

PRESCRIPTION DRUG PROSECUTIONS



DEA Distributor Conference, September 23, 2015

PROBLEM

Prescription drug abuse is the fastest growing drug problem in the United States.

In 2010, approximately 38,329 unintentional drug overdose deaths occurred in the United States, one death every 14 minutes.

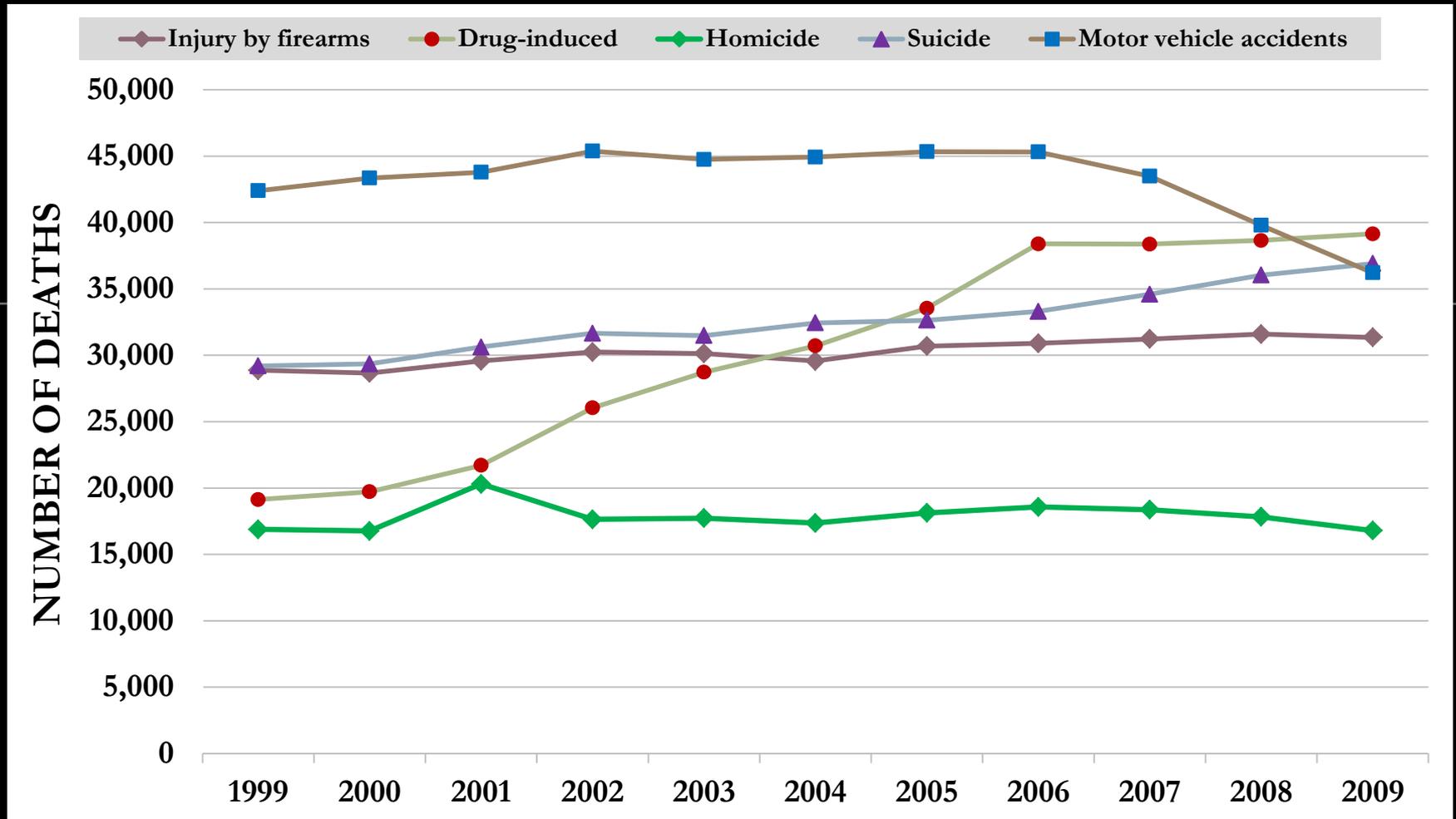
75.2 % were attributed to opioid overdoses

In 2011, the number grew to 41,340 deaths, one death every 12 ½ minutes.

74.2 % were attributed to opioid overdoses.

Drug overdose deaths have increased for 12 consecutive years

Drug-Induced Deaths vs. Other Injury Deaths (1999–2009)

