Saturday, October 14, 2017

2:00 – 3:00 pm

Gaylord Palms Resort & Convention Center

**Implementation Planner**

LTC Business Summit

Closing the Door to Open the Door to New Opportunities

Susan Rhodus, Senior Vice President, Contract Administration,

GeriMed, Inc.

**Pharmacist and Pharmacy Technician Learning Objectives:**

Upon completion of this activity, participants will be able to:

1. Discuss business considerations of moving your pharmacy from a combo to a closed-door pharmacy.
2. Outline the steps to take when going from a combo to a closed-door pharmacy.
3. Describe services that a closed door LTC pharmacy can be able to provide to increase its revenue.
4. Discuss areas examined in LTC pharmacy inspection and common citations issued.

**Slides and resources to share with your team can be found at** [www.ncpanet.org/convention](http://www.ncpanet.org/convention)

**Disclosures:**

Susan Rhodus is the Senior Vice President of Contract Administration with GeriMed, Inc. The conflict of interest was resolved by peer review of the slide content.

NCPA’s education staff declares no conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.

**What do you want to walk away with from this session?**

**Notes:**

**Take-Away Points:**

**Questions that I have:**

**Speaker Bio:**

**Susan Rhodus** is Senior Vice President, Contract Administration for GeriMed.  Susan negotiates GeriMed’s contracts with pharmaceutical manufacturers and PBMs for GeriMed’s network of long term care pharmacies. She works with health insurance companies and pharmacies in contracting and billing for Medicare Part D, Part A and other payers. Susan is also responsible for review of clinical programs and education made available to GeriMed pharmacies across the country. She has spoken to numerous nursing home facilities and corporation groups as well as pharmacy providers about Medicare Part D and the effects on long term care. Susan received her Bachelor of Science degree in pharmacy from Wayne State University in Detroit, Michigan. She has been active in The American Society of Consultant Pharmacists since 1984. She has participated in several task groups for ASCP over the past several years. Susan is a member of the National Community Pharmacist Association (NCPA) and part of their Long Term Care Board. She participates in the NCPDP workgroups for long term care billing issues and has been on several measurement development teams for PQA (Pharmacy Quality Alliance).