

[FOR PHARMACY OWNERS AND PHARMACISTS]

Bring clinical trials into your pharmacy.

Seven steps and a readiness checklist: what your pharmacy brings, what Hawthorne handles, how referrals work, and what the first six weeks look like.

[FIT] • [ROLES] • [REFERRALS] • [TRAINING] • [REVENUE]

[01]

Check the fit.

The pharmacies that do best already have what patients value most: trust, convenience and a place they visit often.

- A loyal, long-standing patient base
- A community with few clinical research options nearby
- One or more private consultation room(s), or space that can become one
- Hours that include some evenings or weekends
- Staff who speak the languages your patients speak

[03]

Know what Hawthorne brings.

Hawthorne runs the research, so your team can stay focused on patients.

- Studies matched to your patient population
- Relationships with the pharmaceutical companies that sponsor studies
- Principal investigator oversight and credentialing
- Equipment and technology needed to support each study
- Training, protocols and centralized coordination
- Performance tracking and reporting

[02]

Know what you bring.

You contribute what the pharmacy already has. Nothing here asks you to become a research company.

- **A trusted location.** Patients already know where you are and who works there.
- **Patient relationships.** Your team makes the first, personal introduction to a study.
- **On-site dispensing.** The ability to handle and dispense study medication.
- **A room.** A private space for consent, screening and study visits.

[04]

See how a patient is referred.

Referral fits inside a normal pharmacy day.

- Your pharmacy shares de-identified patient data so studies can be matched to your patients
- Your team reaches out, using study materials Hawthorne provides, and confirms interest
- Interested patients are connected to the study team
- Consent, screening and visits happen in your consultation room, at times that suit the patient

[05]

Prepare your team.

Hawthorne trains your staff before a study opens, not during it.

- Good Clinical Practice training for staff involved in the study
- Study-specific training, including how to handle and dispense study medication
- The referral process and approved patient materials
- Who to call, and when, once the study is running

[07]

Plan the first six weeks.

Most pharmacies can get started within six weeks of a first conversation.

- **Introductory call.** 30 minutes to understand your pharmacy and answer questions.
- **Eligibility review.** Hawthorne looks at your location, space and patient population.
- **Onboarding.** Agreements, equipment and set-up.
- **Training.** Your team is ready before the first study opens.

[06]

Understand the revenue.

Clinical trial services add a high-margin revenue stream from assets already in place.

- Patient referrals for study participation
- Study medication dispensing
- Consultation room rental for study visits
- Equipment storage and study support fees
- Most participating pharmacies generate \$30,000 to \$100,000+ per year across two to six or more studies

[READINESS CHECKLIST]

Before your intro call.

- | | |
|--|--|
| ☐ Owner and pharmacist in agreement | ☐ Private room identified |
| ☐ Study champion named on staff | ☐ Evening or weekend hours possible |
| ☐ Storage space available for equipment | ☐ Team time set aside for training |
| ☐ Questions listed for the intro call | ☐ Intro call booked with Hawthorne |

Version 1, September 2026

A guide to what participation involves. Terms, revenue and study availability depend on your location and are confirmed during the eligibility review.