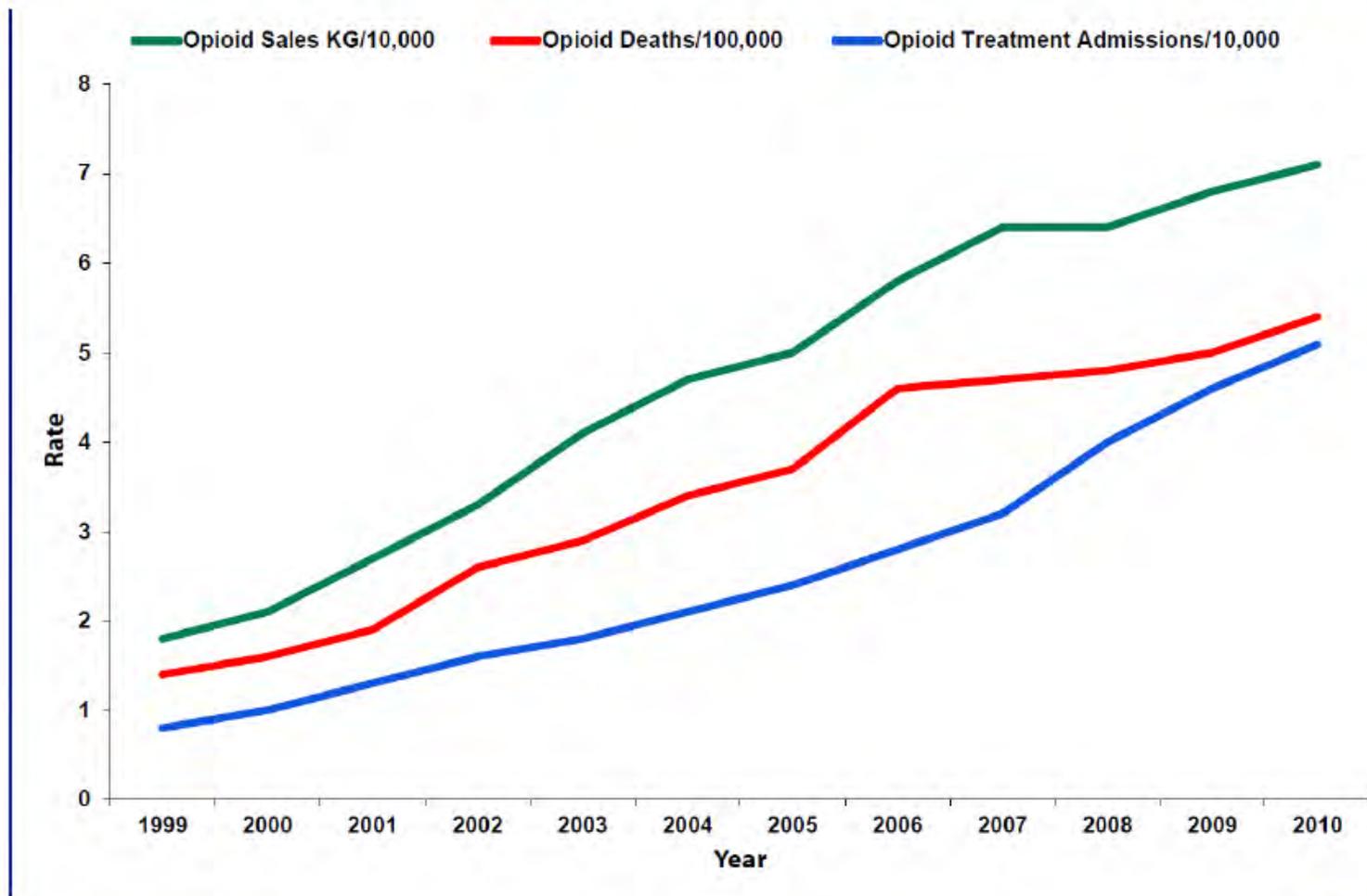


Causes of death attributable to drugs include accidental or intentional poisonings by drugs and deaths from medical conditions resulting from chronic drug use. Drug-induced causes exclude accidents, homicides, and other causes indirectly related to drug use. Not all injury cause categories are mutually exclusive.

Source: National Center for Health Statistics, Centers for Disease Control and Prevention.
National Vital Statistics Reports *Deaths: Final Data* for the years 1999 to 2009 (January 2012).

U.S. Drug Enforcement Administration
Office of Diversion Control

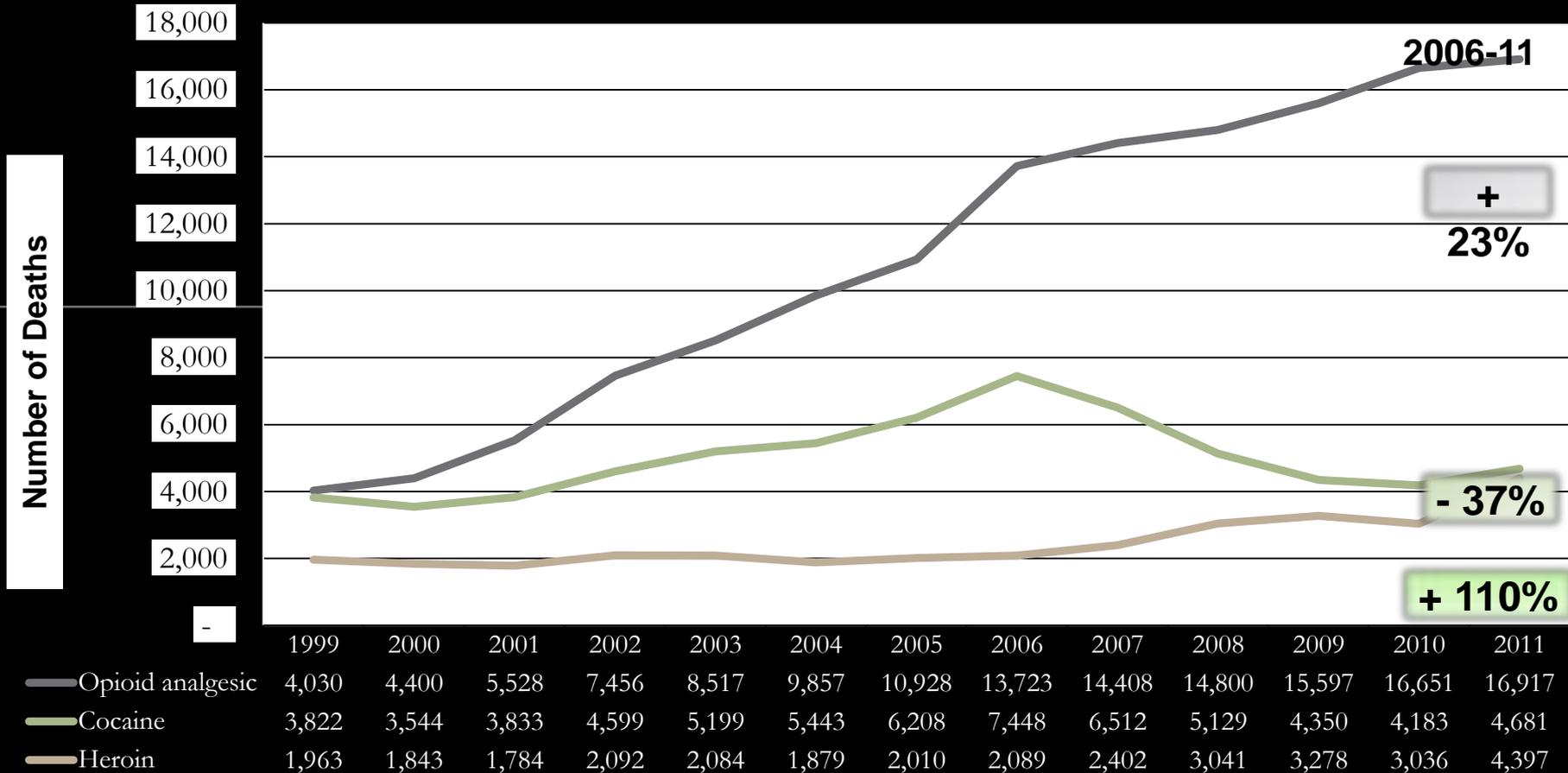
U.S. Rates of Opioid Overdose Deaths, Sales, and Treatment Admissions, 1999-2010



Source: National Vital Statistics System (NVSS),
DEA's Automation of Reports and
Consolidated Orders System, SAMHSA's
Treatment Episode Data Set

U.S. Drug Enforcement Administration
Office of Diversion Control

Drug Poisoning Deaths Involving Opioid Analgesics, Cocaine, and Heroin: United States, 1999-2011



