

## Transcript: Gary

Wright-4773537564508160-6081693703913472

### Full Transcript

Benefits and a Card, Gary Wright speaking. Hi, Gary. This is Joe Sieminski. I don't know if you remember me from... I met you down in Akron about a year, year and a half ago when you and Carl- I do. ... came down. How you doing, man? Yep, all right. How you feeling? And your... Last time I talked to you, you were on, you were on the Ozempic kick. Yeah. And you were doing really well. Still am, yeah. You still doing all that? Oh, yeah. Yeah? Oh, that's good, that's good. So I don't know if, if Carl's filled you in, but basically last December, he called me up and I guess he wants to ex- expand the FreeRx program to outside of the Benefits and the Card people, to other agencies. Yeah, that's correct. Yeah, he filled me in on- So- ... this conversation, but yeah. Okay. So the, the... I kind of honed in on a g- uh, group down in Waco, Texas to do their fulfillment, uh, they're called Scriptco, and they're pretty high tech on the back end. So we had a, uh... They did a presentation to Gary last w- uh, to, uh, Carl last week, and your name came up a few times and I, and I said, you know, "Why don't we get Zach?" Zach Zeller is the guy that you want to talk to. Right? So why don't we get Gary and Zach to talk to each other, so they can show them their, their platform? You know what I mean? Hmm. So I sent you an email last week, I don't know if you got it. I, I, I think I sent it to the right email address, but, uh, if, if I could get, uh, you and Zach on the same, uh, wavelength, I think that, you know, he could kind of give you a presentation on what they're doing. Yeah. 'Cause G- Carl was pretty impressed. I said, "Well, we can't go any further without talking to Gary." So that's why I'm giving you a call. So, uh- Um, what's your... What number did you, is there, or what email address did that email come from? Let me... Let me see what I did. I did Gary, G-A... I don't know if... Do you go with one R or two? I put one. One. Gary.wright, W-R-I-G-H-T @benefitsandacard.com. That's correct. But, but email's coming from? And it was last... Uh, rxjac1@sbcglobal.net. That's my per... I don't have a business one anymore, because I retired. I didn't think I was gonna be doing this anymore. Ah. Yep, I see it. I think I, I think I just assumed it was spam. I'm sorry. I get so many spam emails. Yeah, right. Okay, absolute-... That's why I called you, because I'm like, "He probably thinks that I'm just..." So I, I sent you a... Let me see. I, I... Let me pull it up here, because let me, let me read it. I can... I think I gave you Zach's... Hold on here. Uh, yeah. Okay Zach's on the email with Carl and, and his partner's name is Mark McCormick. So what I... Yeah. What I was wondering, can I give them your number, uh, to call you and then maybe you guys can set something up? Because I'm re-... This is not my game. I'm more into the formulating of drugs- Yeah, that's fine. You're, you're- Yeah, that's fine. You're the expert, not me. So, uh, what, what's the best number to get you? Because I'll call Zach and then he can, you guys can work it out. Uh, 864-864- 770- Yeah. 6138. Okay, Gar. All right, Gary, tell- So I'll be out of the office for the next, uh, hour and a half, uh, hour, hour and a half while I, uh, do lunch and then I have meetings today at 12:30 and 3:00. So, uh, just keep that in mind if we, if he calls back. You want me to

have him call you around 2:00? So he's, uh, he's Central- Yeah, around- ... so he would be around 1:00 Central, 2:00 Eastern? Yeah, that works. Will that work for you? Yeah. All right. I'll tell him to call you at, I'll tell him to call you at 1:00 Central, which is 2:00. Okay. Perfect. His name... There's two guys, I don't know which one's going to call you. Mark is more of the coder and that kind of stuff, but Zach is more of the business development guy. So I don't know which one is going to call you, but one of those two guys, Mark McCormick or Zach Zeller. Okay. And they have a pharmacy called Scriptco and they're down in Texas. And I, I visited them already. They, they've been vetted and Carl's been introduced, so now we got to get your input, so that's where we're at, okay? Sounds good. All right, man. Well, I'm sure I'll be talking to you soon. I think I'm going to try to come down there in the next month or so and get together and kind of put this whole thing together, okay? Excellent. All right, Gary. Well, you have a good week, okay? You as well. Take care, Joe. Okay. All right. Thanks, Gary. Bye-bye. Bye.

## Conversation Format

Speaker speaker\_0: Benefits and a Card, Gary Wright speaking.

Speaker speaker\_1: Hi, Gary. This is Joe Sieminski. I don't know if you remember me from... I met you down in Akron about a year, year and a half ago when you and Carl-

Speaker speaker\_0: I do.

Speaker speaker\_1: ... came down. How you doing, man?

Speaker speaker\_0: Yep, all right.

Speaker speaker\_1: How you feeling? And your... Last time I talked to you, you were on, you were on the Ozempic kick.

Speaker speaker\_0: Yeah.

Speaker speaker\_1: And you were doing really well.

Speaker speaker\_0: Still am, yeah.

Speaker speaker\_1: You still doing all that?

Speaker speaker\_0: Oh, yeah.

