



Dear Fellow Pharmacist:

I wanted to touch base with you on an issue that you will have an interest in, if not presently, certainly in the future. The issue is selling your pharmacy and capitalizing on the equity you have built through years of hard work. One of TPA's endorsed partners is Hayslip & Zost Pharmacy Brokers, LLC. When you are ready to sell your pharmacy, I would highly recommend that you talk to Tony Hayslip and Ernest Zost, R.Ph.

Most of you know that I moved to Texas a few years ago to accept the position of Executive Director of Texas Pharmacy. At the time, I was the owner and CEO of a six store pharmacy operation in Georgia. After being in Texas for a couple of years, I decided to sell my share of the business back in Georgia and utilized the services of a broker to help me with the transaction. While I came out OK with the deal, had I known Tony & Ernest at that time, I would have utilized their services and would have come out much, much better. I say that because I believe you will not find a better team of highly qualified people in the business that specialize in developing exit strategies for owners who want to sell their pharmacies.

I would refer you to their website: [www.Rxbrokerage.com](http://www.Rxbrokerage.com) for details. If you are interested in expanding your business with the acquisition of another pharmacy or you are at a point in your career that you would like to get the most out of your investment by selling, please contact Hayslip & Zost LLC. It may be the best thing you have ever done!

A couple of other things have intrigued me about Tony and Ernie's company; first is their ability to offer special financing for potential buyers that could expedite any buy / sell transaction. And finally I like the fact that they specialize in independent pharmacy ownership transactions. Please don't do as many owners have and leave hundreds of thousands of dollars on the negotiating table by not having utilized Hayslip & Zost. If you have any questions, please feel to call Tony at 713-829-7570 or Ernie at 727-415-3659 and you can certainly call me 800-505-5463. You can also visit with them in their booth at the TPA Convention in July.

Professionally,

A handwritten signature in black ink, appearing to read "Jim Martin".

Jim Martin, R.Ph.  
Executive Director / CEO