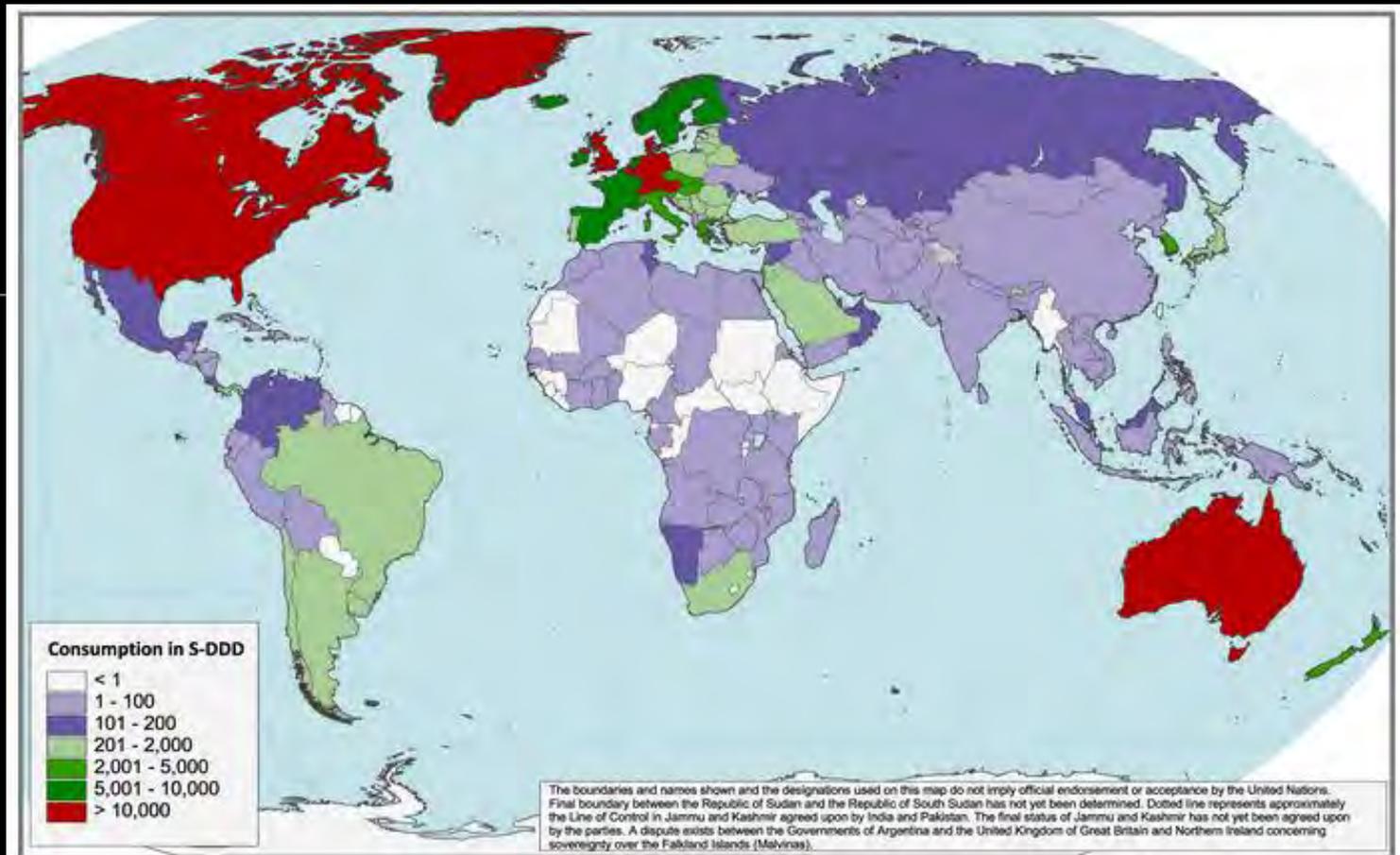
Note: Not all drug poisoning deaths specify the drug(s) involved, and a death may involve more than one specific substance.

The rise in 2005-2006 in opioid deaths is related to non-pharmaceutical fentanyl (see <http://www.cdc.gov/mmwr/preview/mmwrhtml/mm5729a.htm>). *Heroin includes opium.

Source: National Center for Health Statistics/CDC/ *National Vital Statistics Report*, Final death data for each calendar year (June 2014).

U.S. Drug Enforcement
Administration
Office of Diversion Control

INCB: Availability of opioids* for pain management (2010-2012 average) (Consumption in defined daily doses for statistical purposes (S-DDD) per million inhabitants per day)



*Codeine, dextropropoxyphene, dihydrocodeine, fentanyl, hydromorphone, ketobemidone, morphine, oxycodone, pethidine, tilidine and tramperidine.

TOP 10 WORLDWIDE HYDROCODONE USERS

➤ 10 Guatemala	10 kilograms
➤ 9 India	10 kilograms
➤ 8 Vietnam	20 kilograms
➤ 7 China	20 kilograms
➤ 6 Denmark	25.5 kilograms
➤ 5 Columbia	30 kilograms
➤ 4 Syrian Republic	50 kilograms
➤ 3 Canada	115.5 kilograms
➤ 2 United Kingdom	200 kilograms
➤ 1 United States	79,700 kilograms 99.3%

SOURCE: UN International Narcotics Control Board website. Estimated World Requirements of Narcotic Drugs in grams for 2014. <http://www.incb.org>. Accessed April 14, 2014

U.S. Drug Enforcement Administration
Office of Diversion Control

TOP 9 WORLDWIDE OXYCODONE USERS

➤ 9 Hungary	1,007 kilograms
➤ 8 Italy	1,500 kilograms
➤ 7 Australia	2,200 kilograms
➤ 6 United Kingdom	2,500 kilograms
➤ 5 Germany	3,000 kilograms
➤ 4 Switzerland	3,800 kilograms
➤ 3 Canada	10,500 kilograms
➤ 2 France	13,500 kilograms
➤ 1 United States	96,250 kilograms
	67.7%

FEDERAL SYSTEM

Controlled Substances Act of 1970

Closed System

DEA license – manufacture, distribute, dispense

Enforcement

DEA - administrative

- diversion

- criminal enforcement



UNITED STATES V. MOORE (1975)

D.C. Doctor. In less than six months wrote over 11,000 scripts. Charged based on amount of methadone prescribed. Convicted of unlawful distribution of a controlled substance.

Appealed, claiming he was exempt from CSA because he was physician with a DEA license.

Supreme Court held “physicians who depart[] from the usual course of medical practice [are] subject to the same penalties as street pushers with no claim to legitimacy.”

PRESCRIPTIONS

Lawful or Unlawful? - Title 21 C.F.R. § 1306.04

A prescription for a controlled substance to be effective must be issued *for a legitimate medical purpose* by an individual practitioner *acting in the usual course of his professional practice*. The responsibility for the proper prescribing and dispensing of controlled substances is upon the prescribing practitioner, but a corresponding responsibility rests with the pharmacist who fills the prescription.

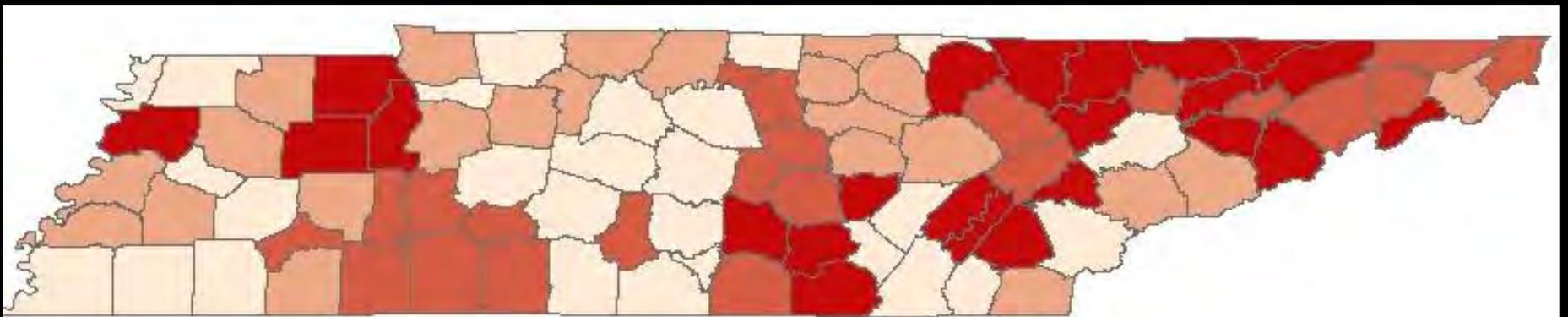
OVER PRESCRIBING?

