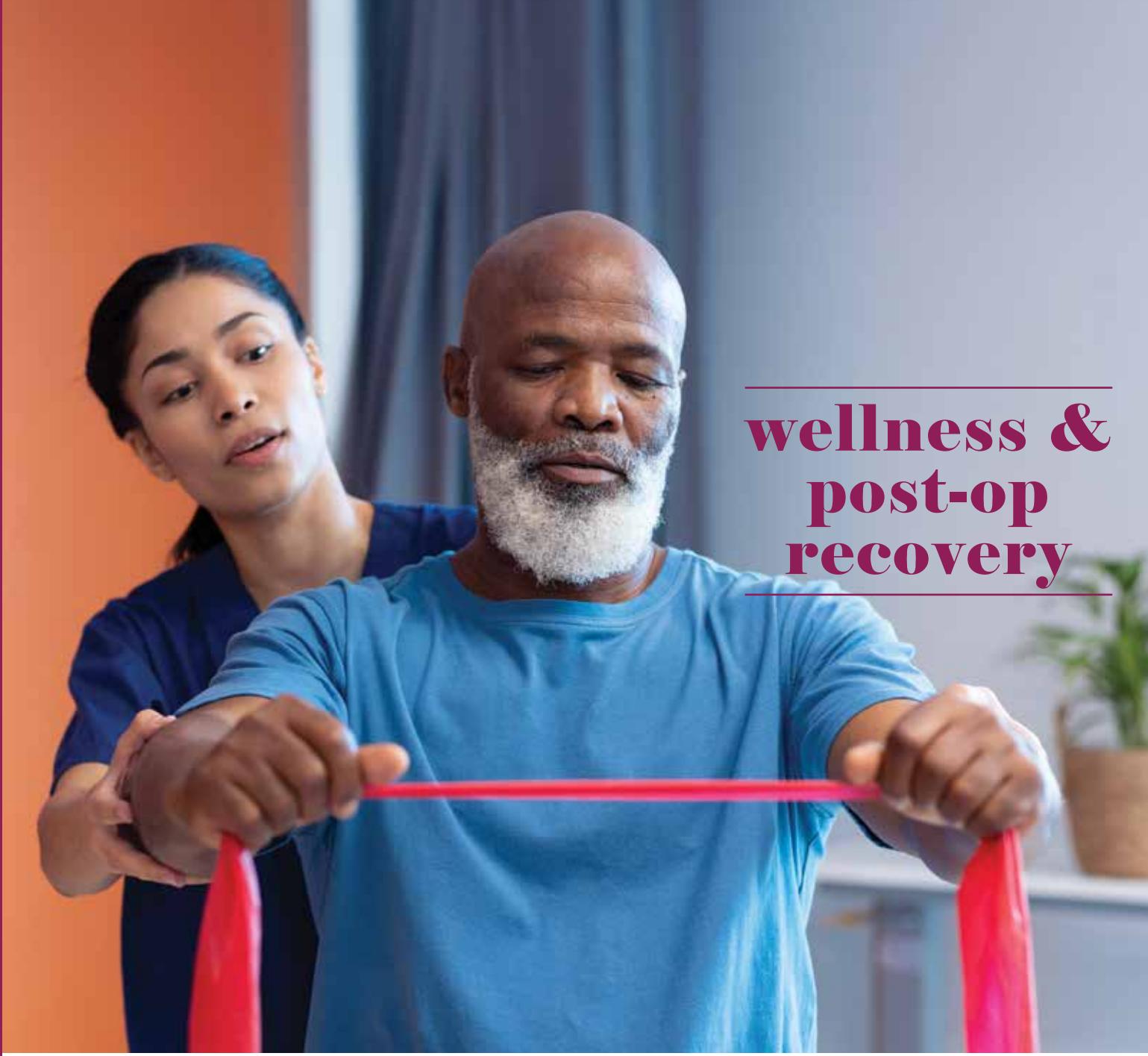


Hamacher Resource Group, Inc.
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Waukesha, WI 53186

IN.depth

independent pharmacy publications

Category Spotlight  november 2025



wellness &
post-op
recovery

A FRESH LOOK
Coming in 2026

WE ARE REIMAGINING *IN.Depth* TO MAKE IT
MODERN, SHARPER, AND EVEN MORE USEFUL FOR YOU



A modern color scheme
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you need faster and make smarter front-end decisions.



