away, Aimee and her husband made Worthington their home. "I believe very strongly in being part of the community we live in," she says. "It's a wonderful community. Very small business-oriented." She has made connections with city government, the fire department, the police department – among other things, making sure they had plenty of hand sanitizer when the pandemic started.

**HER PHARMACY NAME:** Aimee put her name on her pharmacy and added "family" because that's the kind of atmosphere she wanted to create. "I know almost everyone who comes in by name. Each customer is

greeted when they come in. It's a priority to me that when you come you have a good experience."

**PRIZE PACKAGING:** The pharmacy's adherence packaging has been a big hit with patients and their families. "I have a lot of adult children who are worried about their parents forgetting to take their medications. They love the packaging because it's easy to tell if a dose has been missed," she says. "They tell me that the packaging has truly changed their lives. Their parents are happier and healthier. There's nothing special about what we're doing but for that family, it means everything. Those kinds of moments ... this is why I own a pharmacy."

**TAKING HER BEST SHOT:** O'Reilly Family Pharmacy is participating in the Federal Retail Pharmacy Program for coronavirus vaccinations. The pharmacy administered vaccinations at three private schools as soon as the state opened eligibility to educators. The night before Henry was born, Aimee was in the pharmacy administering vaccines

**NCPA'S VALUE TO ME:** "NCPA is a real resource for best practices. They give us the resources to perform at a high level. And the advocacy they do on behalf of community pharmacy is wonderful."