In 2010 alone, 254 million prescriptions for these drugs were filled in the United States, **enough for every adult in America to stay medicated around the clock for a month.**

These drugs include codeine, oxycodone (e.g., OxyContin, Percodan, Percocet), morphine, hydromorphone (e.g. Demerol and Dilaudid), propoxyphene (e.g. Darvon and Darvocet) and methadone (e.g. Dolophine and methadose).

The quantity of **prescription painkillers sold** to pharmacies, hospitals, and doctors' offices was **four times larger in 2010 than in 1999.**

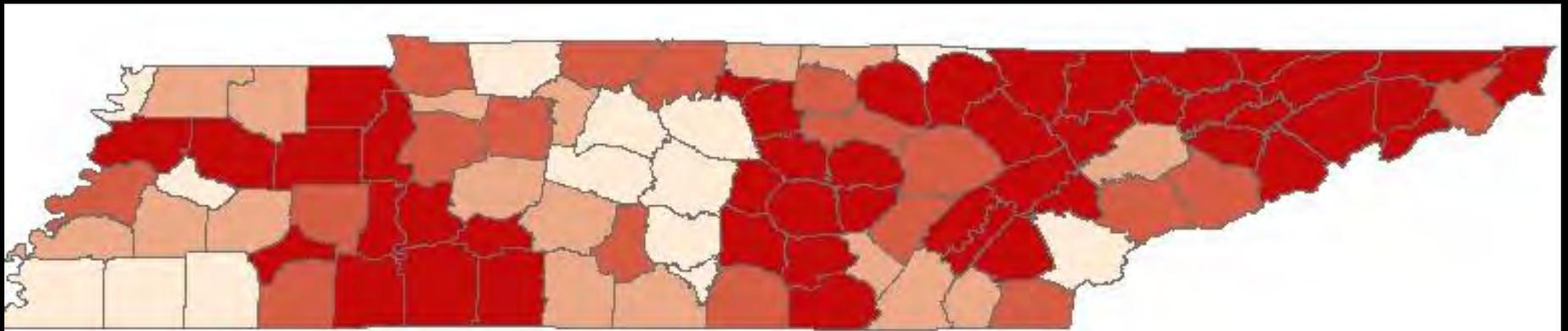
2007 TENNESSEE OPIOID PRESCRIPTIONS



Prescription Rate per 100 Popula



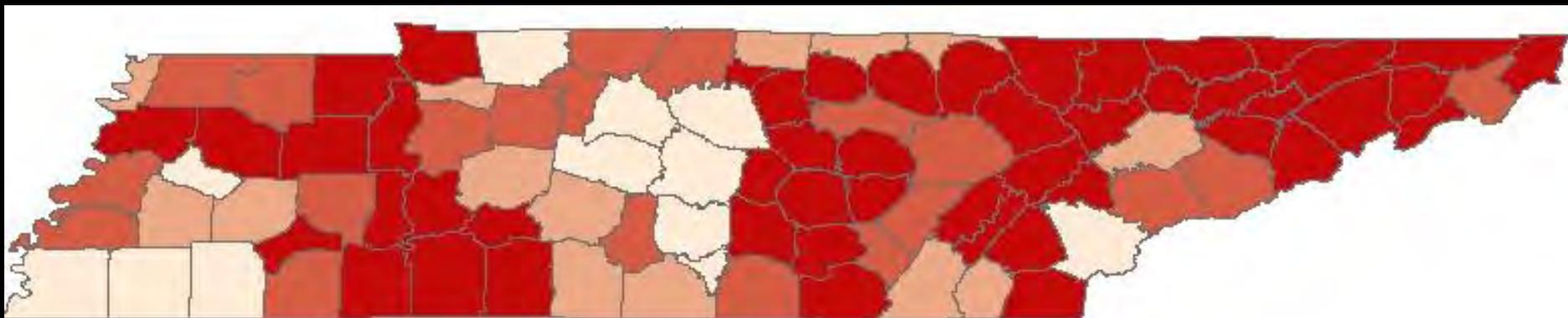
2008 TENNESSEE OPIOID PRESCRIPTIONS



Prescription Rate per 100 Population



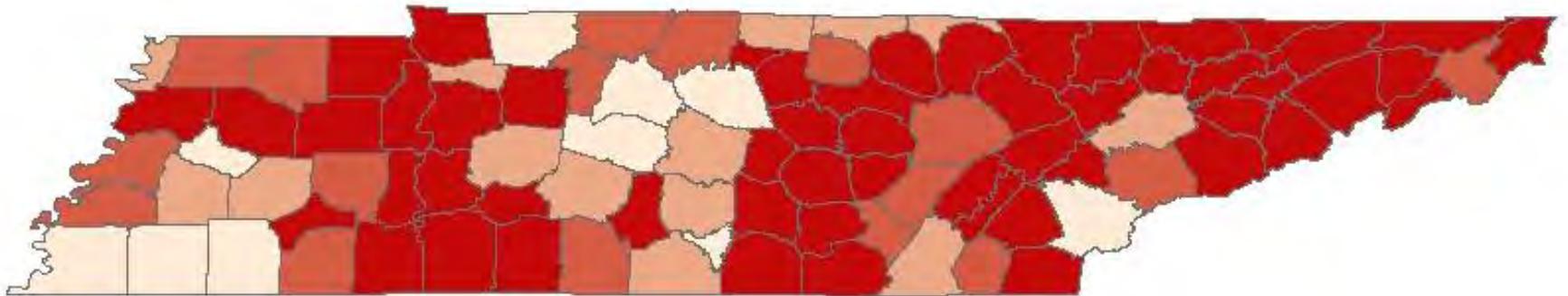
2009 TENNESSEE OPIOID PRESCRIPTIONS



Prescription Rate per 100 Population



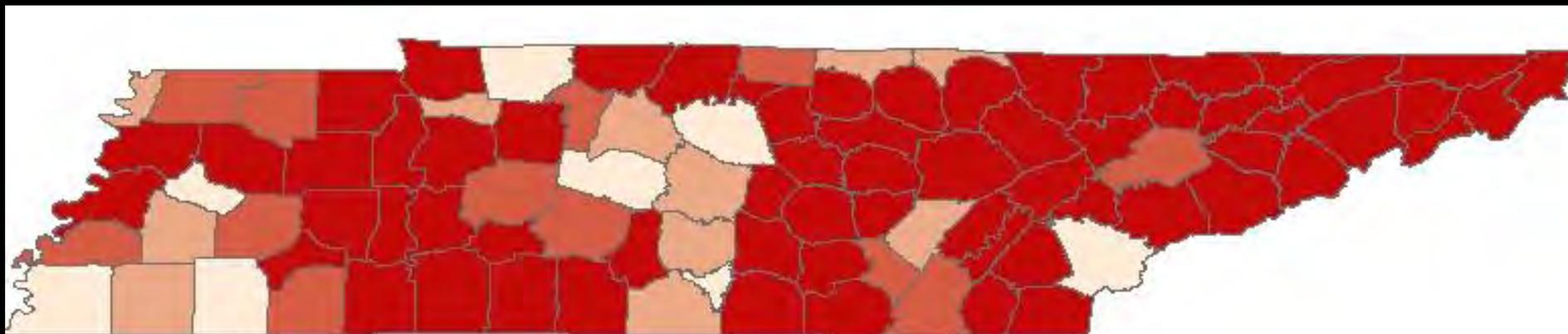
2010 TENNESSEE OPIOID PRESCRIPTIONS



Prescription Rate per 100 Population



2011 TENNESSEE OPIOID PRESCRIPTIONS



Prescription Rate per 100 Popul

<105

105 - 121

122 - 140

=>141

PAINKILLER PRESCRIPTIONS BY STATE

In 2012, Southern states had the most per person. The top three states were Alabama, Tennessee, and West Virginia;

