Tuesday, October 17, 2017

4:15 – 5:45 pm

Gaylord Palms Resort & Convention Center

**Implementation Planner**

See a Need, Fill a Need – Finding Your Pharmacy Niche

Sponsored by Merck

Pam Marquess, PharmD, East Marietta Drug

Laura Patterson, PharmD, Hale Center

Brian Sidone, PharmD, Mainline Pharmacy

**Pharmacist and Pharmacy Technician Learning Objectives:**

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

1. Describe patient care ideas you can begin with your patient population.
2. Discuss budgeting and planning for expenses and income.
3. Outline market and provider outreach methods that are successful in growing your practice and niche.

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

**Disclosures:**

Pam Marquess 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.

Laura Patterson 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.

Brian Sidone 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.

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:**

**Dr. Pamala Marquess** is a co-owner of twelve independent pharmacies. She is a 1993 Pharm D graduate of Mercer University. Dr. Marquess is the Past Chairman of the Board of the Georgia Pharmacy Association and served as President in 2013-14. She is the 2001 Georgia Independent Pharmacist of the Year as well as the 1999 Mercer Outstanding Young Alumnus. She provides care to her patients through immunizations, diabetes education, osteoporosis counseling, and hormone replacement therapy, just to name a few. She directs two American Diabetes Association credentialed Diabetes Self Management Education Clinics.   She was the White Coat Ceremony Keynote Speaker for Mercer University in 2003 and a Community Pharmacy Residency Preceptor since 2001. She also lectures around the country on diabetes, immunizations, and hormones. She currently serves as the Pharmacist Spokesperson for Molnlycke HealthCare US, representing Hibiclens. She has served as Pharmacist Spokesperson for Abreva and Biotene.

**Laura Patterson**, PharmD, is the owner and chief pharmacist of Hale Center Clinical Pharmacy. She received her doctor of pharmacy degree from Texas Tech University Health Sciences Center School of Pharmacy in 2008 where she was the recipient of the Bowl of Hygeia Award for her graduating class. Laura aspires to be on the cutting edge of community pharmacy and has implemented an array of clinical services at her pharmacy since taking ownership in 2014 including an AADE accredited Diabetes Self-Management Education program, Sweet Spot diabetes classes, immunizations, weight loss classes, medication therapy management, and the Simplify My Meds synchronization program. Laura serves on the advisory board for Creative Pharmacist and has been a member of NCPA since 2005. Aside from working in her community pharmacy, she is passionate about medical missions and serving the underserved.

**Brian Sidone** currently serves as an owner and the Director of Pharmacy for Mainline Pharmacies, an independent community pharmacy organization that includes five community pharmacies, one long term care pharmacy, and one compounding pharmacy. Mainline Pharmacy is focused on growth through their commitment to patients, the community, and expanding pharmacist-led patient care services. Brian obtained his Doctor of Pharmacy degree from Duquesne University School of Pharmacy. He serves as the Residency Program Director for the PGY-1 Community Pharmacy Residency Program collaboration between Mainline Pharmacy and Duquesne University. Brian has served his profession through his commitment to local and national pharmacy organizations. He is an active and participating member of NCPA, PPA, and APhA. Brian has dedicated his time to his local business and professional networking organizations with the purpose of growing the locally owned business community in the surrounding areas where he lives and works. Brian is passionate about the success of independent pharmacy and has spent his entire professional career in the field committed to achieving the goals of his profession.