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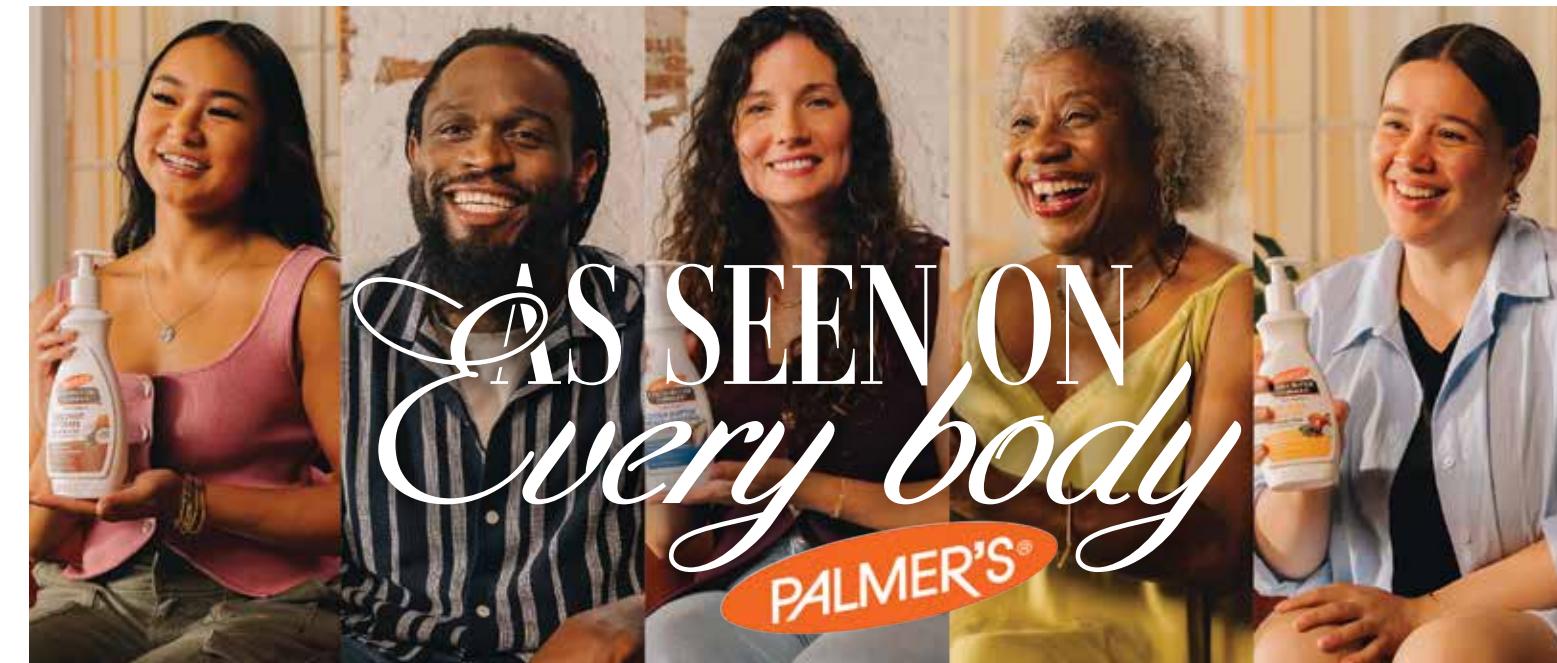
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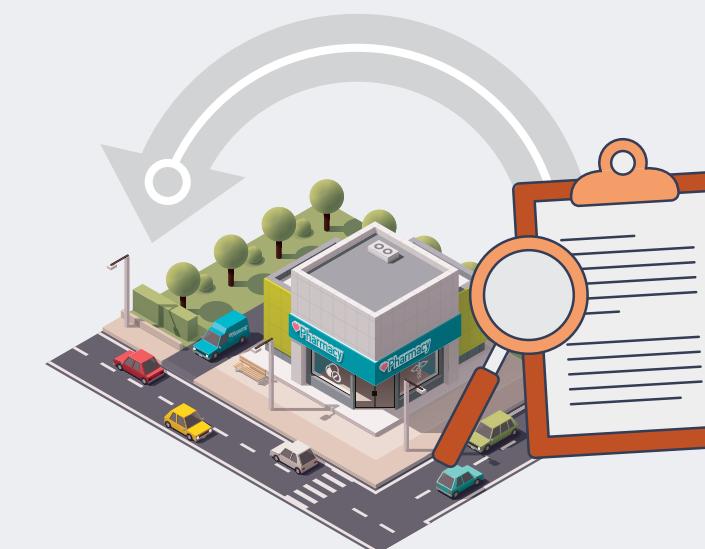
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HRG



ONLY THE GOOD STUFF



november 2025

Post-GLP-1 Patients Are Changing, So Are Their Buying Habits

People coming off GLP-1 medications for weight loss are rethinking how they live, eat, and shop.