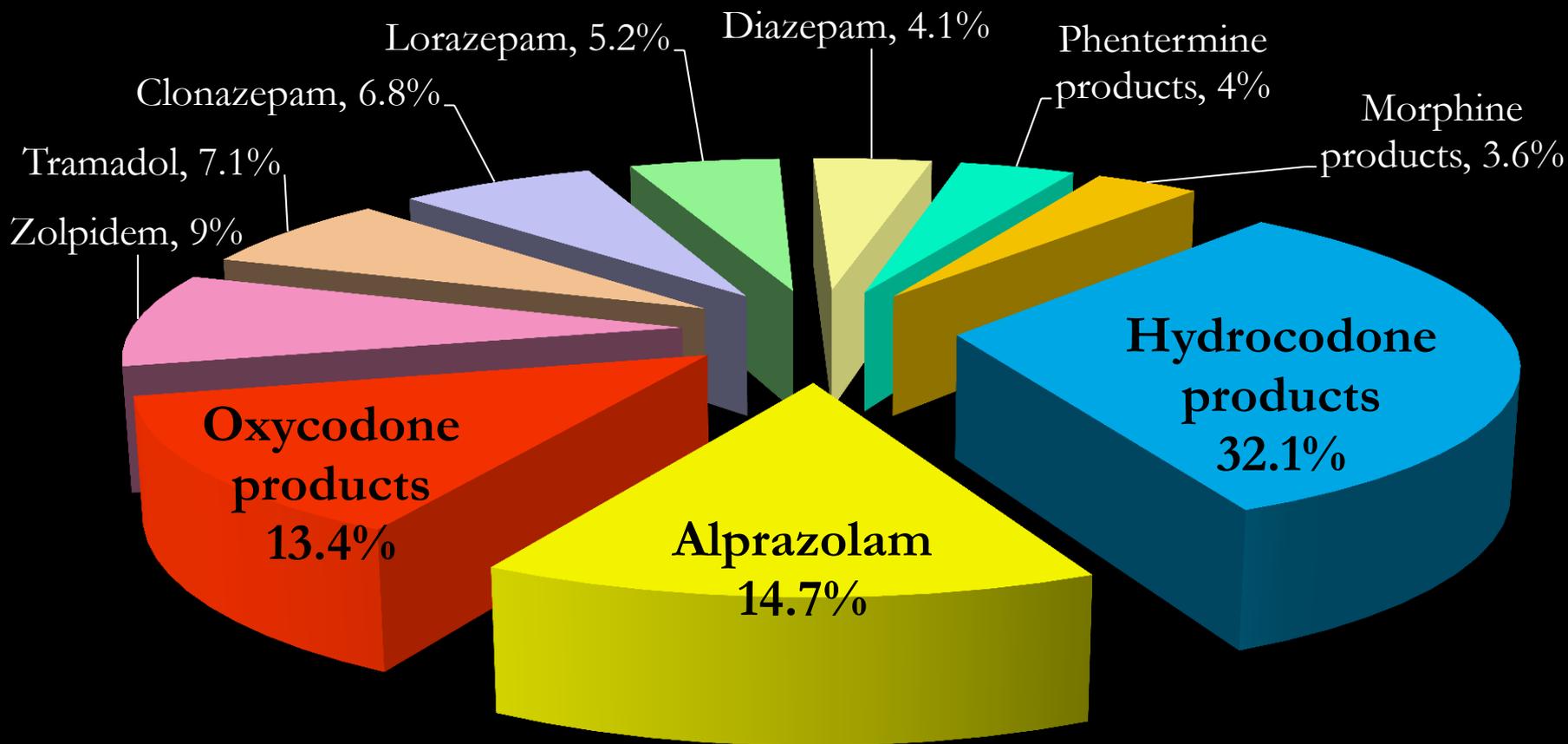
Alabama: 143 per 100 people

Tennessee: 143 per 100 people

West Virginia: 138 per 100 people

Lowest-Hawaii: 52 per 100 people

TENNESSEE TOP TEN CONTROLLED SUBSTANCES 2014



IMPACT IN TENNESSE

Deaths: Over 1,000 people are dying from in the state every year.

Children: 50% of the children in DCS care are there because of parental drug abuse.

Over the past decade, there has been a ten-fold rise in the incidence of babies born with Neonatal Abstinence Syndrome.

Healthcare Costs:

ER visits for overdoses have increased 40% from 2005-2010.

Estimated cost of providing drug treatment to Tennessee drug abusers living below the poverty line is \$28 million.

Crime: Drug-related crimes have increased 33% from 2005-2012.

Lost Productivity: Prescription drug abuse cost was estimated at \$143 million in 2008. Adjusted for inflation, it's now \$160 million.

CHARGING OPTIONS

21 USC §§ 846, 841(b)(1)(C) - distribution

up to 20 years; fine \$1 mill; forfeiture

death or SBI: 20 to life; \$2 mill; forfeiture

21 USC § 856 - maintaining a drug premises

up to 20 years; fine \$250,000; forfeiture

18 USC § 1956 - money laundering

up to 20 years; fine 2x amount or \$500,000;
forfeiture

26 USC § 7201 – tax evasion

up to 5 years; \$100,000



UNLAWFUL DISTRIBUTION

Inappropriate/Over Prescribing

Knowledge of Redistribution

Lax/careless Rx Practices

Dr. Shoppers

Prescription Rings



CONSPIRACY

Advantages – time frame, jurisdiction, relevant evidence, coconspirator liability



INTENT

(1) Next, I want to explain something about proving a defendant's state of mind.

(2) Ordinarily, there is no way that a defendant's state of mind can be proved directly, because no one can read another person's mind and tell what that person is thinking.

(3) But a defendant's state of mind can be proved indirectly from the surrounding circumstances. This includes things like **what the defendant said, what the defendant did, how the defendant acted, and any other facts or circumstances in evidence that show what was in the defendant's mind.**

(4) You may **also consider the natural and probable results of any acts that the defendant knowingly did [or did not do], and whether it is reasonable to conclude that the defendant intended those results.**

This, of course, is all for you to decide.

DELIBERATE IGNORANCE

No one can avoid responsibility for a crime by deliberately ignoring the obvious. If you are convinced that the defendant deliberately ignored a high probability that drugs were being illegally distributed, then you may find that he had knowledge of the crime.

