



## MEDIA RELEASE

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### **Pharmacy Development Services (PDS) Announces Illan Suarez of Idel Pharmacy as 2018 Entrepreneur of the Year.**

Orlando, Florida – February 23, 2019 – Illan Suarez, owner of Idel Pharmacy, has been named 2018 Entrepreneur of the Year by Pharmacy Development Services. PDS named the 2018 award winner at the 15th annual PDS Super-Conference ([www.pdsconference.com](http://www.pdsconference.com)).

The PDS Entrepreneur of the Year is an annual award that recognizes one pharmacy owner who has accelerated their business growth and increased pharmacy efficiencies through the implementation of innovative strategies and highly effective leadership skills.

Idel Pharmacy has been in business since 1981 and has recently seen remarkable results under the leadership of Illan Suarez. The business was able to improve pharmacy operations and apply new strategies that moved the needle in 2018. He invested in training for two key employees who were then able to implement what they learned towards significantly improving their culture. He then set up a store-wide training process required for every employee that cross-trains them, to which he says “drastically improved” his efficiency. Now his bonuses are tied to prescription profit averages and patient outcomes through solutions. These increased efficiencies saved Illan time, improved his culture, and allowed the pharmacy to enjoy profitability in the process. Illan went from working 60+ hour weeks to hiring another pharmacist and working the bench one day a week so he can focus on working *on* the business, not *in* the business. Now, he runs a more efficient pharmacy and is able to focus on empowering his team and placing his patients first.

When asked about his successes in the past year, Illan said, “My previous mentality was if I didn’t do it, it wouldn’t get done. Now we’re accomplishing more than ever while I’m doing less.”

With the support of his team and tapping into the resources to find business growth opportunities, the future is limitless for Idel Pharmacy. He opened his second location in February 2019, with sights to expand beyond that.

For more information on the PDS Super-Conference, call 1-800-987-7386 and visit [www.pdsconference.com](http://www.pdsconference.com).

#### **About Pharmacy Development Services (PDS)**

PDS was founded 21 years ago, with a goal of transforming the independent pharmacy industry through innovations, use of technology and helping owners achieve greater profitability. PDS' data-driven, proven strategies helped members earn over 100 million in extra profits in one year. PDS helps pharmacy owners win in an unfair game.

PDS’ core belief is that the individual pharmacy owner, along with the collective power of a unified network of thousands — can improve the industry and create something better.

PDS named the 2018 award winner at the ([www.pdsconference.com](http://www.pdsconference.com)), the most progressive gathering of independent pharmacy owners in the United States in Orlando, Florida at the Saturday, February 23<sup>rd</sup> general session.

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