RX ADVISORS
Your Pharmacy, Our Passion

OUTSOURCED CFO SERVICES

Expertise you can trust. Results you can measure.

Outsourced CFO, tax and advisory services for independent pharmacy owners nationwide.

WHAT WE DO

Finance leadership without the full-time hire

Clear numbers, forward-looking planning and fewer surprises at tax time.

CFO & Controller Support

Outsourced CFO and controller functions, including AP/AR and payroll support, so your finance operations run smoothly.

Reporting & KPIs

Custom monthly financial management reports and key performance indicators that show where you stand.

Forecasting & Planning

Cash flow forecasting, consolidated reporting for multiple businesses and monthly performance reviews (Premium).

CFO-Style Advisory

Strategic sessions on performance, growth, entity structure and business succession planning.

Tax Strategy & Compliance

Proactive planning and accurate returns, with help if a notice arrives.

Built for independent pharmacies

Rx Advisors is the independent pharmacy division of Fleming Advisors, LLC.

CFO SERVICE PACKAGES

Three packages. Each builds on the last.

Choose the level of support that fits, and step up as your business grows.

STEP 1

Basic

Current, accurate reporting and stress-free annual tax compliance.

STEP 2

Standard

Financial insights, proactive tax planning and fewer surprises.

STEP 3

Premium

Hands-on CFO partnership year-round, for peace of mind.

Support response time improves at each level: **Standard**, then **Advanced**, then **Priority**.

PACKAGES 1 & 2

Basic and Standard

Basic

Best for: Business owners who want current, accurate reporting and stress-free annual tax compliance done right.

- Monthly bookkeeping & accounting (QuickBooks Online)
- Monthly financial statements (issued by end of following month)
- Standard support response time
- Client portal: secure file-sharing, messaging and more

Standard

Best for: Clients who want financial insights, proactive tax planning and fewer surprises.

Everything in Basic, plus:

- Custom monthly financial management reports + KPIs (by the 20th)
- Advanced support response time
- Annual business income tax return (Federal + 1 state if applicable)
- Annual tax projection & planning session (as needed)
- Quarterly estimated tax payment guidance (if applicable)
- IRS/state notice assistance (initial response)
- Monthly sales tax filing (up to 3 jurisdictions)
- Business debt schedule preparation
- County business personal property tax rendition

PACKAGE 3

Premium

Premium

Best for: High-income earners, multi-entity business owners, and anyone who needs hands-on strategic partnership year-round.

Everything in Standard, plus:

- Priority support response time
- Monthly financial performance review (Loom video or planning check-in)
- Cash flow forecasting
- Consolidated reporting for multiple businesses
- Entity structure optimization
- Priority scheduling + expedited turn-around (as available)

INCLUDED WITH STANDARD AND PREMIUM

Your monthly Financial Management Report



SAMPLE REPORT

A custom report built around your business, delivered by the **20th of each month**.

Key performance indicators compared with your targets and last year.

Charts that show trends at a glance.

Financial statements and a clear look at where the money goes.

Plain-English explanations, so you know what each number means.

Sample report shown for illustration

SAMPLE REPORT

Executive summary and KPI scorecard

Executive Summary + Key Performance Indicators

REVENUE

Revenue $6,335,769 (Last year $6,229,523)
Positive trend upwards.

PROFITABILITY

Profitability Ratio 5.99% (Last year 9.57%)
Negative trend downwards. Strategies to improve profitability include: increasing price, increasing sales volume, reducing cost of sales and reducing operating expenses

DEBT

Total Debt $2,963,543 (Same month last year $3,248,745)
Total debt levels have fallen.