But to find this, you must be convinced beyond a reasonable doubt that the defendant was aware of a high probability that drugs were being illegal distributed, and that the defendant deliberately closed his eyes to what was obvious. Carelessness, or negligence, or foolishness on his part is not the same as knowledge, and is not enough to convict.



SENTENCING

Burden of proof is lower

(preponderance vs. proof beyond a reasonable doubt)

Hearsay is admissible

Judge has a lot of discretion

crime

defendant

deterrence

avoid disparities



SENTENCING TABLE
(in months of imprisonment)

Offense Level	Criminal History Category (Criminal History Points)					
	I (0 or 1)	II (2 or 3)	III (4, 5, 6)	IV (7, 8, 9)	V (10, 11, 12)	VI (13 or more)
1	0-6	0-6	0-6	0-6	0-6	0-6
2	0-6	0-6	0-6	0-6	0-6	1-7
3	0-6	0-6	0-6	0-6	2-8	3-9
4	0-6	0-6	0-6	2-8	4-10	6-12
5	0-6	0-6	1-7	4-10	6-12	9-15
6	0-6	1-7	2-8	6-12	9-15	12-18
7	0-6	2-8	4-10	8-14	12-18	15-21
8	0-6	4-10	6-12	10-16	15-21	18-24
9	4-10	6-12	8-14	12-18	18-24	21-27
10	6-12	8-14	10-16	15-21	21-27	24-30
11	8-14	10-16	12-18	18-24	24-30	27-33
12	10-16	12-18	15-21	21-27	27-33	30-37
13	12-18	15-21	18-24	24-30	30-37	33-41
14	15-21	18-24	21-27	27-33	33-41	37-46
15	18-24	21-27	24-30	30-37	37-46	41-51
16	21-27	24-30	27-33	33-41	41-51	46-57
17	24-30	27-33	30-37	37-46	46-57	51-63
18	27-33	30-37	33-41	41-51	51-63	57-71
19	30-37	33-41	37-46	46-57	57-71	63-78
20	33-41	37-46	41-51	51-63	63-78	70-87
21	37-46	41-51	46-57	57-71	70-87	77-96
22	41-51	46-57	51-63	63-78	77-96	84-105
23	46-57	51-63	57-71	70-87	84-105	92-115
24	51-63	57-71	63-78	77-96	92-115	100-125
25	57-71	63-78	70-87	84-105	100-125	110-137
26	63-78	70-87	78-97	92-115	110-137	120-150
27	70-87	78-97	87-108	100-125	120-150	130-162
28	78-97	87-108	97-121	110-137	130-162	140-175
29	87-108	97-121	108-135	121-151	140-175	151-188
30	97-121	108-135	121-151	135-168	151-188	168-210
31	108-135	121-151	135-168	151-188	168-210	188-235
32	121-151	135-168	151-188	168-210	188-235	210-262
33	135-168	151-188	168-210	188-235	210-262	235-293
34	151-188	168-210	188-235	210-262	235-293	262-327
35	168-210	188-235	210-262	235-293	262-327	292-365
36	188-235	210-262	235-293	262-327	292-365	324-405
37	210-262	235-293	262-327	292-365	324-405	360-life
38	235-293	262-327	292-365	324-405	360-life	360-life
39	262-327	292-365	324-405	360-life	360-life	360-life
40	292-365	324-405	360-life	360-life	360-life	360-life
41	324-405	360-life	360-life	360-life	360-life	360-life
42	360-life	360-life	360-life	360-life	360-life	360-life
43	life	life	life	life	life	life

DETERMINING A SENTENCE (DRUG AMOUNT)

Drug amounts (e.g. Oxycodone 30 mg)

10 pills	= level 8	=	0-6 months
100 pills	= level 16	=	21-27 months
1,000 pills	= level 24	=	51-63 months
10,000 pills	= level 30	=	97-121 months
100,000 pills	= level 36	=	188-235 months
450,000 pills	= level 38	=	235-293 months

Level 38 if death or serious bodily injury occurred

DETERMINING A SENTENCE (ENHANCEMENTS)

- + 2 levels (dangerous weapon)
- + 2 levels (maintain a premises)
- + 2 levels (criminal livelihood)
- + 2 levels (vulnerable victim)
- + 2 levels (abuse of position of trust)
- + 2-4 levels (role in the offense)
- + 2 levels (obstruction of justice)

Could add 14-16 levels to drug amounts

GUIDELINE EXAMPLE

10 scripts (120 Oxy 30 mg) = 1,200 pills

Level 24

Enhancements + 10

Total = level 34

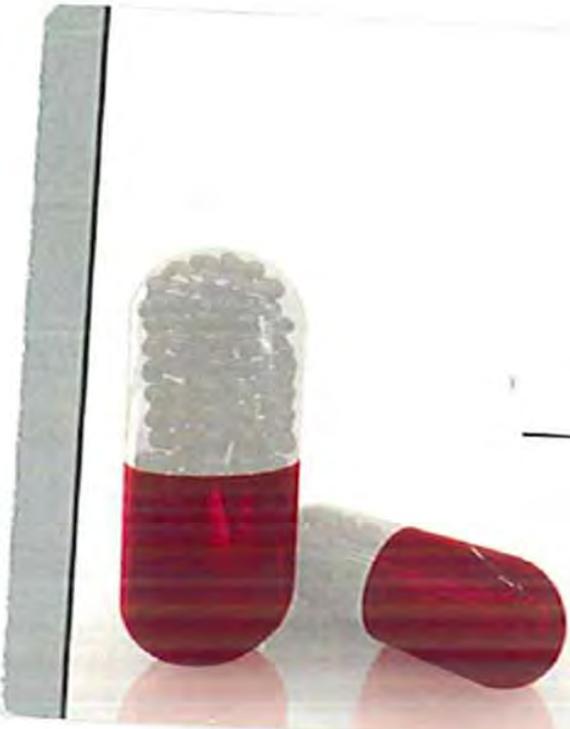
Goes to trial

151-188 months

Pleads Guilty

108-135 months

UNITED STATES V. LANG



Superior One Medical Clinic
Mind, Body and Spirit
Faith and Barbara
President's

Refer a friend because you care!

4421 Hwy 58 in suite #5
(423)296-2444 Office
(423)296-2448 fax

We truly understand that you need
some one to care about your pain!

