

Allen Prevatt Retires After 39 Years at McKesson

If you look back over Allen Prevatt's 39(!) years with McKesson you'll see an impressive list of promotions, awards and other personal accomplishments. But with Allen announcing that he will retire at the end of March, a closer look at his time with the company shows that during his career Allen was always helping **others** to succeed.

Whether he was teaching customers how to get the most out of our products, or helping his teams achieve their sales goals, Allen's greatest accomplishment was helping those around him accomplish more than they ever imagined.

"People will say that I'm the most optimistic person they've ever met, and that's the way I was raised," Allen said. "I always try the best I can at any job I do. If I was asked to do something new I never said 'I can't do it'. I said, 'Let me take a look at it.' You can always find a way to do something. You're limited only in your mind."

Allen joined McKesson in 1974 as a Computer Room Supervisor in the Jacksonville distribution center. He moved to a similar position in Macon, GA two years later, and it was there that he was hired as the first on-site trainer who would visit pharmacies to train the staff how to use our systems.

He worked out of Atlanta for several years and, as is the case with just about everyone who's enjoyed a long career at McKesson, he worked for several affiliated companies, including National Data Systems and 3PM. At 3PM he became the West Regional Sales Manager, working in Arlington, TX for six years. He was then named Vice President of Sales and Marketing for MPS, which brought him to Michigan, the last stop on his travels, and where he was later named the Vice President of Account Management.

"I've enjoyed my years with McKesson, it's opened many doors for me," he said. "If you work hard and pay attention and have good ideas, there's plenty of room to advance."

Not only did Allen advance during his time at McKesson, he excelled, and the list of awards he's received during his career is

indeed remarkable:

- He was named Sales VP of the Year and a President's Club Winner in 2008, 2009 and 2011
- He received the Sales Achievement Award six times since 2008
- And he won the Sales Impact Award in 2006

But ask Allen about awards and the first one he mentions is on his team achieved last year.

"In 2015 everyone on our team reached 100% of their sales goals, and we were one of the few teams to do that," he said. "I've always enjoyed leading a team and helping everyone reach their goals."



In retirement Allen will continue teaching and leading teams. Allen enjoys fishing, but he's not the sort to toss in a line and take a nap. He's a member of the Michigan Bass Masters club, which won the state championship in 2015, and he's won a number of individual fishing tournaments as well.



Allen is avid hunter, and he's also a certified NRA instructor who teaches classes for those who want to qualify for a concealed

weapons permit.



And he and his wife Lisa plan on spending a lot of time with their children and grandchildren. Congratulations to Allen, and enjoy your retirement!



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