	RESULT	TARGET		TREND	IMPORTANCE
A **PROFITABILITY**	2022			vs 2021	
Total Revenue	$6,335,769	$6,540,000	✗	▲ 1.7%	High
Gross Profit Margin	42.23%	40%	✓	▲ 0.78%	High
Labor % *	23.1%	21%	✗	▲ 2%	High
EBITDA	$661,796	$392,400	✓	▼ -29.2%	High
EBITDA %	10.4%	6%	✓	▼ -4.6%	High
B **LIQUIDITY**					
Current Ratio	2.85:1	2.00:1	✓	▲ 0.11:1	Medium
Quick Ratio	1.48:1	1.00:1	✓	▼ -0.32:1	Medium

* For this metric, a result below target is favourable

Results against **your targets**, with a check or an X on each measure.

Trend arrows show how you compare with **last year**.

Each metric is ranked by importance, so you know where to focus first.

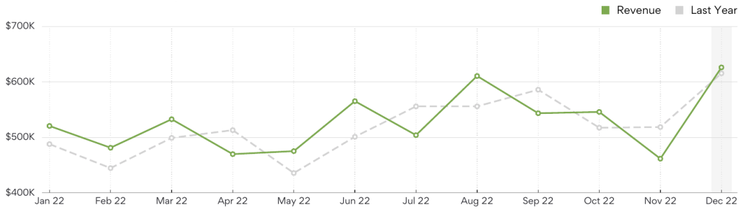
SAMPLE REPORT

Trends you can see, and numbers you can understand

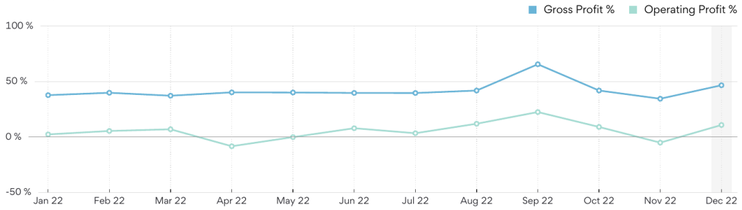
Profitability Charts

	2022	% of Revenue	2020	2021
Gross Profit	$2,675,714	42.2%	$625,746	$2,582,147
Operating Profit	$380,178	6.0%	$20,023	$444,305
Earnings Before Interest & Tax	$379,557	6.0%	$104,398	$596,043
Earnings After Tax	$179,111	2.8%	$65,176	$408,454

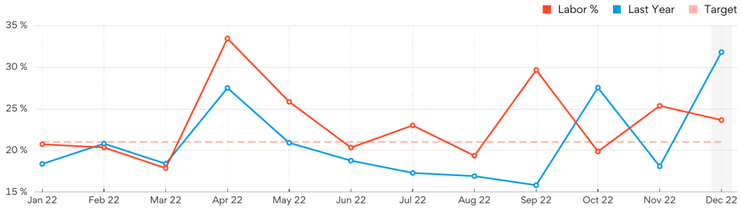
Revenue This year vs last year



% Margins



Labor % vs Target



Key Performance Indicators Explained

(2022)

Current Ratio 2.85:1

A measure of liquidity. This measure compares the totals of the current assets and current liabilities. The higher the current ratio, the greater the 'cushion' between current obligations and the business's ability to pay them. Generally a current ratio of 2 or more is an indicator of good short-term financial strength. In other words, the current assets of the business should be at least double the current liabilities. For this period, the current ratio was 2.85:1, up from 2.74:1 last period and above the minimum target of 2.00:1.

Current Ratio = Total Current Assets ÷ Total Current Liabilities

EBITDA $661,796

Net income adjusted for depreciation, amortization, interest, and taxes

EBITDA = Net Income + Depreciation & Amortisation + Interest Expenses

EBITDA % 10.4%

EBITDA as a % of Sales

EBITDA % = EBITDA ÷ Revenue x 100

Gross Profit Margin 42.23%

A measure of the proportion of revenue that is left after deducting all costs directly related to the sales. For each $100 in sales the business retains $42.23 after deducting the cost of sales. The gross profit serves as the source for paying operating expenses. The gross profit margin can be further improved by improving price, volume and cost of sales management. For this period, the gross profit margin % is above the required target of 40%.