CLINIC TIMELINE

United States v. Barbara Lang
Case No. 1:12-cr-104
Government's Exhibit No. 100



Primary Care Conspiracy:
August 2011 - June 2012 (2 locations)

2010							2011					2012						
Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June

Superior One Conspiracy:
December 2010 - July 2011 (4 locations)



OXYCODONE STREET VALUES BASED ON PRESCRIPTIONS

Description:	Strength	#		Total MG	
	(mg)	# Pills	Prescriptions		
Superior One	Oxycodone Hydrochloride	10	51,716	708	517,160
	Oxycodone Hydrochloride	15	14,114	179	211,710
	Oxycodone HCL	15	33,115	455	496,795
	Oxycodone Hydrochloride	20	975	23	19,500
	Oxycodone HCL	30	274,440	3,079	8,233,200
	Oxycodone Hydrochloride	30	84,908	953	2,547,240
	APAP/Oxycodone	325-10	10,409	163	104,090
	Endocet	325-10	21,206	288	212,060
	Oxycodone and Acetaminophen	325-10	13,650	182	136,500
	Endocet and APAP/Oxycodone	325-5	4,267	111	21,335
	APAP/Oxycodone	325-7.5	37,141	662	2,785,575
	Endocet	325-7.5	47,420	860	355,650
	Oxycodone and Acetaminophen	325-7.5	4,225	79	316,875
	Oxycodone HCL	5	5,355	60	26,775
	Oxycodone Hydrochloride	5	4,674	44	23,370

TOTAL PILLS: **607,615**
TOTAL PRESCRIPTIONS: **7,846**
TOTAL MG OXYCODONE FILLED IN TN: **16,007,835**

Estimated Street Value at \$1/mg = \$16,007,835.00

Description:	Strength	#		Total MG	
	(mg)	# Pills	Prescriptions		
Primary Care	Oxycodone Hydrochloride	10	26,187	299	261,870
	Oxycodone Hydrochloride	15	252,144	3,066	3,782,160
	Oxycodone HCL	15	27,740	326	416,100
	Oxycodone Hydrochloride	20	8,470	80	169,400
	Oxycodone HCL	30	109,057	997	3,271,710
	Oxycodone Hydrochloride	30	620,204	5,672	18,606,120
	APAP/Oxycodone	325-10	56,976	662	569,760
	Endocet	325-10	74,645	871	746,450
	Oxycodone and Acetaminophen	325-10	46,775	547	467,750
	Endocet	325-5	28	1	140
	APAP/Oxycodone	325-7.5	14,295	182	107,212.50
	Endocet	325-7.5	10,200	128	76,500
	Oxycodone and Acetaminophen	325-7.5	2,190	28	16,425
	Oxycodone HCL	15	1,440	15	7,200
	Oxycodone Hydrochloride	5	450	4	2,250

TOTAL PILLS: **1,250,801**
TOTAL PRESCRIPTIONS: **12,878**
TOTAL MG OXYCODONE FILLED IN TN: **28,501,048**

Estimated Street Value at \$1/mg = \$28,501,048.00

Superior One Medical

RULES!

① Do not stand around in groups on sidewalk or in parking lot!

② Do not run to or from your car, if you do no refund!

③ Once you enter and check in, you can NOT go out in front door, unless you're leaving! ALL smokers go to back.

④ Throwing down any trash will be seen on cameras and you will pay.

⑤ If you are a first time client, welcome listen and we will get to you.

⑥ NO FL. (or) LA. I.D.'s, medical records are fine from there, but not your ID.

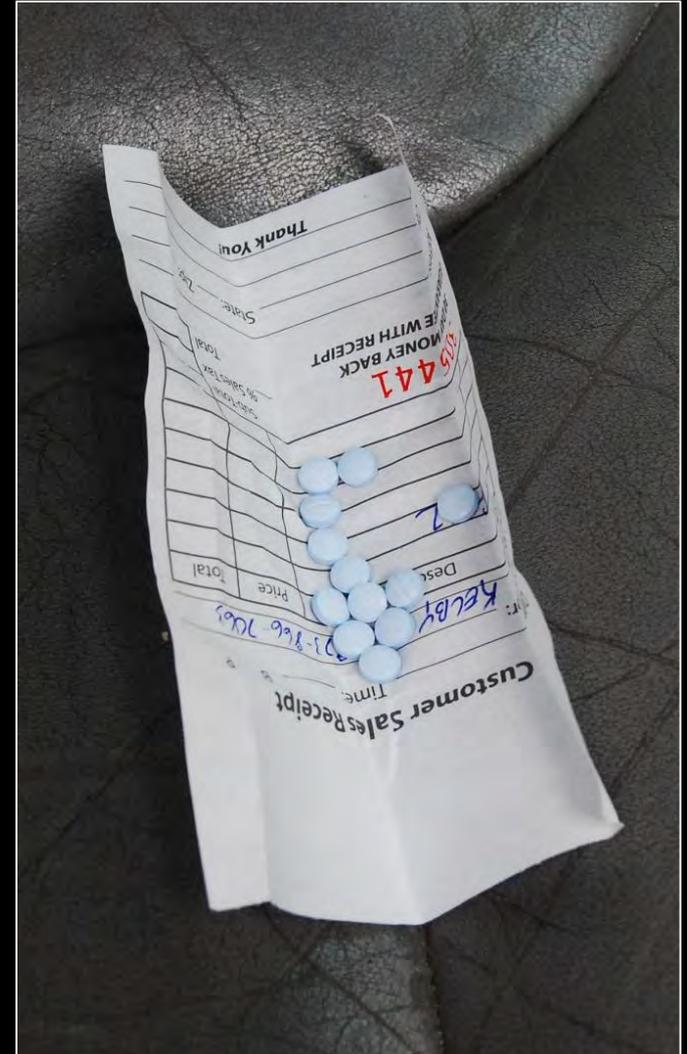
⑦ Wait in your car until we open the door at (9am)



HELTENBERGS

2008/06/03 22:44:45

TRAFFIC STOP



TRAFFIC STOP



RAPID RX 4335 RINGGOLD ROAD
CHATTANOOGA, TN 37412
423-510-2788

R
Pa
Dr

PAY: \$ 120.75

Ca **CASH**

GE NABP#: 4440018 Fed ID#: 20-5929455

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CHATTANOOGA, TN 37415
Phone: 423 355 9253

MORPHINE SULFATE ER 100MG
NDC 60051065970 Qty 60
REF

Dr. JEROME A SHERARD

Rph: DRR

THIS IS YOUR RECEIPT. PLEASE RETAIN FOR YOUR TAX OR INSURANCE.

RAPID RX 4335 RINGGOLD ROAD
CHATTANOOGA, TN 37412
423-510-2788

PAY: \$ 120.75

CASH

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TRAFFIC STOP



Primary Care & Pain Clinic, Inc.
6236 Airpark Drive Suite A • Chattanooga, TN 37421
PHONE: (423) 305-0194 • FAX: (423) 305-1402

PATIENT REFERRAL CARD

(Refer 10 New Qualified Patients
and Receive One FREE Visit)



Primary Care & Pain Clinic, PC
6236 Airpark Drive Suite A • Chattanooga, TN 37421
PHONE: (423) 305-0194 • FAX: (423) 305-1402

REFERRAL CARD

I _____ am referring

_____ to

Primary Care & Pain Clinic, Inc.

