

Q&A With A BOI Member

Mr. Don Schreiber, President
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Kirkwood, Missouri

1. *What is your favorite part of a typical day?*
Pursuing an acquisition or a major upgrade to an existing store.
2. *What part of your job would you gladly give up?*
The minutia of the Operations and Marketing.
3. *What skill would you most like to improve?*
My recruiting skills.
4. *If you could go back and do one thing differently, what would it be?*
I would have started my pharmacy business sooner.
5. *What keeps you up at night?*
When I am overloaded with tasks - too much going on, too many details and loose ends.
6. *Who gives you the best advice about your business and what was it?*
Colleague Dan Morgan, from Medicine Shoppe. Dan always encouraged me to get on the other side - become an owner, not an employee.
7. *What accomplishment are you most proud of?*
Personal - Raising my 4 kids (with my wife) into caring and successful citizens.
Business - Taking the chance at age 50 to buy 4 pharmacies and go into business.