Gross Profit Margin = Gross Profit ÷ Revenue x 100

Labor % 23.1%

The cost of labor is the sum of all wages paid to employees, as well as the cost of employee benefits and payroll taxes paid by the employer.

Labor % = Labor ÷ Revenue x 100

Quick Ratio 1.48:1

The Quick Ratio measures the availability of assets which can quickly be converted into cash to cover current liabilities. Inventory and other less liquid current assets are excluded from this calculation. The Quick Ratio is a measure of the ability to pay short-term creditors immediately from liquid assets. A quick ratio of 1:1 or more is considered 'safe'. For this period, the quick ratio was 1.48:1, down from 1.80:1 last period and above the minimum target of 1.00:1.

Quick Ratio = (Cash & Equivalents + Accounts Receivable) ÷ Total Current Liabilities

Total Revenue $6,335,769

A measure of the total amount of money received by the company for goods sold or services provided. The business has earned total revenues of $6,335,769. Strategies to improve revenue may include increasing prices, increasing the volume of sales through marketing initiatives or finding alternative sources of income. For this period, the revenue earned is below the required target of $6,540,000.

Total Revenue = Revenue

Revenue, margins and labor cost charted against **last year and target**.

Every KPI is explained in plain language, with the formula and what to do about it.

SAMPLE REPORT

Full financial statements

Balance Sheet - Income Tax Basis

BALANCE SHEET	Dec 2022	Dec 2021	2022	YTD last year
ASSETS				
Cash & Equivalents	$317,090	$456,924	$317,090	$456,924
Accounts Receivable	$181,741	$172,731	$181,741	$172,731
Inventory	$462,827	$328,453	$462,827	$328,453
Total Current Assets	**$961,658**	**$958,107**	**$961,658**	**$958,107**
Fixed Assets	$164,506	$256,335	$164,506	$256,335
Intangible Assets	$2,274,966	$2,458,658	$2,274,966	$2,458,658
Total Non-Current Assets	**$2,439,473**	**$2,714,992**	**$2,439,473**	**$2,714,992**
Total Assets	**$3,401,131**	**$3,673,100**	**$3,401,131**	**$3,673,100**
LIABILITIES				
Accounts Payable	$80,449	$76,012	$80,449	$76,012
Other Current Liabilities	$256,894	$273,928	$256,894	$273,928
Total Current Liabilities	**$337,343**	**$349,939**	**$337,343**	**$349,939**
Long Term Debt	$2,963,543	$3,248,745	$2,963,543	$3,248,745
Total Non-Current Liabilities	**$2,963,543**	**$3,248,745**	**$2,963,543**	**$3,248,745**
Total Liabilities	**$3,300,886**	**$3,598,684**	**$3,300,886**	**$3,598,684**
EQUITY				
Retained Earnings	$73,415	$451,579	$73,415	$451,579
Current Earnings	$179,111	$408,454	$179,111	$408,454
Other Equity	($152,282)	($785,618)	($152,282)	($785,618)
Total Equity	**$100,245**	**$74,415**	**$100,245**	**$74,415**
Total Liabilities & Equity	**$3,401,131**	**$3,673,100**	**$3,401,131**	**$3,673,100**