LARMORE Morphine Equivalent Dose Chart

Timeframe Month/Year	# of Patients	MED	MED/Patient	MED/Day
Dec-11	233	767,628	3,294	109
Jan-11	620	2,808,146	4,529	150
Feb-11	612	2,829,094	4,623	154
Mar-11	647	3,533,830	5,462	182
Apr-11	631	3,480,143	5,515	184
May-11	643	3,739,453	5,816	194
Jun-11	612	3,775,476	6,169	206
Jul-11	114	624,389	5,477	183
Aug-11	543	3,754,433	6,914	230
Sep-11	588	3,941,810	6,704	223
Oct-11	617	4,226,880	6,851	228
Nov-11	586	4,359,873	7,440	248
Dec-11	514	3,538,989	6,885	229
Jan-12	527	4,090,598	7,762	259
Feb-12	523	3,775,900	7,219	241
Mar-12	538	3,843,083	7,143	238
Apr-12	482	3,110,305	6,453	215
May-12	638	4,185,173	6,560	219
Jun-12	523	3,064,578	5,860	195
Jul-12	388	2,402,130	6,191	206

Ex. 272

Ranking	Top 50 MME 2013 (excluding Buprenorphine)	Top 50 MME 2014 (excluding Buprenorphine)
1	56,168,289.4	49,611,550.0
2	55,775,031.4	40,720,520.5
3	55,455,642.0	39,554,637.3
4	51,940,956.9	37,313,976.5
5	51,900,011.5	35,750,549.0
6	43,681,850.2	34,388,650.0
7	43,232,595.7	31,580,352.8
8	35,811,194.5	31,267,630.5
9	34,750,185.5	29,958,151.8
10	34,179,372.5	29,472,149.8
11	33,388,114.5	29,337,618.8
12	32,069,647.9	29,010,154.8
13	31,646,295.0	28,514,014.3
14	31,193,926.4	28,214,496.8
15	30,408,337.6	27,649,330.0
16	29,861,271.7	27,279,698.0
17	29,336,659.9	27,144,407.0
18	28,982,042.9	26,681,531.0
19	28,818,947.2	26,595,560.0
20	28,760,759.0	25,406,482.0

BLAKE'S RANT

“Don’t ever come and tell me that you’ve lost your medicine or that your medicine was stolen. You’re discharged, the moment you do. You’re a liar. Your medicine wasn’t stolen. You didn’t lose your medicine. You’re either eatin’ too many of ‘em, or you’re sellin’ ‘em.”

BLAKE'S RANT (CONT.)

“I’m going to charge you a 50-dollar-I-am-stupid-as-hell fee. And I’m going to hold your scripts up here, until you pay it.”

• • • •

“They’re already trying to evict us from this building, because Food Lion is scared of y’all.”

PSYCHOLOGICAL WARFARE

“There is something going on with Tennessee law enforcement. It is not advertised but they are going after us pain patients.”

...

“If you are pulled over, first of all do not consent to a search Never let them do a pill count right there on the side of the road Absolutely refuse.”

SHERARD'S DIAGNOSIS

“You have headaches, right? In the sun? Your blood vessels are dilating in in your brain and that hurts, okay. This medicine is not supposed to treat that at all.”

...

“You’re out in the sun all day . . . get a, get a bigger hat.”



JOB DESCRIPTION

TITLE: MEDICAL ASSISTANT

BASIC FUNCTION:

THIS POSITION CONSISTS OF PREPARING CHARTS AND PHYSICAL FACILITIES FOR PATIENT VISITS . PROVIDES ROUTINE MEDICAL ADVICE TO PATIENTS BY PHONE . ESTABLISHES HELPFUL AND FRIENDLY RELATIONSHIPS WITH PATIENTS .

MAJOR DUTIES AND RESPONSIBILITIES :

- 1. PREPARE PATIENTS FOR DOCTOR PRIOR TO DOCTOR ENTERING EXAMINATION ROOMS .**
- 2. ASSIST PHYSICIAN WITH TREATMENTS .**
- 3. PERIODICALLY CHECK ENTIRE WORK AREA INCLUDING WAITING ROOMS AND TIDY-UP AS NECESSARY .**
- 4. SCREEN INCOMING CALLS - DECIDE IF DOCTOR NEEDS TO SEE PATIENT OR CALL PATIENT .**
- 5. WRITE PRESCRIPTIONS FOR PATIENTS .**

000614

GENERAL PRACTICE AND PEDIATRICS

340 NORTH HOLTZCLAW AVENUE
CHATTANOOGA, TN 37404-2305

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JEROME A. SHERARD M.D., F.A.A.P.

DEA #FS1713165

NAME _____ AGE _____

ADDRESS _____ DATE _____

- 1-24
 - 25-49
 - 50-74
 - 75-100
 - 101-150
 - 151 and over
- Units

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Jerome A. Sherard
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Group

618

OKGP7003091

SKY VIEW OF CHATTANOOGA

340 NORTH HOLTZCLAW AVENUE
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JEROME A. SHERARD M.D., F.A.A.P.

DEA #FS1713165

NAME _____ AGE _____

ADDRESS _____ DATE _____

R Xanax _____ mg

#

÷ P.O. T. I. D.

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 - 25-49
 - 50-74
 - 75-100
 - 101-150
 - 151 and over
- _____ Units

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Jerome A. Sherard

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Dx Code _____

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DISPENSE AS WRITTEN

24
24
30
10



LANG'S VERDICT

Guilty – 2 drug conspiracies
5 maintaining a premises
14 structuring violations

Forfeited - \$4,000,000 judgment
\$234,333 from safe
\$272,944 from bank
2001 Jaguar XJ8

LANG'S SENTENCE

50 kilos of oxy	Level 38	(13.4 kilos is max)
Armed guards	+2	
Maintained a premises	+2	
Criminal livelihood	+2	
Role in the offense	<u>+4</u>	
Total offense level	48	(43 is max)

Level 43 / I = Life

Sentence: **280 years**

MORE EAST TENNESSEE PILL DEFENDANTS

Dr. Charles Howe, 72: 3 years (pled)

Dr. Jerome Sherard, 60: 5 years (pled and cooperated)

Dr. Elizabeth Reimers, 40: 5 years, 10 months (pled)

Dr. Ihsaan Al-Amin, 64: 8 years, 4 months (pled)

Dr. Samuel Ashby, 62: 9 years (pled)

Charles Larmore, N.P., 67: 13 years (pled and cooperated)

Dustin Morgan, clinic operator, 36: 17 years (after trial)

Wendi Henry, clinic operator, 45: 18 years (after trial)

Tamral Guzman, clinic owner, 42: 21 years, 6 months (after trial)

Dr. Hancock, 49: 23 years (after trial)

Sandra Kincaid, clinic owner, 63: 39 years (after trial)

Randy Kincaid, clinic owner, 58: 69 years (after trial)

RED FLAGS

Complaints

Form of payment

Types of customers

Type of location

Unexplained increase in sales

Large percentage of total sales

High dose amounts

Demand for fast-acting drugs

New business/changing locations

Ignoring regulatory/law enforcement concerns

Drug combinations – oxycodone/benzos

Pharmacies in or associated with pain clinic/dr. office

Imaging services in or associated with pain clinic/dr. office



MRI

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• Chronic Pain
• Pain Management
• Spinal Cord Stimulation
• Botulinum Toxin Injections
• Epidural Steroid Injections
• Radiofrequency Ablation
• Cryotherapy
• Laser Therapy
• Acupuncture
• Chiropractic
• Massage
• Physical Therapy
• Occupational Therapy
• Psychological Services
• Pain Management
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• Occupational Therapy
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• Carpal Tunnel
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• Fibromyalgia
• Post-Surgical Pain
• Chronic Pain
• Pain Management
• Spinal Cord Stimulation
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• Epidural Steroid Injections
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To whom much is
given, much is
expected

- Anonymous

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Know your customer

Exercise Due Diligence

See Something / Say Something

Act responsibly