

POWERED BY PHARMASCRIPPT

THE PHARMACY PITCH KIT

Everything you need to walk in, pitch, and land your first pharmacy
delivery contract.

A Faulktek field guide for professional delivery operators.

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THE 30-SECOND WALK-IN

You get about thirty seconds of a pharmacist's attention. Make them count. Ask for the decision-maker, lead with their problem — not your tech — and always leave the flyer.

YOUR SCRIPT

"Hi — is the pharmacist or manager in? I'm [Your Name]. I run local prescription delivery for independent pharmacies here in [City].

A lot of stores are quietly losing patients to mail-order and the chains, just because they can't get meds to the door. I handle that — reliably and professionally, with every delivery documented and HIPAA-aware through a platform called PharmaScript.

Could I leave you a one-pager and grab ten minutes this week to show you how it works?"

DO

- Dress clean and look the part.
- Bring the flyer — leave it every time.
- Ask for the decision-maker by name.
- Keep it under a minute, then ask for the meeting.

DON'T

- Lead with the app or the tech.
- Quote pricing off the cuff.
- Argue or oversell.
- Leave without a clear next step.

THE PHONE CALL

No time to walk in? Call mid-morning or mid-afternoon — never at open, close, or the lunch rush. Smile while you talk; they can hear it.

YOUR SCRIPT

"Hi, this is [Your Name] — I run local prescription delivery for independent pharmacies in [City]. I'll be quick.

Pharmacies are losing patients to mail-order because they can't deliver, and I take that problem off your plate — professional, reliable, and fully documented through PharmaScript.

I'd love ten minutes to show you how it works. Do you have time Thursday, or should I stop by with a one-pager?"

IF THEY SAY YES

- Lock a specific day and time — don't leave it open.
- Confirm the address and who to ask for.
- Text a one-line reminder the morning of.
- Show up early with the flyer and this kit.

EMAIL TEMPLATES

Copy, paste, swap the [brackets]. Keep it short — pharmacists skim.

EMAIL 1 — THE INTRO

Subject: Keeping [Pharmacy] patients from going mail-order

Hi [Name],

I run professional prescription delivery for independent pharmacies here in [City]. Right now a lot of stores are losing patients to mail-order simply because they can't get meds to the door.

I fix that — reliable, local, same-day delivery with signature, photo, and timestamp proof on every drop, all HIPAA-aware and audit-ready through PharmaScript.

Could I grab ten minutes this week? I've attached a quick one-pager.

Thanks, [Your Name] · [Phone]

EMAIL 2 — THE FOLLOW-UP

Subject: Quick follow-up — [Pharmacy] delivery

Hi [Name],

Just circling back on local delivery for [Pharmacy]. Even starting with your homebound and hard-to-reach patients — the ones most likely to leave — protects real revenue.

Open to a ten-minute chat this week? I can stop by whenever's quiet for you.

Thanks, [Your Name]

HANDLING THE 6 OBJECTIONS

Every "no" is really a question. Here's how to answer the six you'll hear most.

"We already do our own delivery."

Perfect — I take it off your staff's plate so your team stays behind the counter, and every drop is still documented and tracked.

"We can't afford it."

You only pay for deliveries you actually send — no fleet, no payroll. Most pharmacies find a single retained patient covers the cost.

"How do I know it's compliant?"

Every delivery runs through PharmaScript: signature, photo, and timestamp proof, chain of custody, and HIPAA-aware handling. Audit-ready.

"We don't have the volume."

Start with your homebound and hard-to-reach patients — the ones most likely to leave. Even a few a day protects revenue.

"Just send me some info."

Happy to — here's my one-pager. Can I check back Thursday? I'll only need ten minutes of your time.

"We're happy with our setup."

Totally fair. Mind if I leave my info as a backup — for when a driver calls out or volume spikes? Reliable help, no commitment.

CLOSE THE LOOP

Never leave empty-handed and never leave without a next step. Here's your leave-behind line and your first-contract checklist.

THE LEAVE-BEHIND (write it on the flyer or a card)

Professional prescription delivery for [Pharmacy].

Reliable, local, and fully documented through PharmaScript — signature, photo, and timestamp on every drop.

[Your Name] · [Phone] · [Email]

YOUR 5-STEP FIRST-CONTRACT CHECKLIST

- ☐ Print the flyer + this kit. Keep 10 copies in the car.
- ☐ List 10 independent pharmacies within 15 miles.
- ☐ Walk into 3 a day. Leave the flyer every single time.
- ☐ Follow up by email within 24 hours.
- ☐ Land the first contract — then ask for a referral.

Get the app + the full playbook

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