Profit & Loss - Income Tax Basis

PROFIT & LOSS	Dec 2022	Dec 2021	2022	YTD last year
Revenue				
Commissions	$1,398	$2,312	$23,116	$23,680
Sales - OTC	$221,505	$237,395	$1,990,336	$1,889,174
Sales - Rx	$396,275	$293,934	$4,376,879	$4,298,521
AR Adjustment	$17,191	$0	($30,829)	$0
DIR Fees	($14,627)	($13,762)	($120,103)	($77,358)
Dr Eliza Sales	$4,325	$95,506	$96,369	$95,506
Total Revenue	**$626,068**	**$615,384**	**$6,335,769**	**$6,229,523**
Cost of Sales				
Delivery Cost	$6,686	$5,174	$63,735	$60,469
Lab Fees	$1,291	$1,324	$6,096	$11,348
Purchases - OTC	$99,677	$132,226	$837,905	$958,116
Purchases - Rx	$244,809	$272,086	$3,006,376	$2,828,639
Vendor Rebates	($17,729)	($18,464)	($254,057)	($211,196)
Total Cost of Sales	**$334,735**	**$392,346**	**$3,660,055**	**$3,647,375**
Gross Profit	**$291,333**	**$223,038**	**$2,675,714**	**$2,582,147**
Gross Profit (%)	**46.53%**	**36.24%**	**42.23%**	**41.45%**
Expenses				
Advertising	$942	$2,835	$16,509	$27,219
Labor	$147,982	$195,673	$1,464,105	$1,314,266
Facilities Expense	$14,333	$13,378	$173,756	$146,126
General & Administrative Expense	$34,471	$24,957	$358,928	$311,328
Depreciation & Amortization	$26,499	$28,096	$282,238	$338,903
Total Expenses	**$224,229**	**$264,939**	**$2,295,536**	**$2,137,842**
Operating Profit	**$67,104**	**($41,901)**	**$380,178**	**$444,305**
Operating Profit (%)	**10.72%**	**-6.81%**	**6.00%**	**7.13%**
Other Income				
Other Income	$0	$0	$0	$156,203
Interest Income	$142	$0	$341	$0
Other Expenses				
Loss on sale of Fixed Assets	$962	$0	$962	$4,465
Earnings Before Interest & Tax	**$66,284**	**($41,901)**	**$379,557**	**$596,043**
Interest Expenses				
Interest Expense	$19,481	$15,284	$200,446	$187,589
Earnings Before Tax	**$46,803**	**($57,185)**	**$179,111**	**$408,454**
Net Income	**$46,803**	**($57,185)**	**$179,111**	**$408,454**
Net Income (%)	**7.48%**	**-9.29%**	**2.83%**	**6.56%**

Monthly and year-to-date views, with detailed accounts for deeper questions.

Balance sheet and profit & loss, with **prior-year comparisons** built in.

SAMPLE REPORT

See where your money goes

Top 10 Expenses YTD (2022)

Salaries & Wages	$877,086
Salaries & Wages - Officer	$311,538
Amortization Expense	$183,691
Credit Card / Processing Fees	$164,313
Rent	$160,563
Taxes-Payroll	$125,578
Employee Benefits - Retirement	$111,585
Depreciation Expense	$98,547
Professional Services	$53,034
Computer & Internet Expense	$47,719

A ranked list of your **top 10 expenses** for the year to date.

Each expense is ranked by size, so the biggest cost drivers are easy to spot.

Use it in your monthly conversation with us to decide what to change.

BUILD IT YOUR WAY

Add the CFO support you need

Available a la carte

- Payroll services
- Accounts payable (QBO integration)
- Accounts receivable (QBO integration)
- Sales tax filing
- LLC annual registration
- Individual income tax returns (fee based on complexity)
- Forms 1099 & 1096 (three service options)
- State franchise tax preparation
- Business personal property tax rendition
- Written personalized tax plan
- In-depth tax planning or scenario modeling
- Advanced tax strategy plan

Optional add-ons for any package (hourly)

- Bookkeeping clean-up / catch-up
- IRS/state notice representation
- CFO-style advisory sessions
- Tax resolution / collections strategy
- Entity formation, restructuring, dissolutions
- Amended returns & prior-year cleanups
- Sales tax + state compliance projects
- Business succession planning

NEXT STEPS

Let's find the right fit

Tell us about your pharmacy, and we'll recommend a package. You can change packages as your needs grow.

Schedule a conversation

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