Speaker speaker\_1: Yeah? Oh, that's good, that's good. So I don't know if, if Carl's filled you in, but basically last December, he called me up and I guess he wants to ex- expand the FreeRx program to outside of the Benefits and the Card people, to other agencies.

Speaker speaker\_0: Yeah, that's correct. Yeah, he filled me in on-

Speaker speaker\_1: So-

Speaker speaker\_0: ... this conversation, but yeah.

Speaker speaker\_1: Okay. So the, the... I kind of honed in on a g- uh, group down in Waco, Texas to do their fulfillment, uh, they're called Scriptco, and they're pretty high tech on the back end. So we had a, uh... They did a presentation to Gary last w- uh, to, uh, Carl last week, and your name came up a few times and I, and I said, you know, "Why don't we get Zach?" Zach Zeller is the guy that you want to talk to. Right? So why don't we get Gary and Zach to talk to each other, so they can show them their, their platform? You know what I mean?

Speaker speaker\_0: Hmm.

Speaker speaker\_1: So I sent you an email last week, I don't know if you got it. I, I, I think I sent it to the right email address, but, uh, if, if I could get, uh, you and Zach on the same, uh, wavelength, I think that, you know, he could kind of give you a presentation on what they're doing.

Speaker speaker\_0: Yeah.

Speaker speaker\_1: 'Cause G- Carl was pretty impressed. I said, "Well, we can't go any further without talking to Gary." So that's why I'm giving you a call. So, uh-

Speaker speaker\_0: Um, what's your... What number did you, is there, or what email address did that email come from?

Speaker speaker\_1: Let me... Let me see what I did. I did Gary, G-A... I don't know if... Do you go with one R or two? I put one.

Speaker speaker\_0: One.

Speaker speaker\_1: Gary.wright, W-R-I-G-H-T @benefitsandacard.com.

Speaker speaker\_0: That's correct. But, but email's coming from?

Speaker speaker\_1: And it was last... Uh, rxjac1@sbcglobal.net. That's my per... I don't have a business one anymore, because I retired. I didn't think I was gonna be doing this anymore.

Speaker speaker\_2: Ah.

Speaker speaker\_0: Yep, I see it. I think I, I think I just assumed it was spam. I'm sorry. I get so many spam emails.

Speaker speaker\_1: Yeah, right. Okay, absolute-... That's why I called you, because I'm like, "He probably thinks that I'm just..." So I, I sent you a... Let me see. I, I... Let me pull it up here, because let me, let me read it. I can... I think I gave you Zach's... Hold on here. Uh, yeah. Okay Zach's on the email with Carl and, and his partner's name is Mark McCormick. So what I...

Speaker speaker\_0: Yeah.

Speaker speaker\_1: What I was wondering, can I give them your number, uh, to call you and then maybe you guys can set something up? Because I'm re-... This is not my game. I'm more into the formulating of drugs-

Speaker speaker\_0: Yeah, that's fine.

Speaker speaker\_1: You're, you're-

Speaker speaker\_0: Yeah, that's fine.

Speaker speaker\_1: You're the expert, not me. So, uh, what, what's the best number to get you? Because I'll call Zach and then he can, you guys can work it out.

Speaker speaker\_0: Uh, 864-

Speaker speaker\_1: 864-

Speaker speaker\_0: 770-

Speaker speaker\_1: Yeah.

Speaker speaker\_0: 6138.

Speaker speaker\_1: Okay, Gar. All right, Gary, tell-

Speaker speaker\_0: So I'll be out of the office for the next, uh, hour and a half, uh, hour, hour and a half while I, uh, do lunch and then I have meetings today at 12:30 and 3:00. So, uh, just keep that in mind if we, if he calls back.

Speaker speaker\_1: You want me to have him call you around 2:00? So he's, uh, he's Central-

Speaker speaker\_0: Yeah, around-

Speaker speaker\_1: ... so he would be around 1:00 Central, 2:00 Eastern?

Speaker speaker\_0: Yeah, that works.

Speaker speaker\_1: Will that work for you?

Speaker speaker\_0: Yeah.

Speaker speaker\_1: All right. I'll tell him to call you at, I'll tell him to call you at 1:00 Central, which is 2:00. Okay.

Speaker speaker\_0: Perfect.

Speaker speaker\_1: His name... There's two guys, I don't know which one's going to call you. Mark is more of the coder and that kind of stuff, but Zach is more of the business development guy. So I don't know which one is going to call you, but one of those two guys, Mark McCormick or Zach Zeller.

Speaker speaker\_0: Okay.

Speaker speaker\_1: And they have a pharmacy called Scriptco and they're down in Texas. And I, I visited them already. They, they've been vetted and Carl's been introduced, so now we got to get your input, so that's where we're at, okay?

Speaker speaker\_0: Sounds good.

Speaker speaker\_1: All right, man. Well, I'm sure I'll be talking to you soon. I think I'm going to try to come down there in the next month or so and get together and kind of put this whole thing together, okay?

Speaker speaker\_0: Excellent.

Speaker speaker\_1: All right, Gary. Well, you have a good week, okay?

Speaker speaker\_0: You as well. Take care, Joe.

Speaker speaker\_1: Okay. All right. Thanks, Gary. Bye-bye.

Speaker speaker\_0: Bye.