



GLP-1 companion toolkit

Practical patient support with OTC growth potential

As GLP-1 prescriptions continue to grow rapidly, independent pharmacies have an opportunity to play a larger role in supporting patients who experience side effects. Cencora has developed the GLP-1 toolkit a set of simple, store-level resources designed to help pharmacies educate and support patients taking GLP-1 medications while driving incremental growth in relevant OTC companion categories. American Pharmacies is pleased to support promotion of this offering to its members. Additionally, find *Good Neighbor Pharmacy* brand products options within these categories—delivering value for your patients while capturing higher margins.

Why this matters for your pharmacy

This toolkit helps you:



Support patients early in their GLP-1 journey

Patients who are new to therapy often need guidance on managing common side effects and adjusting daily routines. Your pharmacy can help identify supportive OTC categories such as digestive health, hydration, and nutritional support.



Strengthen the pharmacist-patient relationship

During dispense and refill touchpoints your team can reinforce its role as an accessible resource for counseling, education, and ongoing care.



Drive incremental OTC sales through relevant companion categories

GLP-1 patients often have real needs that align with OTC products already carried in the pharmacy by increasing awareness, basket size, and margin potential.



Drive growth without added complexity

Pharmacies can choose the approach that works best for their store — whether that means staff prompts, counter-adjacent placement, an end cap or integration into existing refill conversations.

What's included

Recommended GLP 1 companion categories

- Digestive and GI assistance
- Hydration and electrolytes
- Protein and nutrition
- Vitamins and essential supplies

Simple conversation guide to support patient conversations for side effect management

- Helps pharmacy teams to guide patient education and OTC recommendations

Flexible merchandising options to fit your store layout

- End cap display
- Shelf-talkers
- Pharmacy counter card

For Good Neighbor Pharmacy members:

Expertise from Business Performance Coaches and Retail Merchandising Specialists

- **Support data-driven business growth:** Business Performance Coaches can help pharmacy owners understand how the GLP-1 solution may contribute to revenue, margin, and patient retention by reviewing store performance, patient demographics, GLP-1 purchasing and OTC sales data to prioritize the right products and categories.
- **Bring the GLP-1 solution to life in-store:** Merchandisers can help pharmacies create a visible, organized, and easy-to-shop GLP-1 destination by setting up end caps correctly, placing products in high-traffic areas and maintaining planogram integrity.

Implement in-store signage to help GLP-1 patients find relevant OTC companion products.

Start shopping today:

goodneighborpharmacysigns.com

Getting started in your pharmacy

Choose the approach that works best for your store and team:



Integrate the GLP-1 OTC companion conversation guide into fill-to-refill conversations



Add light merchandising such as end-cap, shelf-talkers, or pharmacy counter cards

Next steps

- Review the GLP-1 toolkit
- Access recommended product links to support GLP-1 patients on the companion categories document
- Cencora will track GLP-1 companion product sales performance on a monthly basis
- For *Good Neighbor Pharmacy* members: Leverage support from Cencora Business Performance Coaches and Merchandisers

Confidential communication and proprietary work product: No part of this document may be distributed to a third party without the prior written consent of Cencora, Inc.

(f/k/a/ AmerisourceBergen Corporation). This document is provided "as-is", for informational purposes only, and does not constitute medical, legal, or other professional advice.

Users are responsible for ensuring that all provided services comply with applicable state law, regulation, and requirements.

26-PAH-10385