



Nor'Wester

Rotary Club of Northwest Des Moines

www.clubrunner.ca/northwestdesmoines / Fridays @ 11:45 - Cozy Cafe 8535 Birchwood Ct.

April 18, 2025

This Week's Program:

Bob Hartwig
Iowa Bankers
Mortgage Corp

Arranged By:

Dan Boes

Greeter:

Julia Taylor

Invocation:

Leray Glendenning

Sergeant:

Wendi Wilson

Scribe:

Dianne Downing

2024-25 Officers & Directors

Tim Olejniczak, President
Dianne Downing, President Elect
Bill W. Corwin, Treasurer
Bill W. Corwin, Secretary
Ed Arnold, Board Member
Bill D. Corwin, Board Member
Tony Hunt, Board Member
Kelly Peterson, Board Member
Jack Bell, Past President

Future Programs

4/25: Aaron Putze
Iowa Soybean
Association

5/2: Austin Stubbs
Dorothy's House

Prez Sez

Tim Olejniczak



I hope everyone is having a good week so far! I think that this has to officially be the most windy it has ever been to start a year in Iowa, I told Billie the other day that I never remember the wind being so strong for so many days here in Iowa. As I stated last week in my writeup and mentioned at the meeting it has been a crazy couple of weeks for myself. I think when you change jobs you always expect it to be a little crazy, but never know what to fully expect, and in a commission based job it's even more crazy. One fun thing though during this transition for myself that has been an eye opener for me is the importance of relationships. What I have been shocked with in a good way is how many clients want to continue to work together, and that to them it doesn't matter what firm I am at, but instead they want to keep our relationship and continue to work together. So, point number 1 for today is to put a focus on relationships. I truly never really thought about it that deeply until this last week, but trust is such an important aspect in life. I then started to think about people I do business with in my own life, and I do it with them because I trust them and know they are going to take good care of me. So, make sure you are really trying to put a focus on relationships, because I think how we treat other people can also be an example of how Rotarians treat others.

Secondly, I got the opportunity to go to the character counts dinner this last Friday night, and coach Mac (Dan McCarney) was one of the speakers. If you have ever listened to or been around coach Mac you would know he is a very passionate individual which I believe most coaches are. He had a challenge to everyone there and I loved it. He said first off in today's age when there is so much division going on in this world just be nice. Open the door for someone, Tell someone hi as you walk by, call an old friend, and if you're around family tell them you love them. So, my challenge to you all for this week is: Open a door for a stranger, call someone you haven't talked to in a little while and tell a family member that you love them.

Speaker

Kailey DeVries - Retail Pharmacy & Rotary

This Friday we had the joy of hearing from Kailey DeVries PharmD. and the manager of the Urbandale Medicap Pharmacy. Kailey also brought a first year Drake Pharmacy Student to the meeting, Payton Jones. Kailey started with Medicap in 2011 as a pharmacy student. She has worked in Norwalk, Winterset and now Urbandale. Kailey also related her experience with Rotary growing up in Forest City Ia. It sounds like the Forest City Club has a lot of involvement with the school system in Forest City. She and Payton came prepared to discuss and answer all questions prescription and pharmacy related.



Kailey started the discussions educating us on PBR's. Pharmacy Benefit Managers. The PBM system is being reviewed, and legislation is being prepared to reform this process at this time. The result of the current PBM and insurance pay system is that pharmacies must choose between selling medicine at or below cost or turning customers away. PBM's are at the heart of causing these situations to exist.

Continued...

Other Locations

Monday

West Polk County, Food Depot, 3000 SE Grimes
Blvd, Suite 200 in Grimes (Noon)

Tuesday

Ankeny, Ankeny Golf & Country Club, (11:45)
Ankeny, Magee's Irish Pub, (6:00 pm)
Johnston, Hyperion Golf & CC, (7:00 am)
Dallas Center, Memorial Hall, (Noon)
Norwalk, City State Bank, (Noon)
West Des Moines, DM Golf & CC, (Noon)

Wednesday

East Polk County, Lutheran Church of the Cross (7:00 am)
Adel, Adel Public Library, 303 S. 10th St. (Noon)

Thursday

Waukee, Des Moines Golf & Country Club, (6:45 am)
Des Moines, Embassy Club - Ruan Bldg, (Noon)
Winterset, Pizza Ranch, (Noon)
Rotary Club of HOPE, First & Third Thursday of Month
(5:30 pm - Virtual Zoom Meeting)

Friday

Des Moines, AM, Downtown Holiday Inn – Mercy, (7:00 am)

Upcoming Events

Eric Idehen Book Launch

Saturday May 3rd - 4:00 to 6:00 pm
Hope & Elim Church

HyVee Ticket Sales May 17-18th and May 24-25th

Items for the Nor'Wester should be submitted
by end of the day each Monday. Please send to:

Tim Olejniczak

Timothy.Olejniczak@edwardjones.com

Scribe Continued...

Pharmacies are closing in the Des Moines area and around the country due to lack of ability to earn a profit on selling medications.

Some other changes she described in the Pharmacy was staffing issues. Many Pharmacies are shortening hours, closing some of the days of the week and in extreme cases closing. There is a difficulty time hiring pharmacy techs, and there is a decrease in pharmacy students graduating as well. She shared details on a new system they have implemented at Medicap called Kiosk. This machine is like an ATM for prescriptions. It allows patient to collect prescriptions 24 hours a day, even when the pharmacy is closed. This gets the pharmacy back to 24-7 service without needing to hire staff to work. Another labor-saving device she described was an automatic pill counting machine. The machine has a camera that can recognize and count the pills automatically. The system also makes labels. This system is one that saves her a lot of time during each day.

Kailey lets us know that they carry prescription disposal envelopes. These are no cost to the patient, earn revenue for the pharmacy and keep medicine out of the water supply or land fill.

Another service they offer is packaging of prescription. They at Medicap can fill your prescription grouped together by day, time of day that they need to be taken. This can be done in a bubble pack or strip type packaging. This is very helpful to people who take multiple pills, multiple times a day.

Kailey and Medicap Urbandale really like to be involved in the community. Her speaking at our club is one example. She also does visits to the Urbandale care center to do talks on health topics and has delivered holiday gifts as well. She also has helped on some projects for Dress for Success, and like our club some projects to assist school children in Urbandale.

Kailey and Payton gave an enjoyable, enthusiastic and informative presentation to the club. Lots of good things going on at the Urbandale Medicap.

Scribe, Bill D. Corwin

Future Information

Ed Arnold - Program Chair



	Greeter	Invocation	Sergeant	Scribe
Apr 25	Wendi Wilson	Bill Grask	Jack Bell	Mark McAndrews
May 2	Bill W. Corwin	Tony Hunt	Dan Boes	Kelly Peterson
May 9	Jack Bell	Marv Johnson	Bill D. Corwin	Doyle Sanders
<i>Can't complete your assigned duty?</i> Please assist Tim Olejniczak by finding your substitute!				





Nor'Wester

Rotary Club of Northwest Des Moines
www.clubrunner.ca/northwestdesmoines / Fridays @ 11:45 - Ramada, 5000 Merle Hay Road

ROTARY "Out & About"

The Rotary Kids Book Drive

As you can see, everyone was all smiles at the Rotary Kids Book Drive.



Everyone was excited to get a new book!

Thanks to everyone who helped make this a huge success!

