

CCHLO and HOAC Fall Meeting

Hank Casillas
Area Vice President

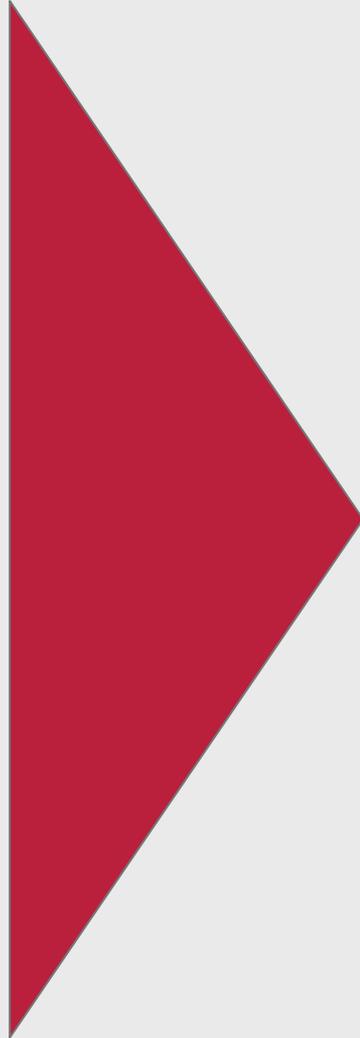
 **CVS**Health



Our journey



1963



Today



A Purpose-driven organization

CVSHealth

WE ARE
A pharmacy innovation company

OUR STRATEGY
Reinventing pharmacy

OUR PURPOSE
Helping people on their path to better health

OUR VALUES
Innovation
Collaboration
Caring
Integrity
Accountability

Tobacco Control Debate



deaths

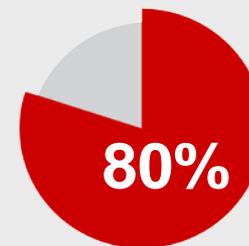
from smoking in the United States annually

smokers die approximately



14 years earlier

than non-smokers



of smokers start as kids



\$300 billion

annual estimated economic costs



9 in 10

lung cancers are caused by smoking



42 million

American adults and

3 million

middle and high school students still smoke



An important decision for public health



CVSquits**for**good

An historic day



Executing our plan



Smoking Cessation Program



MOST EFFECTIVE COMBINATION

- Assessment, Education, Medication Support, Coaching

BROCHURES, LAST PACK QUIT KIT

TOLL-FREE QUIT LINE OPERATED BY AMERICAN CANCER SOCIETY

START TO STOP™ OFFERED THROUGH MINUTECLINIC

We quit tobacco. Let us help you quit, too.

Ask a pharmacist or nurse practitioner, they're trained to help you quit.

Let's Quit Together.

Assessments • Personalized Plans • Stop Smoking Aids • Coaching & Support

Never Quit Quitting.
We have the products and counseling you need.

NICOTINE TRANSDERMAL SYSTEM PATCH 21 mg

CVS Stop Smoking Patch 7 ct. \$4.99 you pay with card - \$4.99 extrastuck® rewards. It's like getting 2 for FREE after rewards.

CVS.com/myWorkday

Overwhelming support

AP Better meetings for all.

THE BIG STORY
Home Latest News

CVS CHANGES NAME, STOPS TOBACCO SALES EARLY

The Associated Press — 3:40 P.M. 2014 12:00 AM EDT

Home » Business » CVS changes name, stops tobacco sales early

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Consumer bureau: Too few use loan forgiveness

As CVS sharpens its focus on customer health, the nation's second-largest drugstore chain will tweak its corporate name and stop the sale of tobacco nearly a month sooner than planned.

CVS Caremark will now be known as CVS Health. The signs on its roughly 7,700 drugstores won't change, so the tweak may not register with shoppers.

Postal Service revamps priority mail program

SECTIONS HOME SEARCH The New York Times

CVS Stores Stop Selling All Tobacco Products

Europe Crisis Is Reliant to Medicine of Low Rates

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Nonstop you

BUSINESS DAY

CVS Stores Stop Selling All Tobacco Products

By RACHEL ABRAMS SEPT 3, 2014

USA TODAY A QUALITY COMPANY

CVS stops selling tobacco, offers quit-smoking programs

John O'Connell and Lisa Kruse, USA TODAY 12:56 p.m. 2/27 September 3, 2014

CVS Caremark plans to stop selling tobacco products in all of its stores starting Wednesday — a move health experts hope will be followed by other major drugstore chains.

THE WALL STREET JOURNAL BUSINESS \$12 for 12 Weeks

CVS Renames Itself CVS Health as It Ends Sale of Tobacco Products

Retail Chain Hopes Move to Drop Cigarettes Will Help It Win Other Businesses

f t + e

CVS pulls last of tobacco items a month early, plans name change

A sign at a CVS drugstore at State and Adams streets announces that it has stopped selling tobacco products and will help its customers quit too. (Chris Walker, Chicago Tribune)

4 NBC Los Angeles @NBCLA Follow

CVS, the nation's second-largest drugstore chain, has changed its name to CVS Health and has stopped tobacco sales

4.nbcla.com/1sYYFGg

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3:44 AM - 3 Sep 2014

Yahoo News @YahooNews Follow

CVS, nation's 2nd-largest drugstore chain, stops selling all tobacco products: yhoo.it/1A40hB5

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RETWEETS 88 FAVORITES 50

2:17 AM - 3 Sep 2014 Flag media

Overwhelming support

[Statement from Mike Bloomberg on CVS decision to accelerate the end of tobacco sales](#)

Sep 03, 2014 | MikeBloomberg.com

"CVS's decision to accelerate the end of tobacco sales at its stores and offer a smoking cessation program to customers is an important step forward for public health - and one that other pharmacies should follow. Tobacco use is an addictive and ultimately deadly habit, and CVS's leadership will help save lives. Its new name, CVS Health, reflects the reality that pharmacies should be in the business of healing people, not making them sick."



The First Lady @FLOTUS · 35s

Congratulations and thank you, @CVSHealth. Creating a healthier future for our next generation is **#OneGoodReason** to live tobacco free. —m0



Senator Dick Durbin

26 mins · 🌐

👍 Like Page

Today, CVS followed through on their promise, and set out to prove what many of us already believe: that looking out for the long-term well-being of their customers isn't just good for public health, it is also good business. I applaud their decision to halt all tobacco sales and thank them for their leadership on this issue. **#OneGoodReason**

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Legacy @LegacyForHealth · 1m

Kudos to @CVS_Extra for ending sales of tobacco products. Share your **#OneGoodReason** to be tobacco-free. legacyforhealth.org/newsroom/state...

👍 Like · 🔄 Retweet · ⭐ Favorite · ⋮ More



Senator Jack Reed @SenJackReed · 16m

Cheers to #RI's own @CVSHealth, leading by example & taking a big step today towards a healthier future for all Americans. **#OneGoodReason**

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FDA Tobacco @FDATobacco · 10m

Our **#OneGoodReason** to help America **#BeTobaccoFree**: To make tobacco-related death & disease part of America's past, not America's future!

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CDC Tobacco Free @CDCTobaccoFree · 28s

Kudos @CVSHealth for ending tobacco sales ahead of schedule & launching a cessation campaign: bit.ly/1BbIFqz

👍 Like · 🔄 Retweet · ⭐ Favorite 1 · ⋮ More

Thank You