Your pharmacy can meet them where they are.



Lifestyle Reset Options

- Seeking behavioral or stress-relief (support groups, classes, etc.)
- Focusing on high-protein, nutrient-rich foods
- Adding supplements for nutrition gaps
- Joining gyms or fitness classes
- Investing in grooming and skincare
- Buying vitamins for hair, skin, and nails
- Updating wardrobes and personal style



After significant weight loss, many people find a new self-awareness.
Stock products and offer services that fit their new lifestyle.

EASY ORDER GUIDE

UPC	Product Description
3 02994 11600 3	Cetaphil Multi-Purpose Healing Ointment 3oz
0 35000 45461 4	Colgate Optic White 360 Soft Toothbrush 2 pack
0 35000 97160 9	Colgate Optic White Advanced Icy Fresh Toothpaste 4.5oz
0 35000 67111 0	Colgate Optic White Mouthwash 16oz
0 35000 97908 7	Colgate Optic White Overnight Whitening Pen
8 99655 00217 6	Luvena Vaginal Rinse 6 fl oz
8 99655 00215 2	Luvena Enhanced Personal Lubricant 1.3oz
8 99655 00209 1	Luvena Feminine Wipes 25ct
8 99655 00216 9	Luvena Therapeutic Wash 6.76 fl oz
8 99655 00211 4	Luvena Vaginal Moisturizer & Lubricant 6ct
8 50046 93863 4	Natural Eyes Pink Eye Relief 70ct
8 40093 10905 7	Nature's Truth Beet Root 1,000mg 90ct
8 40093 11472 3	Nature's Truth Berberine NCI 500mg 60ct
8 40093 11075 6	Nature's Truth Daily Fruits & Veggies 60ct

UPC	Product Description
8 40093 10194 5	Nature's Truth L-Theanine 200mg 60ct
8 40093 12345 9	Nature's Truth Magnesium Citrate 250mg 60ct Softgels
8 40093 12267 4	Nature's Truth Magnesium Glycinate 200mg 200ct Gummies
8 40093 10533 2	Nature's Truth Ultra K2 + D3 50ct
8 99655 00222 0	Salivea Moisturizing Gel 1oz
8 99655 00227 5	Salivea Mouth Spray 1.5oz
8 99655 00225 1	Salivea Mouthwash Soothing Mint 16 fl oz
8 99655 00226 8	Salivea Toothpaste Soothing Mint 4.3oz
3 23900 03917 9	Vicks Formula 44DM Cough & Chest Congestion 12 fl oz
3 23900 03916 2	Vicks Formula 44DM Cough 12 fl oz
0 30772 13879 3	Vicks PainQuil Pain Reliever 12 fl oz
0 30772 14462 6	Vicks VapoFreeze 3oz
0 30772 14461 9	Vicks VapoFreeze Spray 3oz

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timely topic

did you know?

360° STORE ASSESSMENT TIP:

Dedicating even 70-140 square feet of front-end space to clinical and wellness services could deliver impressive returns.

Expanding services will likely take up space in your front end that is currently devoted to OTCs, however revenue gained through new services is typically larger than OTC revenue lost.

HYPOTHETICAL EXAMPLES

70 sq ft

\$140,000 in service revenue

\$100,000 net gain

140 sq ft

\$282,000 in service revenue

\$205,000 net gain

SERVICES YOU CAN OFFER

- **Testing & Screenings:** pharmacogenomics, nutrient deficiencies, flu, strep, COVID
- **Wellness Consults:** weight management, hormonal health, prenatal support
- **MTM & Immunizations**

SMALL SPACE = BIG IMPACT

Contact HRG to Book a 360° Store Assessment:
holly_ockelmann@hamacher.com



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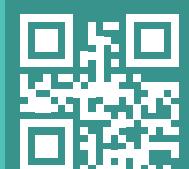
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NOTE: Items identified with a star rating (★, ★★, ★★★★) were objectively evaluated within the past 12 months by HRG's analysts in support of the national IN.store™ program. Never Outs® are part of HRG's IN.store™ program. They are the top-selling items within a subcategory, and should always be on a retailer's shelves, regardless of department size.

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