



Speaker Biographies and Contact Information



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Jeffrey S. Baird, Esq., is Chairman of the Health Care Group at Brown & Fortunato, P.C., a law firm based in Amarillo, Texas. Mr. Baird represents pharmacies, HME companies and other health care providers throughout the United States. He works closely with governmental agencies. Mr. Baird has authored numerous articles and is a frequent lecturer throughout the country. He serves on the Medtrade Education Advisory Board, the AAHomecare Regulatory Council and the AAHomecare Payer Relations Council. Mr. Baird earned a B.B.A. from the University of Iowa and received his law degree from the University of Tulsa College of Law. Mr. Baird is Board Certified in Health Law by the Texas Board of Legal Specialization.



Bonnie E. Bond, CPA, MBA

CPA, Sykes & Co. P.A.

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Bonnie E. Bond is a CPA, I\|IBA and shareholder with Sykes & Co. P.A. - The accounting firm for successful independent pharmacies across the U.S. Bonnie works with new retail independent pharmacy clients and assists them with the start-up and transition of their pharmacies. Bonnie helps clients set up systems that provide trustworthy numbers when they need them-whether that means high-level overviews or detailed daily information. She helps clients understand where they stand financially and the steps they can take to get where they want to go. She has experience in tax preparation for both individuals and

corporations, as well as financial statement preparation and reviews and is involved in every aspect of pharmacy accounting, including tax and business advisory needs of pharmacies and their owners. Bonnie is a member of the American Institute of Certified Public Accountants and the North Carolina Association of Certified Public

Accountants. She received her Certified Public Accountant certification in 2010 and received her B.S. in Accounting from North Carolina State University and her MBA from East Carolina University.



Greco DeValencia

Vice President Pharmacy, Live Oak Bank
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Greco joined Live Oak Bank in 2015 bringing with him years of experience working with independent pharmacies nationwide, most recently with a Fortune 20 Drug Distributor. Greco earned his BA and MBA from Cal State Sacramento. He has a deep knowledge of the pharmacy industry including pharmacy operations and financials. At Live Oak Bank he has helped independent pharmacists navigate the financing process to help them achieve their business goals. Greco has passion for helping independent pharmacies staying independent.



Gary LeBlanc

Vice President RxOwnership, Southeast Region
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Gary has over 20 years’ experience practicing retail pharmacy. Gary is a graduate from the University of Louisiana Monroe College of Pharmacy. Gary is experienced in both retail front end and pharmacy management and has held various roles in numerous acquisitions. Gary is passionate about helping others succeed and achieve their dreams. As a member of the RxOwnership team Gary consults with buyers, sellers and owners looking to start up a pharmacy.

With his extensive management background in pharmacy operations and pharmacy acquisitions, Gary is a valuable guide to assist those interested in making their ownership goals a reality.



Dennis Song, RPh, CHC

Flower Mound Pharmacy
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Dennis Song, RPh, owner, Flower Mound Pharmacy. Known in his community as the “herbalist” pharmacist, Dennis runs his pharmacy as an innovative practice with an integrative approach to health through medicine, supplements and nutrition that grossed over 250K on vitamins and supplements in 2019.



Ollin B. Sykes, CPA.CITP, CMA

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Ollin B. Sykes is a Certified Public Accountant in the state of North Carolina and South Carolina. He received his Certified Public Accountant's certification in August 1975 and his Certified Management Accountant Certification in April 1980. He was also awarded the Certified Information Technology Professional (CITP) designation by the American Institute of Certified Public Accountants in August 2009. Since 1984, Ollin has served as president of Sykes & Company, P. A., 11

northeast North Carolina regional accounting firm with national exposure specializing in accounting, tax, and financial advisory services for independent retail pharmacies. He is intricately involved in all aspects, of the business, with intense concentration in tax, accounting, and management and advisory assistance for hundreds of independent retail pharmacies, pharmacy transitions, and start-ups nationwide.



Gabe Trahan

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In his role as NCPA's Senior Director of Store Operations and Marketing, Gabe Trahan has worked with hundreds of community pharmacies of all sizes to help them improve their images and ultimately boost front-end profits. From conducting in-store and virtual consultations to presenting at educational workshops and writing extensively on front-end retailing, Gabe has established himself as the leading expert in effective and innovative front-end design and merchandising. Gabe pens a monthly column in *America's Pharmacist* magazine, contribute tips for NCPA's bimonthly *Profit Makers newsletter*, and is the author of a new book titled *Gabe's Favorite Tips*.



J. Scott Weaver, R.Ph

Vice President of Pharmacy, PRS Pharmacy Services

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In his more than 35 years with PRS, Scott has overseen the acquisition and startup of over 250 pharmacies nationwide. Most recently he has positioned PRS Brokerage Services as a nationwide leader in guiding buyers and sellers through every step of Pharmacy Ownership Transition.

Scott received his BS in Pharmacy from Philadelphia College of Pharmacy and Science. He is a member of the National Community Pharmacists Association (NCPA) and the Pennsylvania Pharmacists Association (PPA). He has obtained certification as a Pharmacy Regulatory Specialist and as an Accredited Business Broker.

He has authored or contributed to articles that have appeared in *Progressive Grocer*, *Grocery Headquarters*, *PBA Health*, and its annual, *Nonfoods Handbook*.



Hashim Zaibak, PharmD

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Dr. Zaibak started his career as a Pharmacist in 1999 after graduating from the University of Illinois-Chicago. With over fifteen years of experience, he has seen the industry from multiple vantage points. Hashim is the owner of Hayat Pharmacy in Milwaukee, Wisconsin and runs 17 pharmacies. Aside from Hashim's experience, he is well known as a helpful educated medical counselor. He dedicates time to giving health education presentations and teaching patients proper medication administration. Dr. Zaibak has over six years of experience as a Clinical Instructor to help train pharmacy students from six pharmacy schools in the Wisconsin and Illinois area (Concordia University, Rosalind Franklin University, University of Wisconsin, University of Illinois, Midwestern University, and MCW School of Pharmacy). As recognition of Hashim's excellent service to the community, he was named the 2014 Pharmacist of the Year by Pharmacy Development Services and Health Mart's 2014 Pharmacy of the Year.